

Completed Medium to large Deals - Attraction: Total # Jobs Economic Development



KPI Owner: Scott Herrmann

Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: 1,103 jobs Jul2014-Sep2014 Goal: Create 9,030 new jobs through attraction by 2024 (approximately 215 each quarter) Benchmark: TBD	Data Source: Salesforce Goal Source: Strategic Plan Goal 07 & job growth analysis Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Total number of jobs created through attraction Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step:

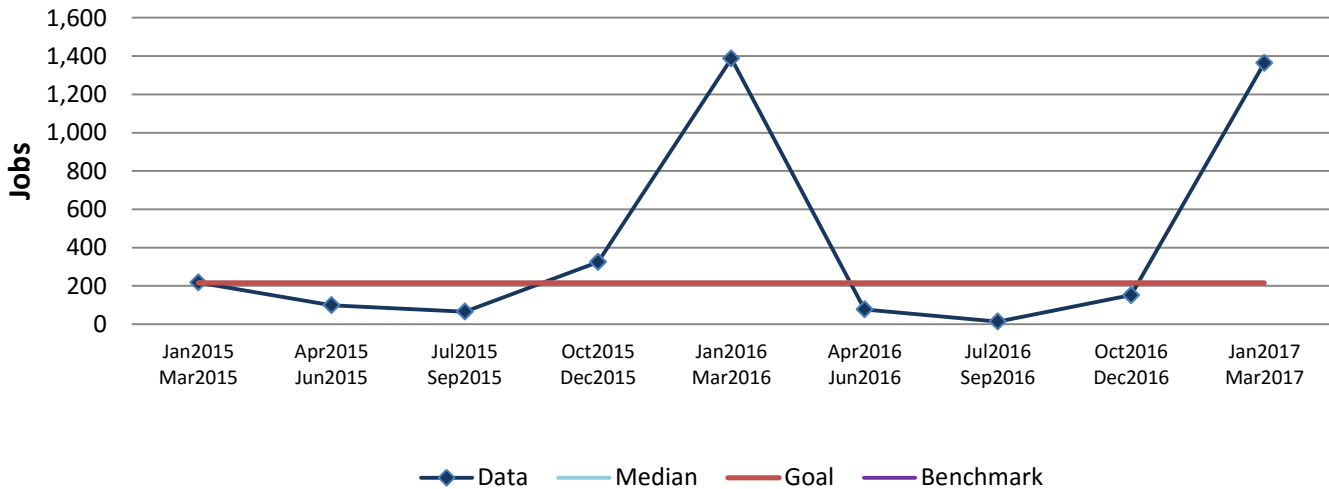
How Are We Doing?

Jan2015-Mar2017 Goal	Jan2015-Mar2017 Actual		Jan2017-Mar2017 Goal	Jan2017-Mar2017 Actual	
2,365	5,405		215	1,364	
Jobs	Jobs		Jobs	Jobs	

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Good



Root cause analysis is not necessary because there is no gap between the goal and current performance.