

Completed Medium to Large Deals- Expansion: Average Wage Economic Development



KPI Owner: Rebecca Fleischaker

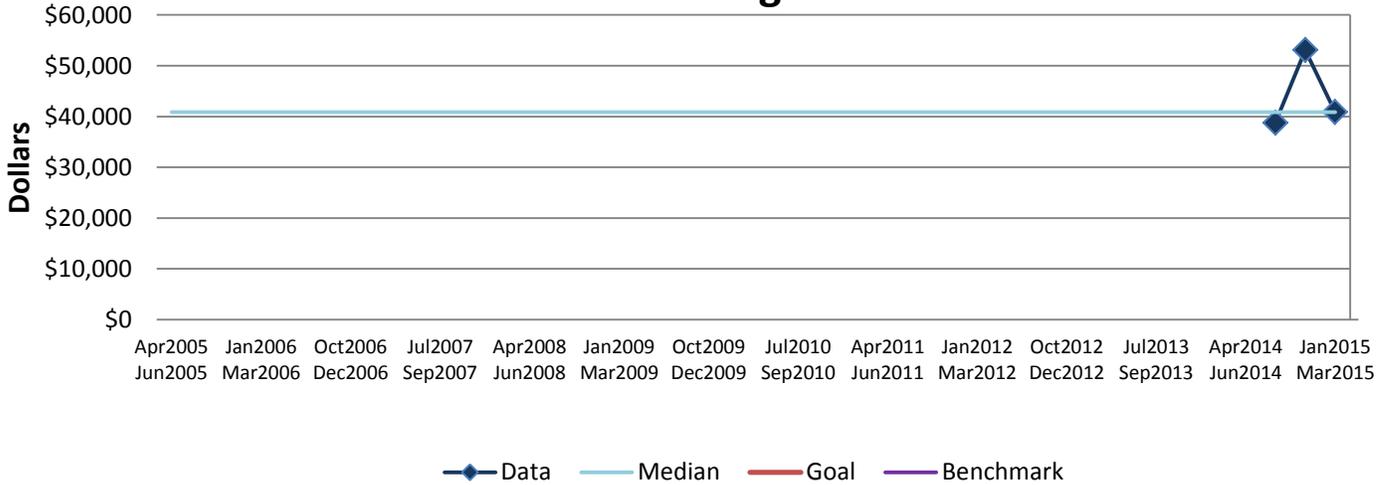
Process: Business Expansion

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: Average wage of company reported data Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9 Next Improvement Step: Increase average wage of expanding existing businesses

How Are We Doing?

Apr2010-Mar2015 5 Year Goal	Apr2010-Mar2015 5 Year Average		Jan2015-Mar2015 Goal	Jan2015-Mar2015 Actual	
TBD	\$49,651		TBD	\$40,872	
Dollars	Dollars		Dollars	Dollars	

Completed Medium to Large Deals- Expansion: Average Wage



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.