

Completed Medium to large Deals - Attraction: Total # Jobs Economic Development



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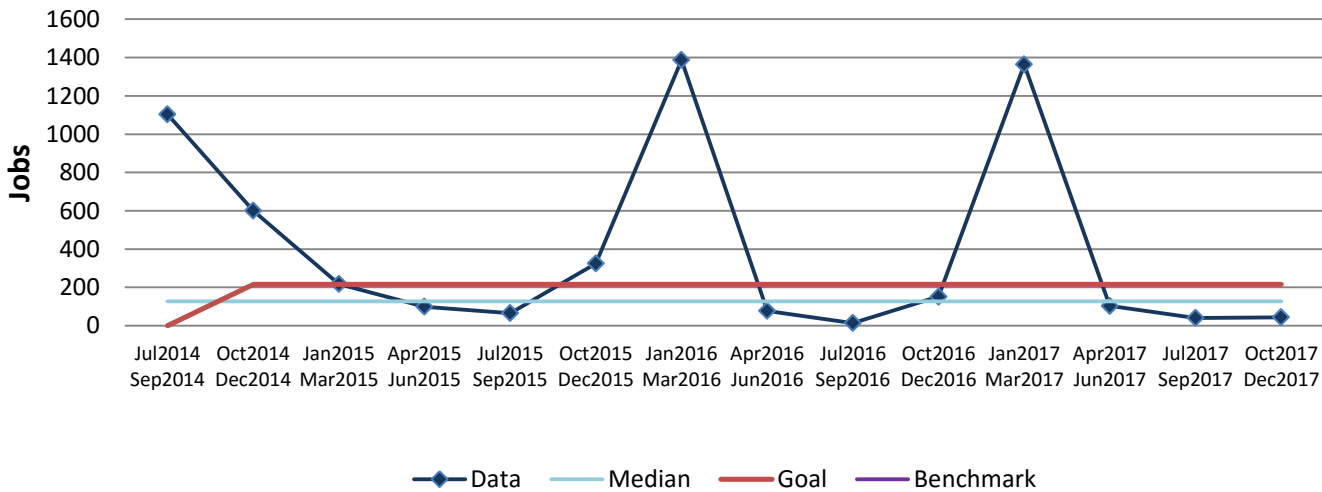
Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: 1,103 jobs Jul2014-Sep2014 Goal: Create 9,030 new jobs through attraction by 2024 (approximately 215 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 attraction Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step: TBD

How Are We Doing?

Jan2017-Dec2017 Goal	Jan2017-Dec2017 Actual		Oct2017-Dec2017 Goal	Oct2017-Dec2017 Actual	
860	1,552		215	44	
Jobs	Jobs		Jobs	Jobs	

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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.