

# FY24 - Controllable Income

## Controllable Income

## Targets and Thresholds

1	2	3	4	5	6	7	8	9	10
-4.74	-3.74	-2.75	-1.75	-0.75	0.25	1.25	2.24	3.24	4.24

### Description

Controllable Income is a measure of overall profitability for the Postal Service in Billions(\$). The year-to-date calculation excludes all non-controllable expenses.

### Measurement Period

This performance indicator will be measured each month and cumulative scores will be reported as Year-To-Date (YTD) result.

### Data Source and Calculation

- Source** – Preliminary income statement provided by Accounting to Manager, Finance (Operations).
- Indicator Value** – (YTD Controllable Income Variance + Forecast to make plan for the remainder of the year) in Billions(\$)
- Business Rule** –
  - Controllable Income =**  
National FY YTD Plan Total Revenue FPR - (National FY YTD Total Expenses - All Non-Controllable Expenses) + National Full Year Plan Controllable Income
  - Non-Controllable Expenses** include Workers Compensation Liability Fair Value Adjustment, Workers Compensation other Non Cash Adjustment, FERS Amortization and CSRS Amortization
- Practical Business Rule** – As shown on Preliminary Income Statement (\$ in millions):  
YTD Plan VAR for 'Non-GAAP Controllable Income (Loss)' and add the forecast to make plan for remainder of plan (**-\$750M for FY24**) / 1000 (to convert to billions)
- Decimal Precision** – Two Decimals

### Data Validation

Data is validated by Finance.

### Applicable Positions / Units, Measurement Depth and Weight:

Scorecard Name	Depth	Weight	Total Weight Towards Composite
HQ CRDO	Nation	10.0%	10.0%
Area Retail and Delivery	Nation	10.0%	10.0%
District Retail and Delivery	Nation	10.0%	10.0%
MPOO	Nation	10.0%	10.0%
Post Office 22 or above	Nation	10.0%	10.0%
Post Office 21-20	Nation	10.0%	10.0%
Post Office 18 or below	Nation	10.0%	10.0%
Stations or Branch (MCS/SCS) - PCES & 26	Nation	10.0%	10.0%
HQ Fleet Management	Nation	10.0%	10.0%
Region Fleet Management	Nation	10.0%	10.0%
Territory Fleet Management	Nation	10.0%	10.0%
Facility Fleet Management	Nation	10.0%	10.0%
HQ CPDO	Nation	10.0%	10.0%
Region Processing and Maintenance	Nation	10.0%	10.0%
Division Processing and Maintenance	Nation	10.0%	10.0%
Plant Processing and Maintenance	Nation	10.0%	10.0%
ISC	Nation	10.0%	10.0%
HQ CLO	Nation	10.0%	10.0%
Region Logistics	Nation	10.0%	10.0%
Division Logistics	Nation	10.0%	10.0%
Plant Logistics	Nation	10.0%	10.0%
Plant STC	Nation	10.0%	10.0%
REC	Nation	10.0%	10.0%
HQ PMG	Nation	10.0%	10.0%
HQ CHRO	Nation	10.0%	10.0%
HQ CCBSO	Nation	10.0%	10.0%
HQ CCMO	Nation	10.0%	10.0%
HQ CFO	Nation	10.0%	10.0%
HQ CIO	Nation	10.0%	10.0%
HQ CTO	Nation	10.0%	10.0%
HQ GC	Nation	10.0%	10.0%
Inspection Service	Nation	10.0%	10.0%