

# Guide to ARC Project Performance Measures

All ARC projects must have documented output and outcome performance measures. Estimated measures are included in project applications and actual measures are reported in the project closeout reports. This guide lists and defines the performance measures that may be used for ARC projects. Every ARC project must have at least one output measure and one outcome measure from the lists below. Some output measures can be used with a range of outcome measures (these are called “stand-alone measures”), and some output measures must be used with specific outcome measures (these are called “paired measures”). Projects that have paired output and outcome measures may also have a stand-alone output or outcome measure with no corresponding measure.

## Stand-Alone Performance Measures

*Stand-alone output measures can be used with any of the outcome measures on the stand-alone outcome measures list below.*

### Stand-Alone Output Measures

- access road miles
- acreage
- data--megabits per second (Mbps)
- data--terabytes (TB)
- gas--million cubic feet (MMCF)
- gas--million cubic feet per day (MMCFD)
- heat--million BTU (MMBTU)
- heat--million BTU per day (MMBTUD)
- linear feet
- million gallons (MG)
- million gallons per day (MGD)
- new visitors: days
- new visitors: overnights
- power- kilowatt-hours (kWh) per year
- power--kilowatts (kW)

- plans/reports
- square feet
- waste--tons per day reduced/reused/recycled (TPD)
- waste--tons reduced/reused/recycled

### Stand-Alone Outcome Measures

- businesses created
- costs reduced
- housing units constructed/rehabbed
- jobs created
- jobs retained
- leveraged private investment (LPI)
- programs implemented
- revenues increased: export sales
- revenues increased: non-export sales
- telecom sites

## Paired Performance Measures

The output and outcome measures below must be paired as shown.

Output Measure	Outcome Measure
businesses served	businesses improved
communities served	communities improved
households served	households improved
organizations served	organizations improved
participants served	participants improved
patients served	patients improved
students served	students improved
workers/trainees served	workers/trainees improved

## Definitions: Outputs

### Access Road Miles

The length of the access roads constructed as part of the project, in miles or decimals of miles (not linear feet).

### Acreage

The number of acres impacted by an ARC site-development or reclamation project, such as the number of acres graded and prepared for development at an emerging industrial park, the number of acres open to future development, or the number of acres remediated in a reclamation project.

### Businesses Served

The number of businesses served by an ARC project. For infrastructure projects, this includes either the number of non-residential entities *with access to* new service (e.g., water, sewer, gas line, or telecommunications) or improved service (e.g., improvements in health or safety, compliance with environmental quality, improved water pressure). For business development projects, this includes businesses receiving technical assistance or participating in training, entrepreneurship, export, or other business development and improvement programs.

### Communities Served

The number of communities served or impacted by an ARC project, including projects that address planning, civic participation, infrastructure, educational opportunities, and community capacity. For consolidated technical assistance grants, the number of communities served is the number of projects submitted by state ARC program offices.

### Data—Megabits per Second (Mbps)

The data transfer capacity of a telecommunications/broadband network, in megabits per second. This includes the data transfer capacity of a new network, or the increase in data

transfer capacity of an existing network due to renovation, new equipment, or other improvements. This measure may be expressed in decimals.

### **Data--Terabytes (TB)**

The fixed data storage capacity of a server room or data center, in terabytes. This measure may be expressed in decimals.

### **Gas--Million Cubic Feet (MMCF)**

The fixed storage capacity of a gas pipeline or gas system, in millions of cubic feet. This measure may be expressed in decimals.

### **Gas--Million Cubic Feet per Day (MMCFD)**

The flow capacity of a gas pipeline or gas system, in millions of cubic feet per day. This includes the flow capacity of a new gas pipeline or system, or the increase in flow capacity of an existing gas pipeline or system due to renovation, new equipment, or other improvements. This measure may be expressed in decimals.

### **Heat--Million BTU (MMBTU)**

The fixed heating capacity of an energy system, including a gas system, in millions of British Thermal Units (BTUs). This measure may be expressed in decimals.

### **Heat--Million BTU per Day (MMBTUD)**

The capacity of heat flow generated, transmitted, consumed, or conserved by an energy system, including a gas system, in millions of British Thermal Units (BTUs) per day. This includes the heat flow capacity of a new combined heating and power (CHP) system. It also includes the increase in heat flow capacity of an existing HVAC system or the reduction in heat consumption by a facility due to renovation, new equipment, energy efficiency measures, or other improvements. This measure may be expressed in decimals.

### **Households Served**

The number of households served by an ARC infrastructure project. This includes either the number of households *with access to* new service (e.g., water, sewer, gas line, or telecommunications) or improved service (e.g., improvements in health or safety, compliance with environmental quality, improved water pressure).

### **Linear Feet**

The number of linear feet of pipe, wire, cable, trails, etc. to be constructed or installed.

### **Million Gallons (MG)**

The fixed storage capacity of a water tank or sewage lagoon, in millions of gallons. This measure may be expressed in decimals.

### **Million Gallons per Day (MGD)**

The flow capacity of a water or sewer system, in millions of gallons per day. This includes the flow capacity of a new water or sewage treatment plant, or the increase in flow capacity of an existing plant due to renovation, new equipment, or other improvements. This measure may be expressed in decimals.

## **New Visitors: Days**

The number of new daytime visitors to a tourism destination times the number of days they visit, within one year of project implementation.

## **New Visitors: Overnights**

The number of new overnight visitors to a tourism destination times the number of their overnight stays, within one year of project implementation.

## **Organizations Served**

The number of organizations served by an ARC project, including hospitals, schools, churches, non-profits, non-governmental organizations, and government agencies (use when number of businesses or households does not apply).

## **Participants Served**

The number of individual participants served or targeted by an ARC project (use when patients, students, or worker/trainee measures do not apply). This can include the number of attendees at a meeting, workshop or conference. For example, the number of individuals participating in a planning process; participating in a leadership program; or the number of individuals attending health promotion activities.

## **Patients Served**

The number of unique patients receiving clinical services one or more times as a result of an ARC health project. For equipment projects, report the number of unique patients served by that equipment during the project period and one year after the equipment is deployed. For health projects that do not provide clinical services (such as health promotion activities), use the measure "participants served."

## **Plans/Reports**

The number of plans or reports developed as a result of an ARC project. This could include strategic plans, master plans, concept plans, or plans for infrastructure improvements or new programs, as well as research reports, feasibility studies, etc. This measure is often paired with the outcome "Programs Implemented," since a program or specific activity is often implemented as a result of a planning process.

## **Power- Kilowatt-Hours (kWh) Per Year**

The capacity of power flow generated, transmitted, distributed, consumed, or conserved by an energy system; in kilowatt-hours per year. This includes the flow capacity of a new power plant or new power line. It also includes the increase in power flow capacity of an electric grid or the reduction in power consumption by a facility due to renovation, new equipment, energy efficiency measures, or other improvements. This measure may be expressed in decimals.

## **Power--Kilowatts (kW)**

The fixed power generating capacity of an energy system, including a renewable energy system, in kilowatts. This measure may be expressed in decimals.

## **Square Feet**

The number of square feet constructed or improved by an ARC project, such as the square footage of a renovated community center, a newly constructed parking lot, a reconfigured interior space, etc.

## **Students Served**

The number of students served by an ARC education project, measured during the project period, when possible (e.g., the number of students served by a science and technology program in a given semester or year). For projects that are not fully operational during the project period, the measurement time period may be extended up to three years after the project end date. Projects that expand existing programs count only the additional number of students served.

## **Waste--Tons per Day Reduced/Reused/Recycled (TPD)**

The flow capacity of waste reduced, reused, or recycled by a waste processing facility. This includes the flow capacity of a new waste-to-energy plant, or the increase in flow capacity of an existing landfill or recycling center due to renovation, new equipment, or other improvements. This measure may be expressed in decimals.

## **Waste--Tons Reduced/Reused/Recycled**

The number of tons of waste reduced, reused, or recycled at a landfill, brownfield, site or recycling center; within one year of project implementation.

## **Workers/Trainees Served**

The number of worker/trainees served by an ARC training project, measured during the project period when possible. For example, the number of worker/trainees the project will be able to enroll in a new workforce education program. For projects that are not fully operational during the project period, the measurement time period may be extended up to three years after the project end date. Projects that expand existing programs count only the additional number of workers/trainees that the project will be able to serve.

## Definitions: Outcomes

### Businesses Created

The number of new businesses created as a result of an ARC project. This measure is used for business development projects such as entrepreneurship training, value-added agriculture, access to capital, and business incubation programs (including seed accelerators). This measure should only be used to measure new business creation, not the number of existing businesses recruited or otherwise relocated from other areas. The grant applicant should estimate how many new businesses will be created within three years of the project end date.

### Businesses Improved

The number of businesses with a measureable improvement as a result of an ARC project. For new service infrastructure projects, the output (served) is the number of non-residential entities with *access to* the infrastructure service while the outcome (improved) is the number of non-residential customers that *are connected to* the infrastructure service. For improved service projects (e.g., improvements in health or safety, compliance with environmental quality, improved water pressure), all non-residential customers served are also considered improved. For business development projects, the grant applicant and ARC project manager must agree on what constitutes “measureable improvement” and a method for measuring the degree of improvement must be provided. For each project this number is always a subset of, or the same as, the “businesses served” output measure.

### Communities Improved

The number of communities with a measureable improvement as a result of an ARC project, including projects that address planning, civic participation, infrastructure, educational opportunities, and community capacity. For community capacity projects, this is the number of communities with enhanced capacity. This measure should also be used for consolidated technical assistance grants. The grant applicant and ARC project manager must agree on what constitutes “measureable improvement” and a method for measuring the degree of improvement must be provided. For each project, this number is always a subset of, or the same as, the “communities served” output measure.

### Costs Reduced

The amount of costs reduced as a result of project activities, within one year of project implementation. For example, small business technical assistance may help a business streamline and cut costs, or an energy-efficiency program may help to reduce energy costs, through a renegotiated flat fee for energy use or through a reduction in kilowatt hours used. See the output measure “energy capacity.”

### Households Improved

The number of households with measureable improvement as a result of an ARC project. For new service infrastructure projects, the output (served) is the number of households with *access to* the infrastructure service while the outcome (improved) is the number of residential customers that *are connected to* the infrastructure service. For improved service projects (e.g., improvements in health or safety, compliance with environmental quality, improved water pressure), all residential customers served are also considered improved. For

each project, this number is always a subset of, or the same as, the “households served” output measure.

## **Housing Units Constructed/Rehabbed**

The number of housing units constructed or rehabilitated as a part of an ARC housing or community development project.

## **Jobs Created**

The number of jobs created (direct hires, excluding construction jobs) as a result of an ARC project, measured during the project period and up to three years after the project end date. Part-time and seasonal jobs should be converted to full-time equivalents and rounded up to whole numbers. Note: for infrastructure projects, employers must provide letters stating their intention to create a specific number of new jobs; for non-infrastructure jobs, grant applicants should estimate the number of jobs that will be created by the organizations expected to benefit from the project.

## **Jobs Retained**

The number of jobs retained as a result of an ARC project. These are existing jobs that would be lost or relocated if the ARC project were not undertaken. Note: for infrastructure projects, employers must provide letters explicitly stating the number of jobs at risk, due to relocation or loss of competitiveness, without the project. Existing jobs benefitting from an infrastructure upgrade cannot be counted as jobs retained. For non-infrastructure projects, grant applicants should estimate the number of existing jobs that would be at risk, due to relocation or loss of competitiveness, without the ARC-funded project.

## **Leveraged Private Investment (LPI)**

The dollar amount of private-sector financial commitments, outside of project costs that result from an ARC project, measured during the project period and up to three years after the project end date. Note: for infrastructure projects, businesses must provide letters stating their intention to make a specific level of investment if the project is funded; for non-infrastructure projects, grant applicants should estimate the dollar value of investments that will be made by the company or companies that will benefit from the project.

## **Organizations Improved**

The number of organizations with a measureable improvement as a result of an ARC project, including hospitals, schools, churches, non-profits, non-governmental organizations, and government agencies (use when number of businesses or households does not apply). The grant applicant and ARC project manager must agree on what constitutes “measureable improvement” and a method for measuring the degree of improvement must be provided. For each project, this number is always a subset of, or the same as, the “organizations served” output measure.

## **Participants Improved**

The number of participants with a measureable improvement as a result of an ARC project (use when patients, students, or worker/trainee measures do not apply, as with a leadership program or planning process). If outcomes are not achieved or cannot be measured within three years after the project is completed, the number of participants that complete or attend all or a required number of components of the project activity may be substituted. For

example, the number of participants that attend at least four out of the five community workshops offered. The grant applicant and ARC project manager must agree on what constitutes “measurable improvement” and a method for measuring the degree of improvement must be provided. For each project, this number is always a subset of, or the same as, the “participants served” output measure.

## **Patients Improved**

The number of unique patients expected to benefit from an ARC health project. Because it is usually assumed that all patients served by a health project receive some benefit from it, the numbers for “patients served” and “patients improved” are usually the same. However, if the grant applicant can perform clinical measurement of health outcomes, the outcome number may be lower than the output number. For example, if 30 obese patients participate in an exercise program and 25 are expected to lower their BMI by a certain percentage, the output could be recorded as 30 patients served and the outcome as 25 patients improved.

## **Programs Implemented**

The number of new programs, or the number of ongoing activities related to a defined goal, which are implemented as a result of an ARC project. If possible, use with other measures that indicate the results of the project, such as students, workers, participants, etc.

## **Revenues Increased: Export Sales**

The increase in revenue in export sales realized by a business as a result of an ARC project, within three years of the project end date.

## **Revenues Increased: Non-Export Sales**

The increase in revenue in domestic (non-export) sales realized by a business as a result of an ARC project, within three years of the project end date.

## **Students Improved**

The number of students who obtain a job in the field for which they were specifically trained; the number that receive a diploma, certificate or other career credential; or the number of students who successfully complete a course or unit of study and/or graduate to the next grade or level necessary to continue their education. When outcomes occur after the project period, the number of students improved may be counted up to three years beyond the project end date. For programs where final outcomes are achieved after three or more years, the number of students improved may be counted by an alternative benchmark, such as the number of students completing a skill, grade, or level, or continued enrollment for the project period. For each project, this number is always a subset of, or the same as, the “students served” output measure.

## **Telecom Sites**

The number of new telecom services installed as a result of an ARC project. This diverse measure includes, but is not limited to, new telemedicine sites, new Wi-Fi hotspots, a new wireless router or computer lab at a high school, new fiber run to an industrial site, a new antenna used to provide broadband service, etc.



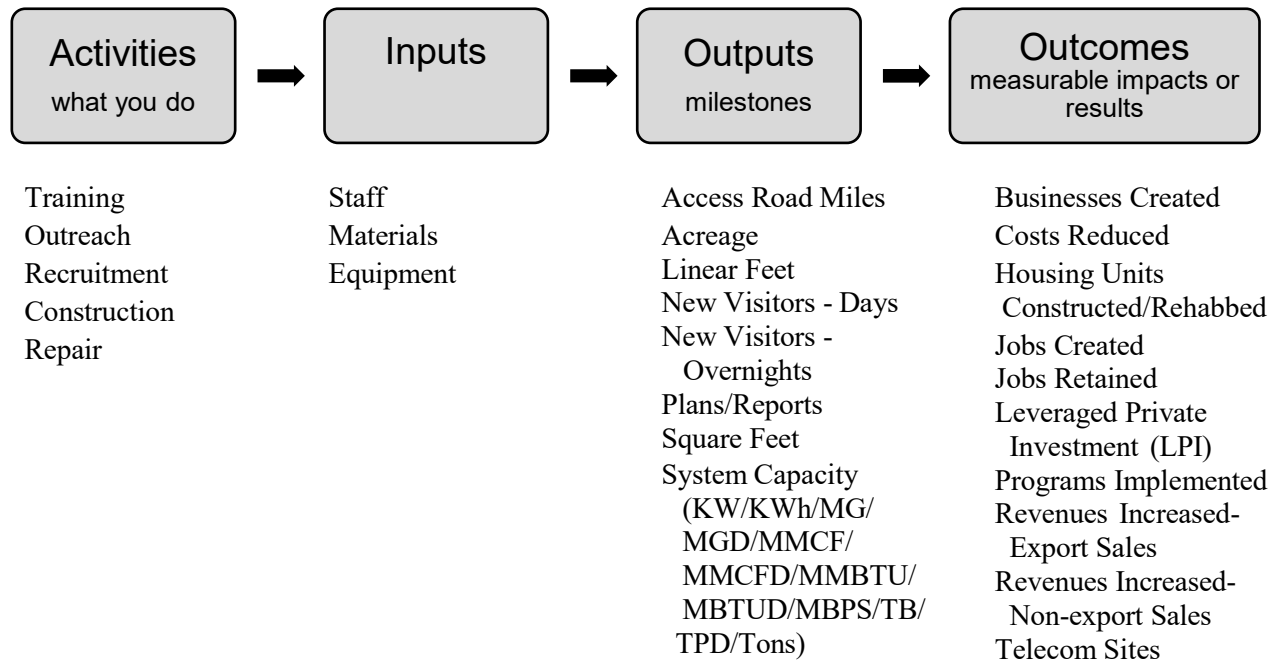
## **Workers/Trainees Improved**

The number of workers/trainees with improved skills that enable them to obtain employment or to enhance their current employment. For example, the number of workers or trainees obtaining a new job; getting higher pay or a better position; or receiving a certification, measured during the project period when possible. When outcomes occur after the project period, the number of workers or trainees improved may be counted up to three years beyond the project end date. For programs where outcomes are achieved after three or more years, the number of students improved may be counted by an alternative benchmark, such as completion of a skill, level/course, or continued enrollment for the project period. For each project, this number is always a subset of, or the same as, the “workers/trainees served” output measure.

## What are Outputs and Outcomes? How are they connected?

**Outputs:** Outputs are the activities or deliverables that will be accomplished as a result of a grant. Outputs are generally described as deliverables or milestones in a work plan or timeline. Outputs include things like the number of workers trained, square feet developed, or new day visitors to a facility. Outputs are generally accomplished during the life of the grant.

**Outcomes:** Outcomes are the measurable impacts or results of the work of the grant. Outcomes sometimes occur after the completion of the grant.



**Paired Measures**  
These paired output measures must be used with corresponding outcomes.

Outputs	Outcomes
Businesses Served	Businesses Improved
Communities Served	Communities Improved
Households Served	Households Improved
Organizations Served	Organizations Improved
Participants Served	Participants Improved
Patients Served	Patients Improved
Students Served	Students Improved
Workers/Trainees Served	Workers/Trainees Improved

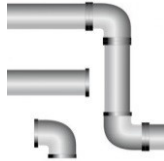



## Tips for Paired Measures

If the project will result in stakeholders or groups that will be *served* (i.e. inputs such as: students, businesses, organizations, or patients), then the grantee must also measure the number of stake-holders or groups that will be *improved* (i.e. outcomes such as students, businesses, organizations, or patients). For example, if a project results in 100 households served (output), then the project must also estimate how many will be improved (outcome). The improved (outcome) number is always a subset of, or the same as, the served (output) measure.



## Sample ARC Project Types & Performance Measures

The following chart lists examples of common ARC project types and the performance measures that are typically tracked by these projects. ARC grant applicants must select at least one output and one outcome per ARC project, though not necessarily all the performance measures listed below. Applicants may be asked to demonstrate how they estimated projected measures and how they will verify the measures during the course of the project.

If selected, paired measures must be used together. Paired measures are linked with an arrow in the chart below.

PROJECT TYPE	COMMON OUTPUTS	COMMON OUTCOMES
<b>Water, sewer, or infrastructure construction project</b> 	Households served Businesses served MGD capacity Linear feet	Households improved Businesses improved Jobs created Jobs retained Leveraged private investment
<b>Tourism facility, revitalization, or trail construction project</b> 	Communities served Businesses served Square feet Acreage New visitors - days New visitors – overnights	Communities improved Businesses improved Revenues increased- non-export sales (tourism)
<b>Education or workforce development project</b> 	Students served Workers/trainees served	Students improved Workers/trainees improved Programs implemented
<b>Healthcare access, health promotion project</b> 	Communities served Patients served	Communities improved Patients improved Programs implemented

## Sample ARC Project Types & Performance Measures, cont'd.

PROJECT TYPE	COMMON OUTPUTS	COMMON OUTCOMES
<p><b>Business development, entrepreneurship project</b></p> 	<p>Businesses served</p>	<p>Businesses improved            Businesses created            Jobs created            Jobs retained            Leveraged private investment            Revenues increased-export sales            Revenues increased-non-export sales</p>
<p><b>Local access road project</b></p> 	<p>Businesses served            Access road miles</p>	<p>Businesses improved            Jobs created            Jobs retained            Leveraged private investment            Revenues increased-export sales            Revenues increased-non-export sales</p>