

Medium to Large Deals in Pipeline - Expansion: Average Wage Economic Development



KPI Owner: Scott Herrmann

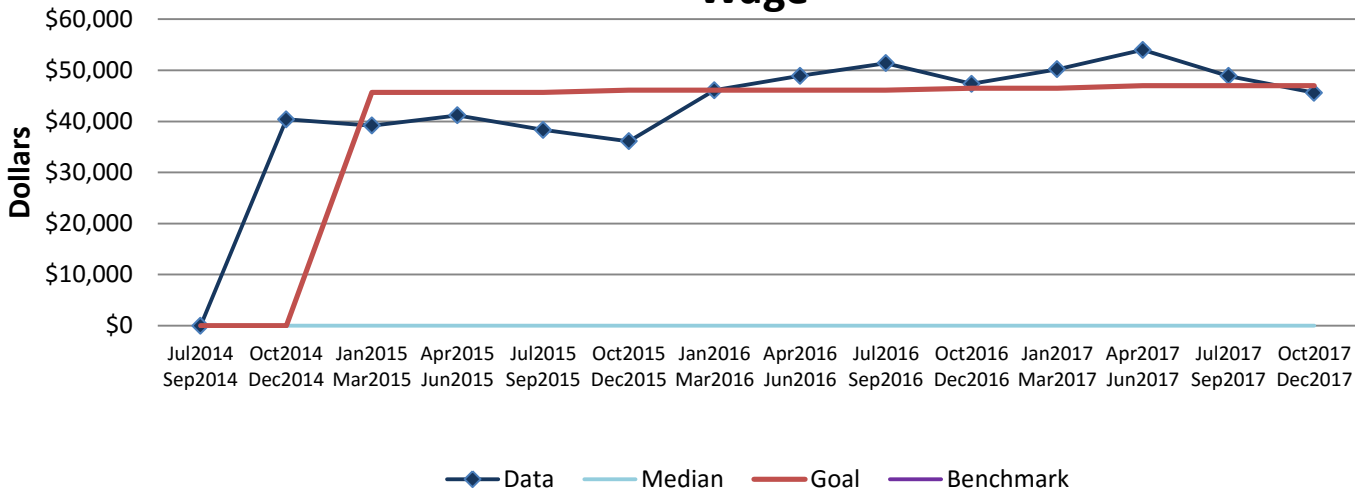
Process: Business Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: \$40,410 Oct2014-Dec2014 Goal: Increase wages to the top half of our peer cities by 2020 and top third by 2030. Historical data was used to predict the wages needed to achieve this goal. Targets are 2014-\$44,933, 2015-\$45,688, 2016-\$46,136, 2017-\$47,014 Benchmark: TBD	Data Source: Salesforce Goal Source: Strategic Plan Goal 09 & wage growth analysis Benchmark Source: TBD	Plan-Do-Check-Act Step 5: Pilot short term and/or long term solutions Measurement Method: Avg wage of company reported data in pipeline Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9 Next Improvement Step: Implement PDCA Step 5

How Are We Doing?

Jan2017-Dec2017 Goal	Jan2017-Dec2017 Actual		Oct2017-Dec2017 Goal	Oct2017-Dec2017 Actual			
\$46,889	\$49,674		Dollars	\$47,014		\$45,593	Dollars

Medium to Large Deals in Pipeline - Expansion: Average Wage



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.