

# Medium to Large Deals in Pipeline: Total # Jobs Economic Development



KPI Owner: Rebecca Fleischaker

Process: Business Attraction & Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD Goal: TBD   Benchmark: TBD	Data Source: Salesforce  Goal Source: TBD  Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem  Measurement Method: Sum of company reported data  Why Measure: Relevant to economic impact Next Improvement Step: Increase average wage

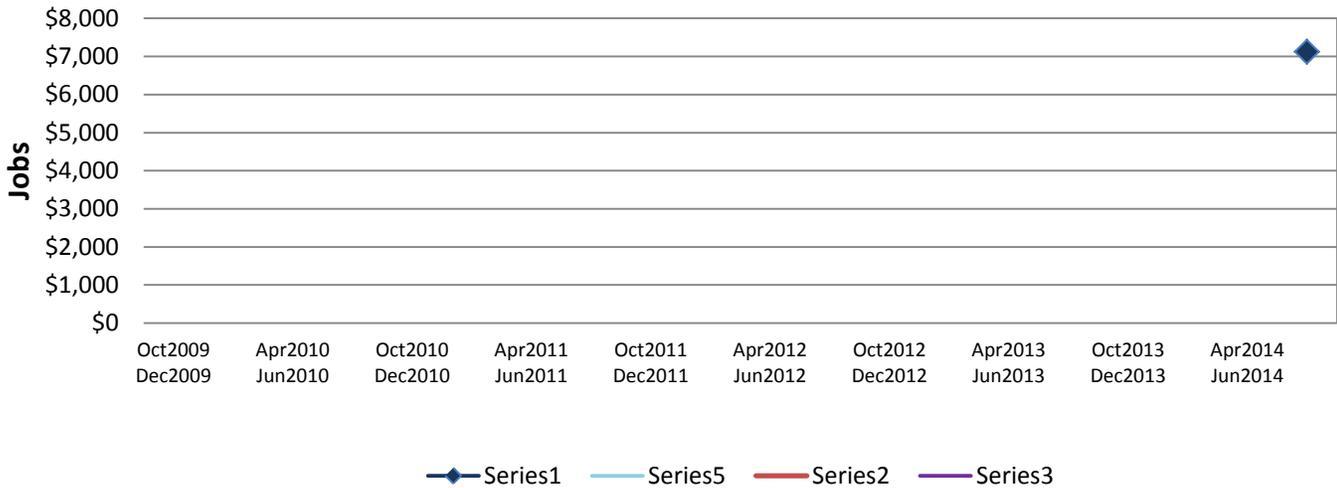
### How Are We Doing?

Oct2009-Sep2014 5 Year Goal	Oct2009-Sep2014 5 Year Actual		Jul2014-Sep2014 Goal	Jul2014-Sep2014 Actual	
<b>TBD</b>	<b>7,123</b>		<b>TBD</b>	<b>7,123</b>	
Jobs	Jobs		Jobs	Jobs	

## Medium to Large Deals in Pipeline: Total # Jobs



Good



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.