

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



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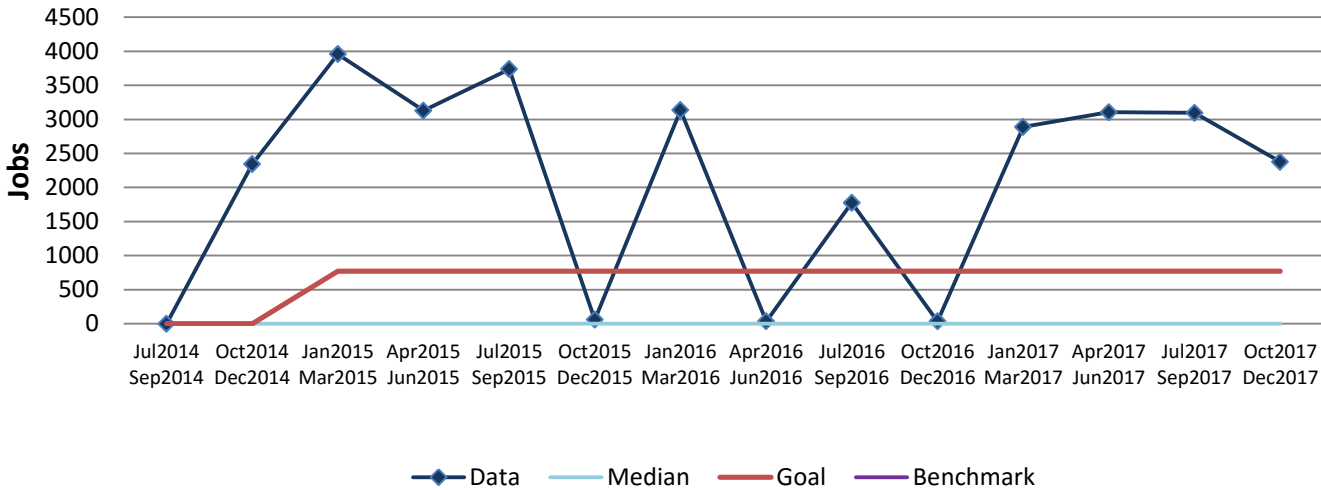
Process: Business Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: 2,432 jobs Oct2014-Dec2014 Goal: Create 32,340 new jobs through expansion by 2024 (approximately 770 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 expansion jobs in the pipeline Why Measure: Jobs added by existing businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step: more VOC/BRE calls

How Are We Doing?

Jan2017-Dec2017 Goal	Jan2017-Dec2017 Actual		Oct2017-Dec2017 Goal	Oct2017-Dec2017 Actual	
3,080	11,466		770	2,376	
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.