

Program Performance Metrics	Full MicroTest Workbook	MicroTest Lite
Target Groups		
# and % of Female Clients	◆	◆
# and % of Clients from Traditionally Disadvantaged Groups	◆	◆
# and % of Clients with Disabilities	◆	◆
# and % of Low-Income Clients	◆	◆
# and % of Clients Receiving TANF	◆	◆
Business Status of Clients, # and %	◆	◆
Scale		
# of Inquiries	◆	◆
# of Clients Served in FY	◆	◆
# of Participants Served in FY	◆	◆
# and \$ of IDA s for Microenterprise	◆	◆
# and # of Microloans Disbursed	◆	◆
# and \$ of Microloans Leveraged	◆	◆
# and \$ of Small Business Loans Disbursed	◆	◆
# and \$ of Small Business Loans Leveraged	◆	◆
Credit Effectiveness		
# and \$ of Microloans Outstanding FY end	◆	◆
# and \$ of "Other" Microloans Outstanding FY end	◆	◆
Total Microloan Capital	◆	◆
Deployment Ratio	◆	◆
Loan Size Range	◆	◆
Average Microloan Size	◆	◆
Restructured Loan Rate	◆	◆
Loan Loss Rate, Net of Recoveries	◆	◆
Portfolio at Risk, # and %s	◆	◆
BDS Effectiveness		
# of Unduplicated Participants Receiving Training	◆	◆
Average # of Training Hours per Participant	◆	◆
# of Unduplicated Participants Receiving TA	◆	◆
Average # of TA Hours per Participant	◆	◆
Training Completion Rate	◆	◆
Formal Business Plan Completion Rate	◆	◆
Informal Business Plan Completion Rate	◆	◆
Client Satisfaction, # and %	◆	◆
Time Allocation		
% Time on Business Development Training and TA	◆	
% Time on Credit-Related Activities	◆	

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Income and Expense		
Income from Microloan Fund	◆	◆
Income from Business Development Services	◆	◆
Income from Grants and Contracts	◆	◆
Operating Expenses	◆	◆
Microloan Financial Expenses	◆	◆
Cost, Efficiency and Sustainability Ratios		
Cost per Client	◆	◆
Cost per Assisted Business	◆	◆
Cost per Participant	◆	◆
Number of Volunteer Business Development FTEs	◆	
Number of Volunteer Credit FTEs	◆	
Cost pr Direct and Indirect Loans	◆	
Cost per Direct Loans	◆	
Operational Cost Rate	◆	
Clients per Direct-service Provider	◆	
Operational Self-Sufficiency	◆	
Short-term Financial Self-Sufficiency	◆	
Business Development Services Cost Recovery	◆	
Net Income from Non-Program Services	◆	
Funding by Source	◆	◆
Funding by Type	◆	◆