

Medium to Large Deals in Pipeline - Attraction: Total # Jobs Economic Development



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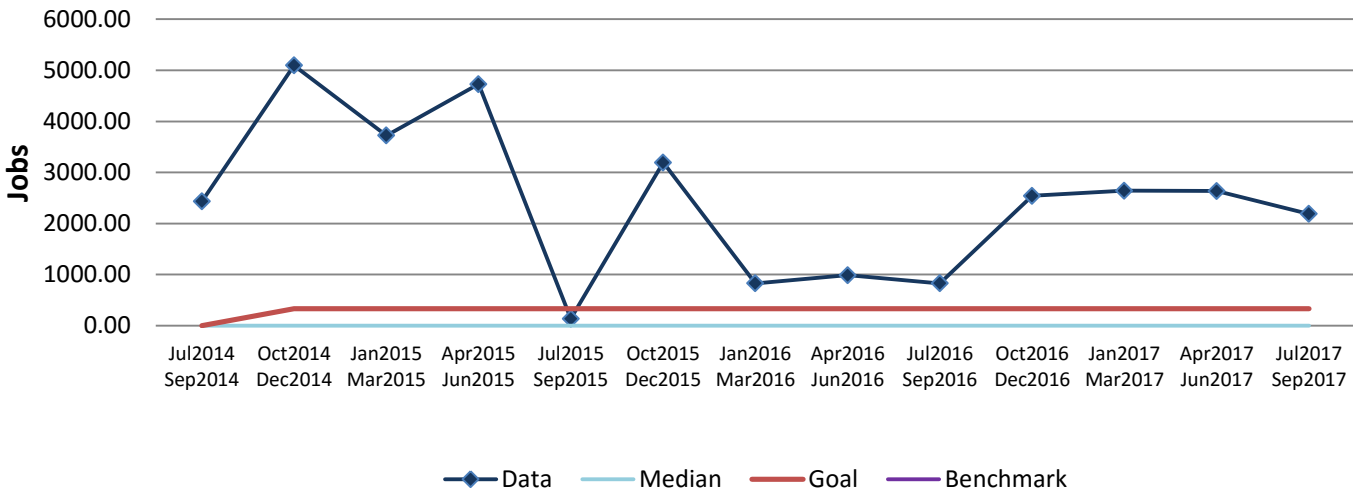
Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: 1,623 jobs Oct2014-Dec2014 Goal: Create 13,860 new jobs through attraction by 2024 (approximately 330 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 attraction jobs in the pipeline Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step: Focus on Regional Ops/Sales Centers

How Are We Doing?

Jan2017-Dec2017 Goal	Jan2017-Dec2017 Actual		Oct2017-Dec2017 Goal	Oct2017-Dec2017 Actual	
1,320	10,009		330	2,188	
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.