

Completed Medium to Large Deals - Expansion: Total # Jobs Economic Development



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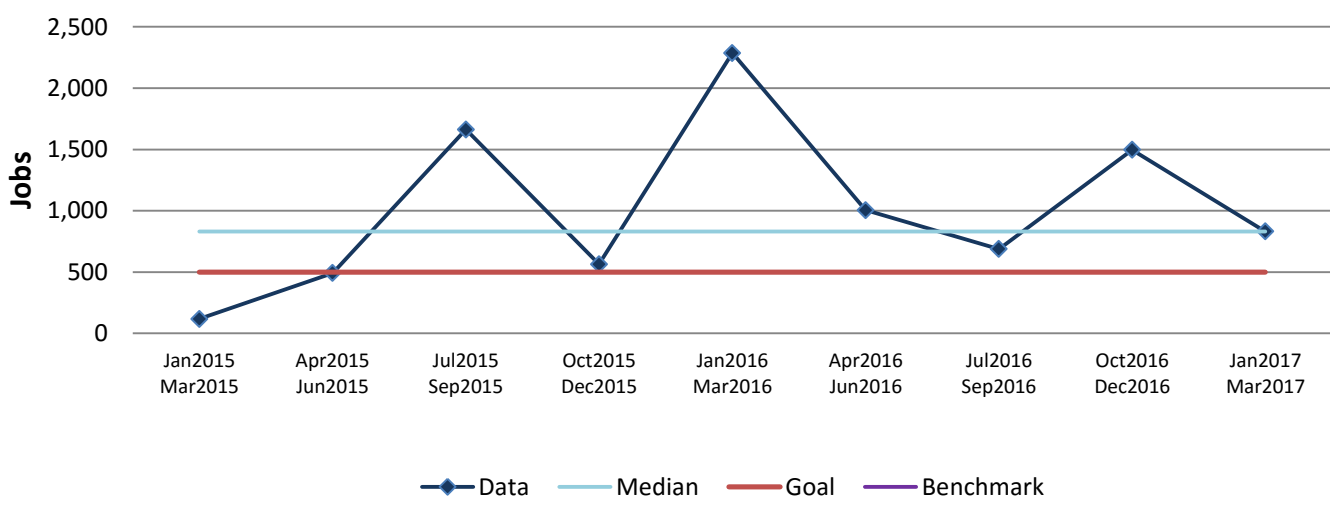
Process: Business Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: 417 jobs Jul2014-Sep2014 Goal: Create 21,000 new jobs through expansion by 2024 (approximately 500 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 expansion Why Measure: Jobs added by existing businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step: more BRE and VOC calls

How Are We Doing?

Jan2015-Mar2017 Goal	Jan2015-Mar2017 Actual		Jan2017-Mar2017 Goal	Jan2017-Mar2017 Actual	
5,500	11,181		500	831	
Jobs	Jobs		Jobs	Jobs	

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