

**Bonus Scorecard 2019-20**

Goals	Weighting	Performance Rating				Max amounts
		Below Expectations	Mid-way	Meets Expectations	Exceeds Expectations	
		No bonus	Below Target (1/3 of max)	Target (2/3 of max)	100% of max	
<b>Business Priorities</b>	<b>20%</b>					<b>\$5,000</b>
Revenue growth	10%		\$0	\$0	\$0	2500
Membership growth	10%		\$0	\$0	\$0	2500
<b>Strategic Priorities</b>	<b>40%</b>		\$0	\$0	\$0	<b>\$10,000</b>
	10%		\$0	\$0	\$0	2500
	10%		\$0	\$0	\$0	2500
	10%		\$0	\$0	\$0	2500
<b>Other Priorities</b>	<b>20%</b>		\$0	\$0	\$0	<b>\$5,000</b>
	5%		\$0	\$0	\$0	1250
	5%		\$0	\$0	\$0	1250
	5%		\$0	\$0	\$0	1250
<b>Discretionary</b>	<b>20%</b>		\$0	\$0	\$0	<b>\$5,000</b>
<b>Total</b>	<b>100%</b>					<b>\$25,000</b>
<b>Total</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	
<b>Total Bonus</b>		<b>\$0</b>				

**This amount is your discretion**  
 Goals and total bonus is agreed upon at beginning of year