

Canberra Montessori School

Daily Metrics

Year 2010  
 Term 2  
 Week 10

Week	Inquiries for the school	Information Packages Out	Tours Booked	Tours	Observations	PTP Vacancies	Offers of Place Out	Offers of Place Accepted	Added to the Waitlist 2011	# of staff away	Casual Staff In	Cash at Bank (K)	AR Collected (K)	% of Terms fees Collected	Afterschool Usage	Club Attendance	Student Absences	Active People in the Casual Relief Pool
1	5	2	2	0	1	8	0	0	2	11	5	285	31	50%	50	10	53	3
2	8	4	6	0	0	8	17	1	1	2	1	255	2	51%	74	26	49	3
3	7	3	5	0	1	6	0	7	-2	8	1.5	267	13.5	56%	75	26	69	3
4	6	29	24	36	2	4	2	1	6	24	10.5	221	26	66%	70	24	75	3
5	10	3	4	1	4	5	0	3	2	9.5	8.5	189	10.4	70%	68	24	80	4
6	6	3	1	2	5	5	1	2	7	15	8.5	220	26	92%	69	24	63	5
7	3	0	3	0	0	4	0	1	1	1	0.5	174	13	92%	45	22	56	6
8	3	0	0	0	0	4	0	0	1	4	2	206	6	93%	55	18	61	6
9	1	1	1	1	0	4	0	0	0	3	1	120	40	93%	51	22	44	6
10	10	6	5	3	1	4	1	0	3	20	15	128	59.5	95%	63	22	16	5
Term Total	59	51	51	43	14	52	21	15	21	97.5	53.5	2065	227.4	7.58	620	218	566	44
Weekly Average	6	5	5	4	1	5	2.1	2	2.1	10	5	207	23	92%	62	22	57	5
Weekly Target	5	2	2	2	2	6	1.5	1	0.5	10	10	300	15	95%	70	20	75	10
Variance	1	3	3	2	-1	-1	0.6	1	1.6	0	-5	-94	8	-3%	-8	2	18	-5

Key Metrics

Qualified Leads 86% Number of Inquires that we send an information pack to  
 Tour Booking Rate 86% Number of Inquiries that Book a Tour  
 Lost Tours 16% Number of Tours that do not show  
 Tour Conversion rate 49% Number of Tours that convert to wait list  
 Offer acceptance rate 71% Offers of Place that accept  
 Staffing Fill Rate 55% Number of staff absences that are filled by our casual relief pool, rather than internally  
 AR Collect 45% % of Terms fees collected over the term  
 Cash Burn Rate -157 Change in cash position from the start of the term  
 Afterschool usage per day 17 Number of children engaged after school each day