

# Completed Medium to Large Deals: Average Wage Economic Development



KPI Owner: Rebecca Fleischaker

Process: Business Attraction & Expansion

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

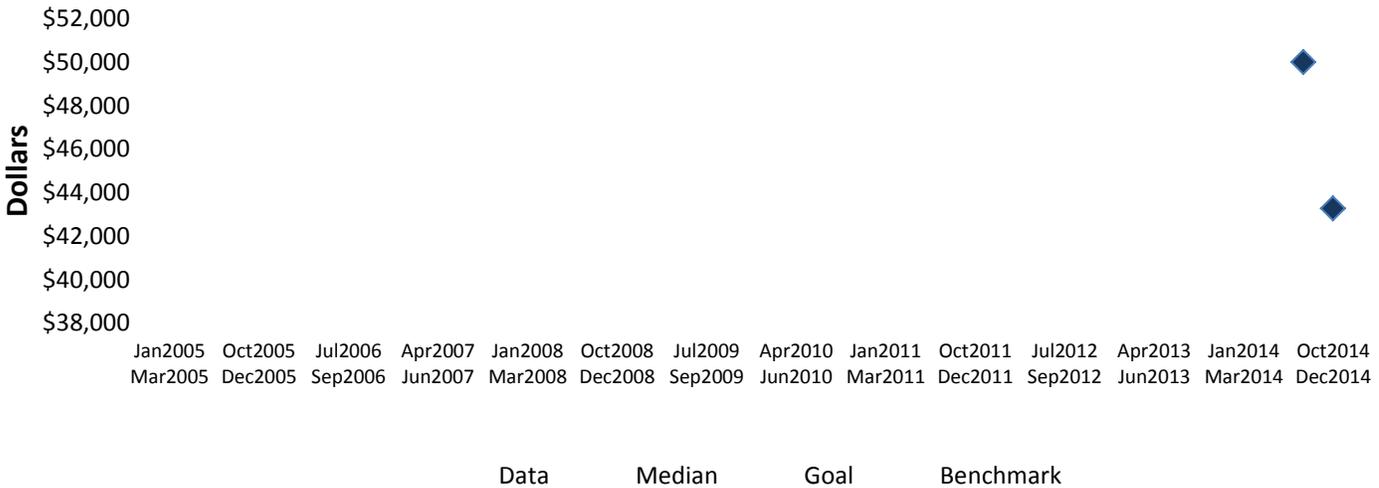
### How Are We Doing?

| Jan2010-Dec2014<br>5 Year Goal | Jan2010-Dec2014<br>5 Year Actual |  | Oct2014-Dec2014<br>Goal | Oct2014-Dec2014<br>Actual |  |
|--------------------------------|----------------------------------|--|-------------------------|---------------------------|--|
| <b>TBD</b>                     | <b>\$93,271</b>                  |  | <b>TBD</b>              | <b>\$43,272</b>           |  |
| Dollars                        | Dollars                          |  | Dollars                 | Dollars                   |  |

## Completed Medium to Large Deals: Average Wage



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.**