

Amount of METCO Loan Funds Leveraged Economic Development



KPI Owner: Scott Herrmann

Process: Job creation-Outcome Measure

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: FY13, \$19,220,416 leveraged Goal: 8:1 public to private dollar investment ratio (\$24 million annual/\$6 million quarterly) Benchmark: TBD	Data Source: Loan Database Goal Source: Portfolio performance Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of the total value of private sector dollars associated with a job creation project Why Measure: To understand total economic impact Next Improvement Step:

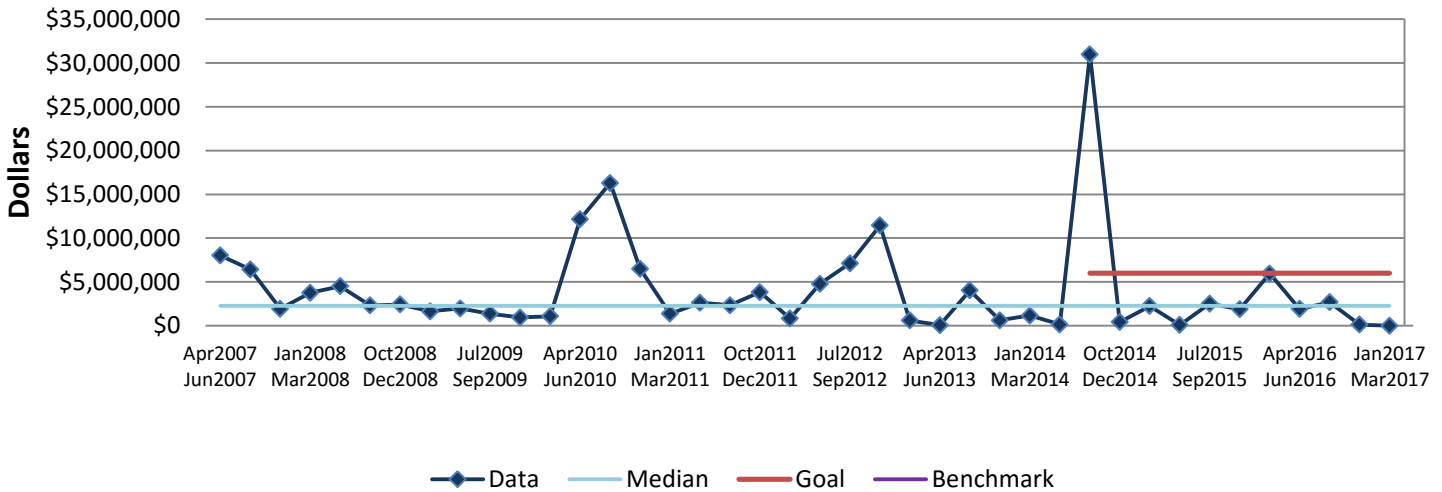
How Are We Doing?

Apr2012-Mar2017 5 Year Goal	Apr2012-Mar2017 5 Year Actual		Jan2017-Mar2017 Goal	Jan2017-Mar2017 Actual	
\$66,000,000	\$78,685,904		\$6,000,000	\$0	
Dollars	Dollars		Dollars	Dollars	

Amount of METCO Loan Funds Leveraged



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.