PROGRAMME SCORECARD

(SAMPLE ONLY)

**PROCESS**

* Set targets – these can be each individual programme, overall weekly programme participation, and / or total membership.
* Count participation numbers systematically. Analyse the data and make ongoing scheduling decisions based on ‘facts’.
* Publish the (actual) results to help drive growth.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Start date: |  |  | End date: |  |

**INDIVIDUAL PROGRAMME TARGETS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **PROGRAMME** | | | **ACTUAL PARTICIPATION** | **TARGET (by date)** |
| **Day** | **Time** | **Programme** |
| Monday | 9.00 AM | SquashFit | 5 | 15 |
| Tuesday | 3.30 PM | Kiwi Squash | 20 | 50 |
| Thursday | 7.00 PM | Squash Mates | 35 | 100 |
| Wednesday | 2.00 PM | Squash Ignite | 10 | 20 |
| Friday | 5.30 PM | Kiwi Squash | 15 | 40 |

**WEEKLY PROGRAMME TARGETS**

|  |  |  |
| --- | --- | --- |
| **PROGRAMME** | **ACTUAL PARTICIPATION** | **TARGET (by date)** |
| SquashFit | 5 | 15 |
| Squash Mates | 35 | 100 |
| Squash Ignite | 10 | 20 |
| Kiwi Squash | 35 | 90 |

**TOTAL MEMBERSHIP TARGET**

|  |  |
| --- | --- |
| **CURRENT MEMBERSHIP** | **TARGET (by date)** |
| 85 | 105 |