

**Performance Measures**

		GAAP Financial Measures	Non-GAAP Financial Measures	Other Financial Measures	Non-financial / Operational Measures
Examples	For-profit	Earnings per share	Adjusted earnings	Dollars of order backlog	Barrels of oil equivalent per day
	Not-for-profit	Excess of revenue over expenses	Revenue by funding source	Cost per dollar raised	Number of clients served
	Description	A financial measure presented in the financial statements	A financial measure not presented in the financial statements, that is an adjustment to a GAAP financial measure	A financial measure that is not a GAAP, or non-GAAP financial measure	A non-financial measure

Within the scope of the Framework