

KPIs for NFPs

Understand, Sustain and Grow

by
Mick Devine

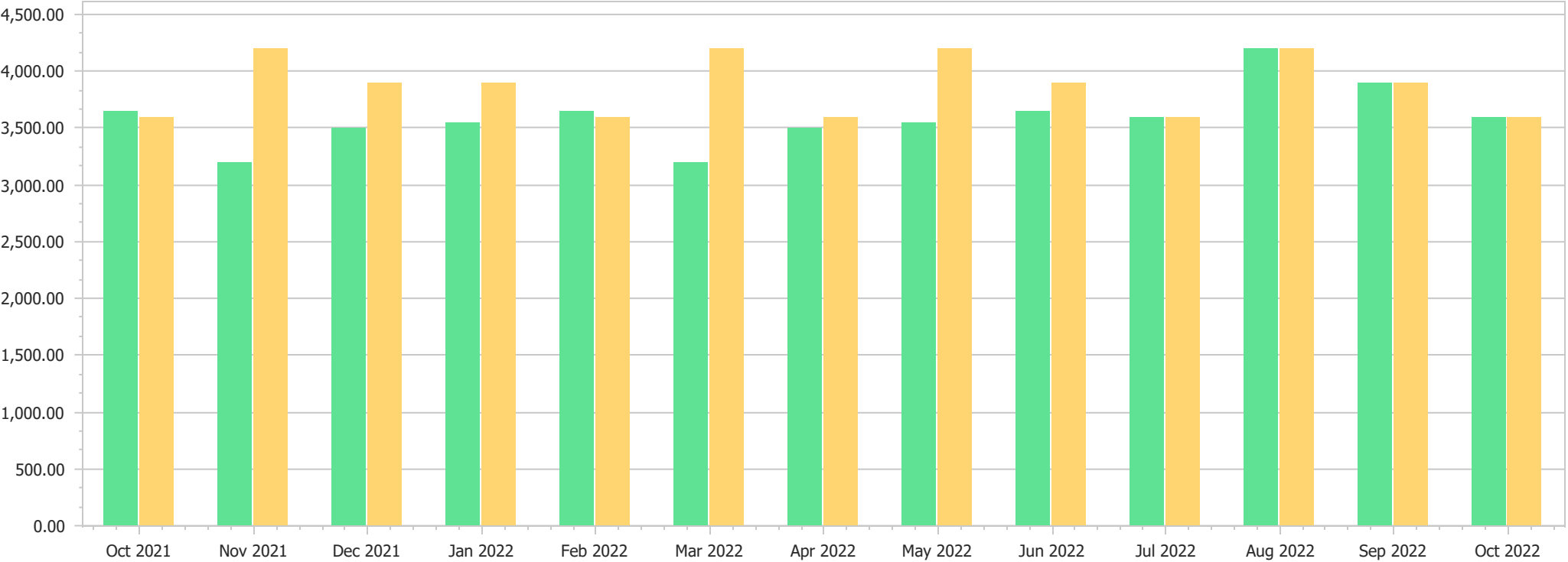
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October 2022

- Cover Page
- Membership Growth
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- Wages + Admin to Revenue
- Debtor Days to Last Year
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Membership Growth — Melbourne

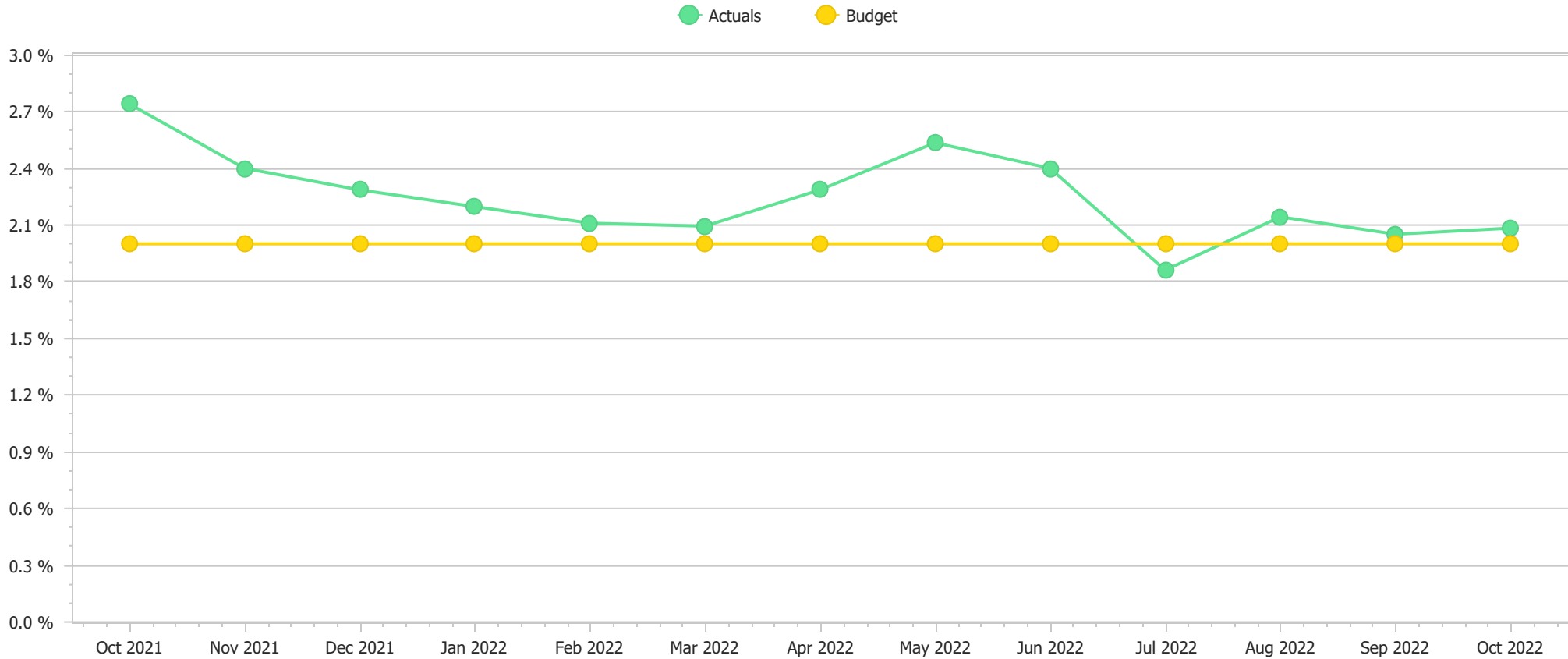
Actuals Budget



Using actuals up to Oct 2022



Membership Churn — Melbourne



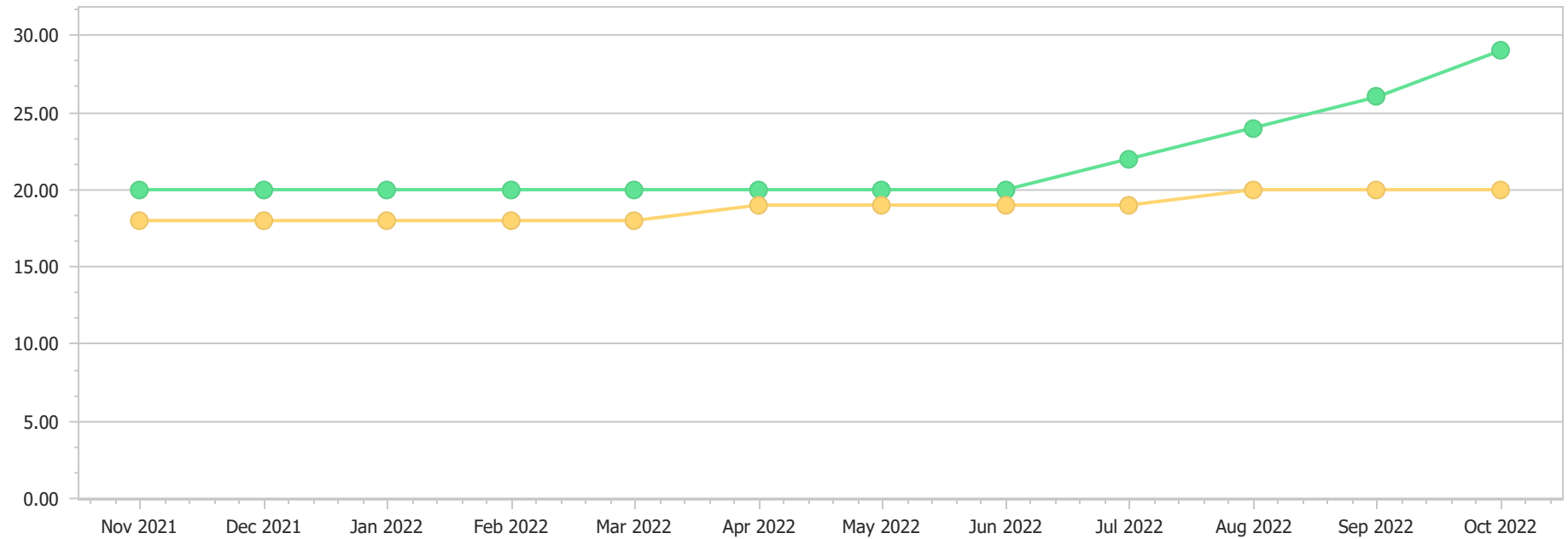
Wages + Admin to Revenue — Melbourne

JUL 2022 - OCT 2022

	Admin to Revenue	Wages to Turnover
	Budget	Budget
Assertiveness Local	11%	36%
Assertiveness QLD	11%	46%
Overheads	89%	0%
Self-Defence Cwealth	5%	28%
Self-Defence Local	9%	75%
Self-Defence QLD	1%	41%
Support Local	13%	59%
Support QLD	1%	41%
test 51	N/A	N/A
Unassigned	0%	0%
All Active Projects	7%	45%

Debtor Days to Last Year — Melbourne (AUD)

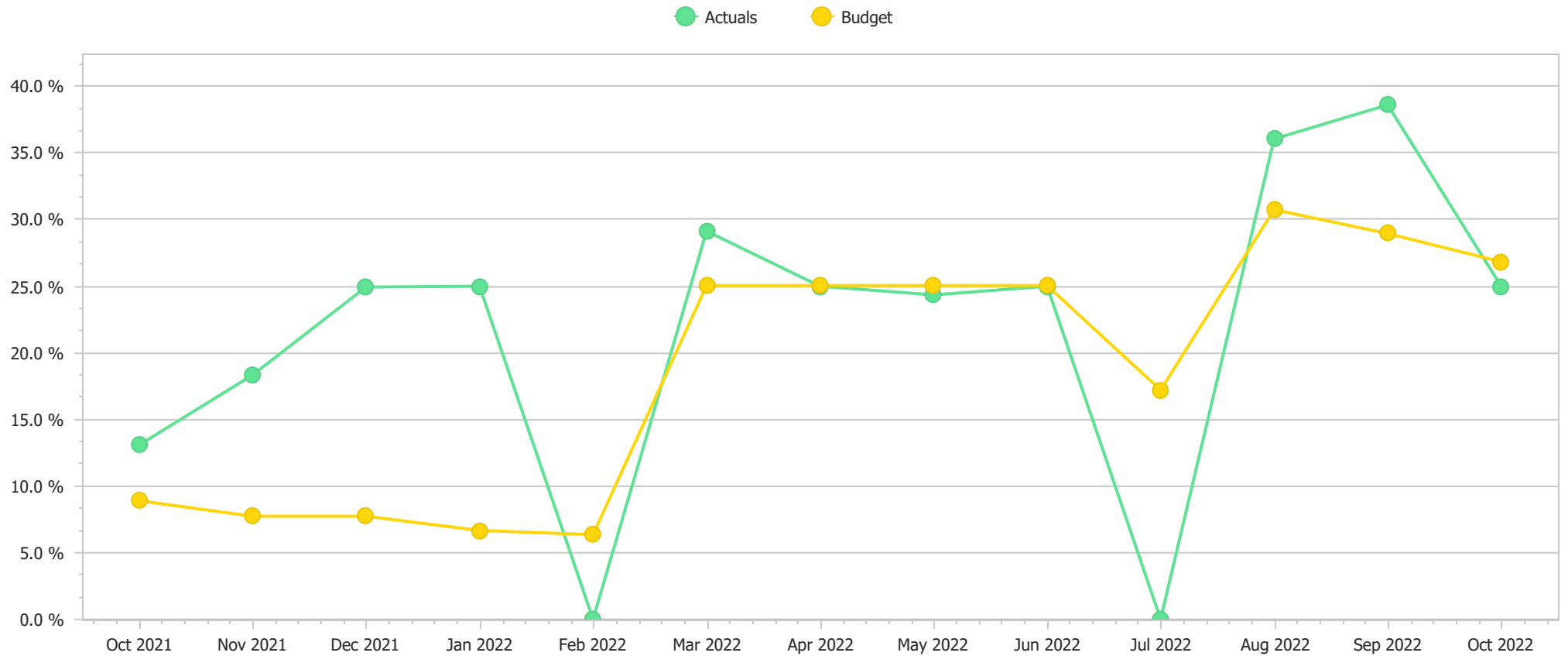
Actuals Last Year Actuals



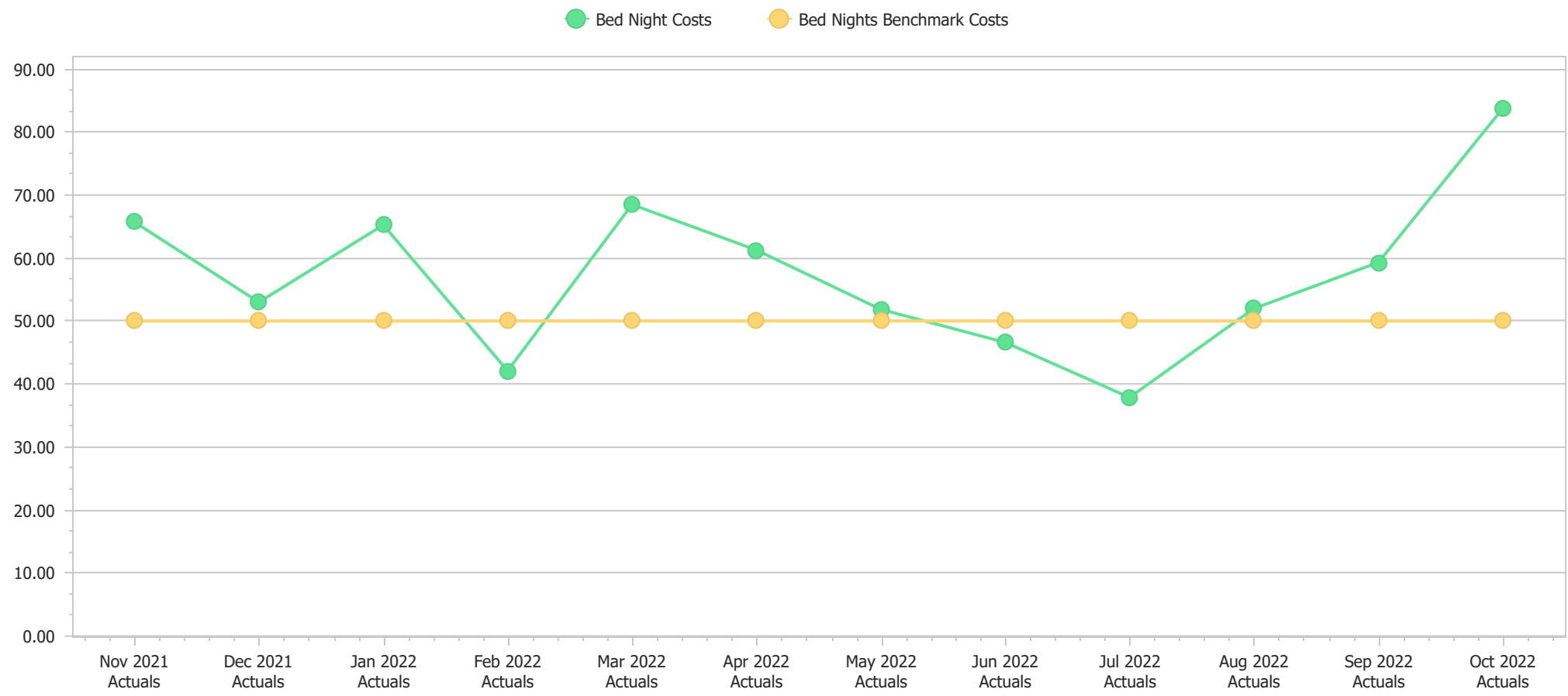
Actuals	20	20	20	20	20	20	20	20	22	24	26	29
Last Year Actuals	18	18	18	18	18	19	19	19	19	20	20	20



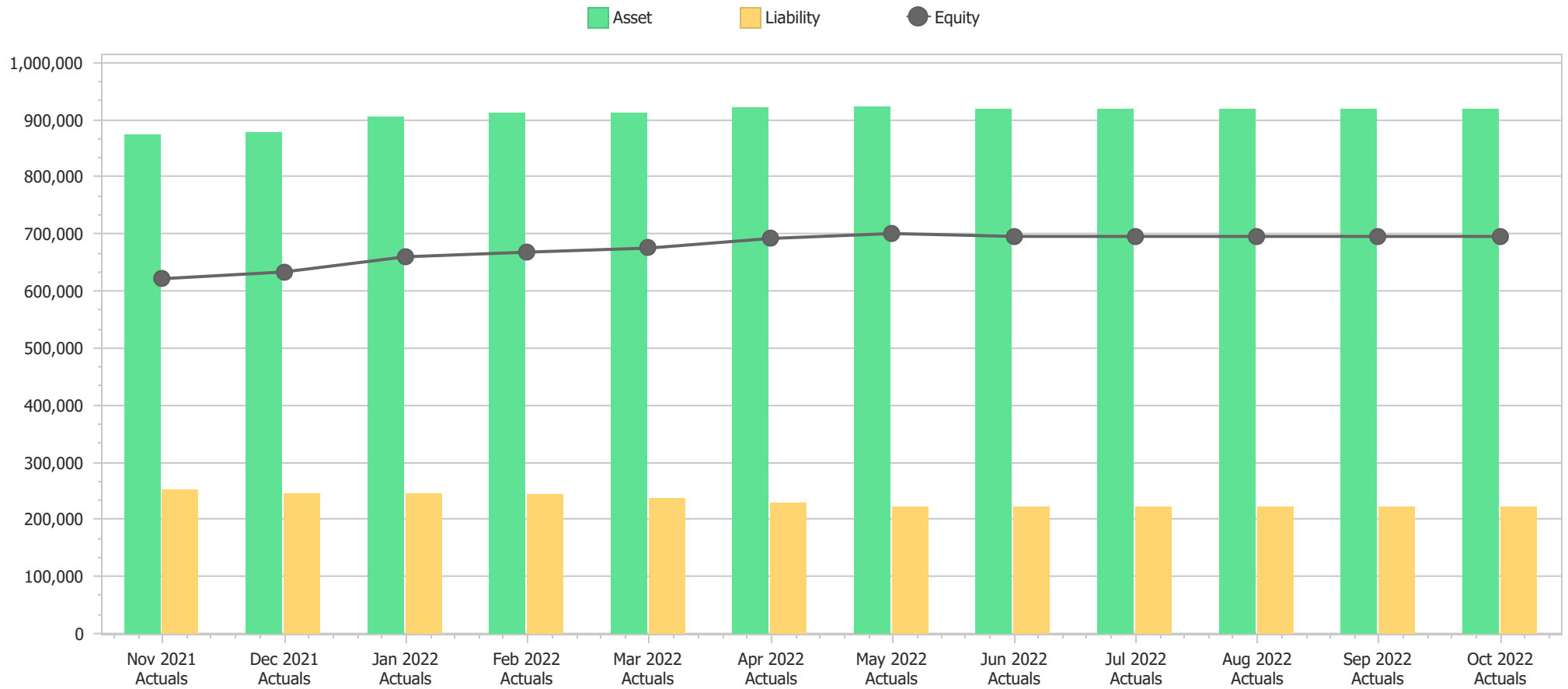
Self-generated Funds — Melbourne



Bed Night Costs to Benchmark — Melbourne

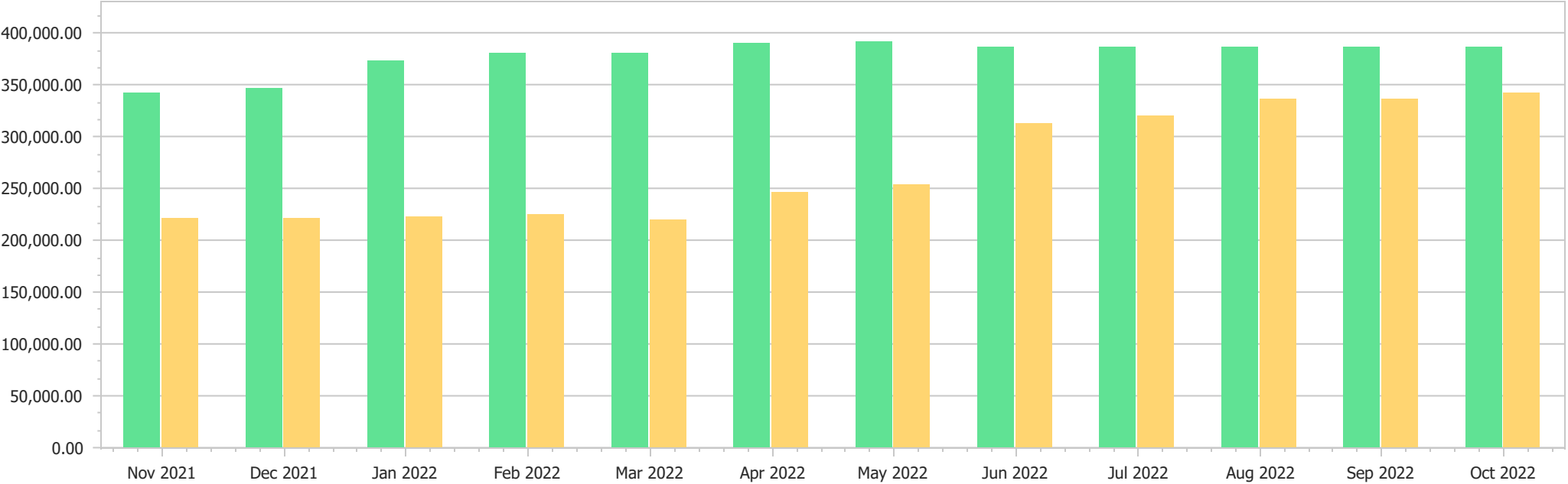


Net Equity Position — Melbourne (AUD)



Cash Balance — Melbourne (AUD)

Actuals Last Year Actuals

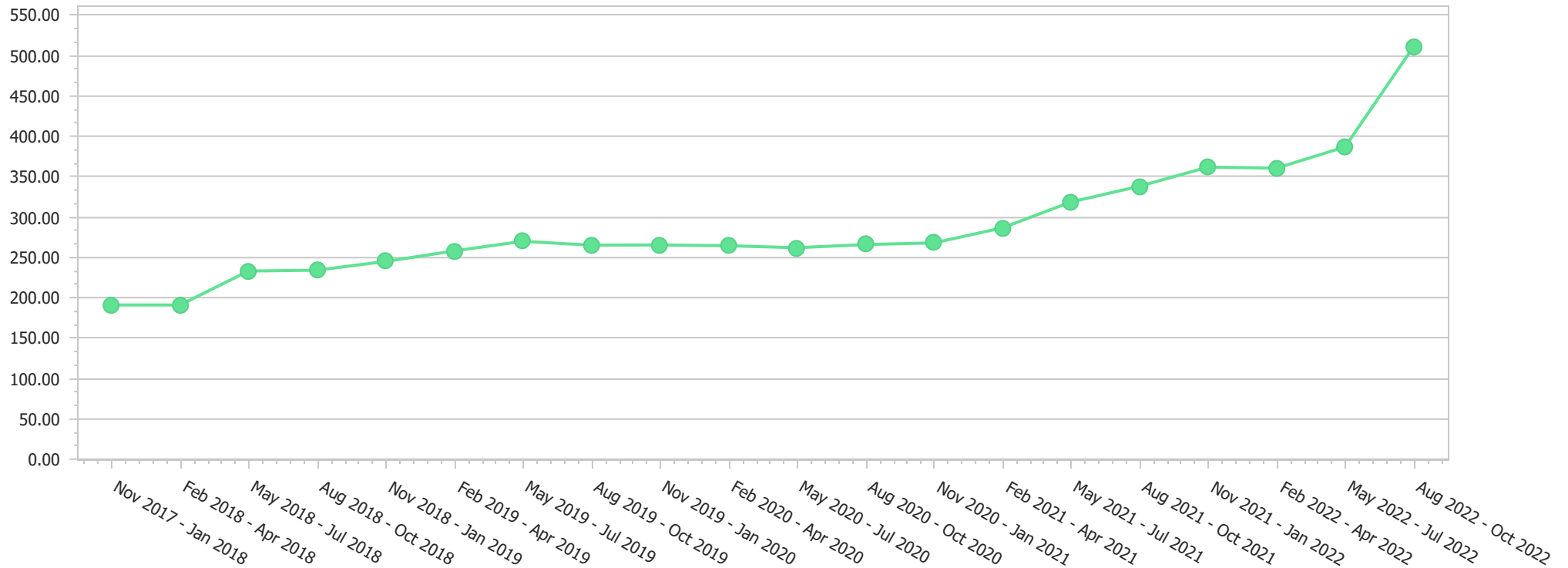


Using actuals up to Oct 2023

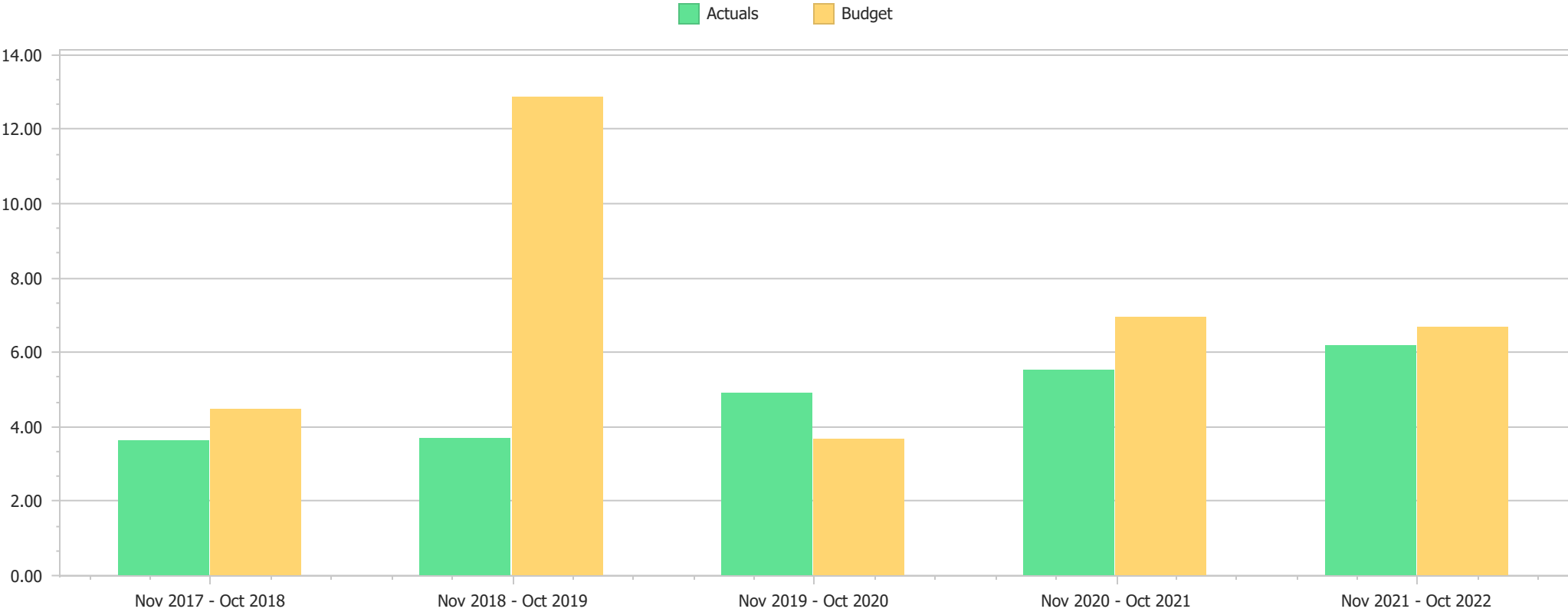


Cash Reserves - Last 5 years — Melbourne (AUD)

● Actuals



Working Capital Last 5 Years — Melbourne (AUD)

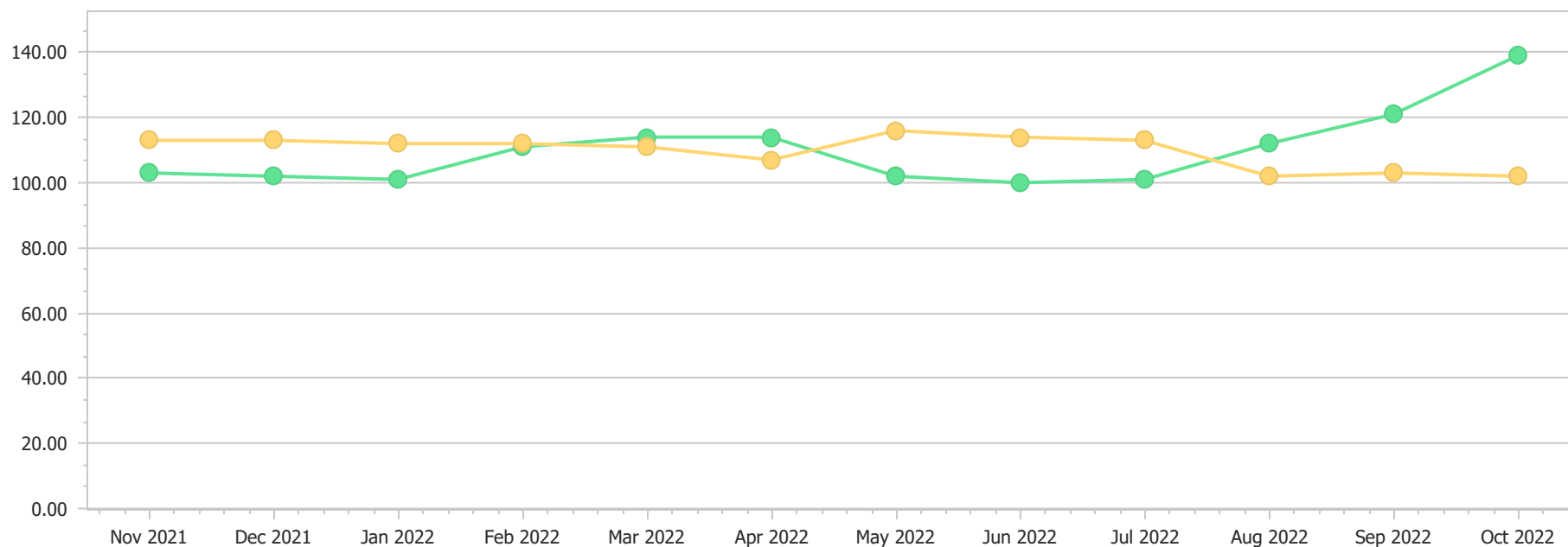


Using actuals up to Oct 2023



Creditor Days — Melbourne (AUD)

● Actuals ● Last Year Actuals



Actuals	103	102	101	111	114	114	102	100	101	112	121	139
Last Year Actuals	113	113	112	112	111	107	116	114	113	102	103	102



Formulas used in Sample KPIs

Membership Growth	Current Members
Membership Churn	Lost Members/Current Members
Wages to Revenue	Wages/Total Income
Admin to Revenue	Admin Expenses/Total Income
Debtor Days	Trade Debtors/Annual Debtor Income * 365
Self=Generated Funds	Self Generated Funds/Total Income
Bed Night Costs	Accommodation Costs/Bed Nights Occupancy
Net Equity Position	Total Assets, Total Liabilities, Net Equity
Cash Balance	Default Bank
Cash Reserves in Days	Cash Reserves/((Annual Expense-Non Cash Expenses)/365)
Working Capital Ratio	Current Assets/Current Liabilities
Creditor Days	Trade Creditors/Annual Creditor Expenses * 365