

Completed Medium to Large Deals - Attraction: Average Wage Economic Development



KPI Owner: Scott Herrmann

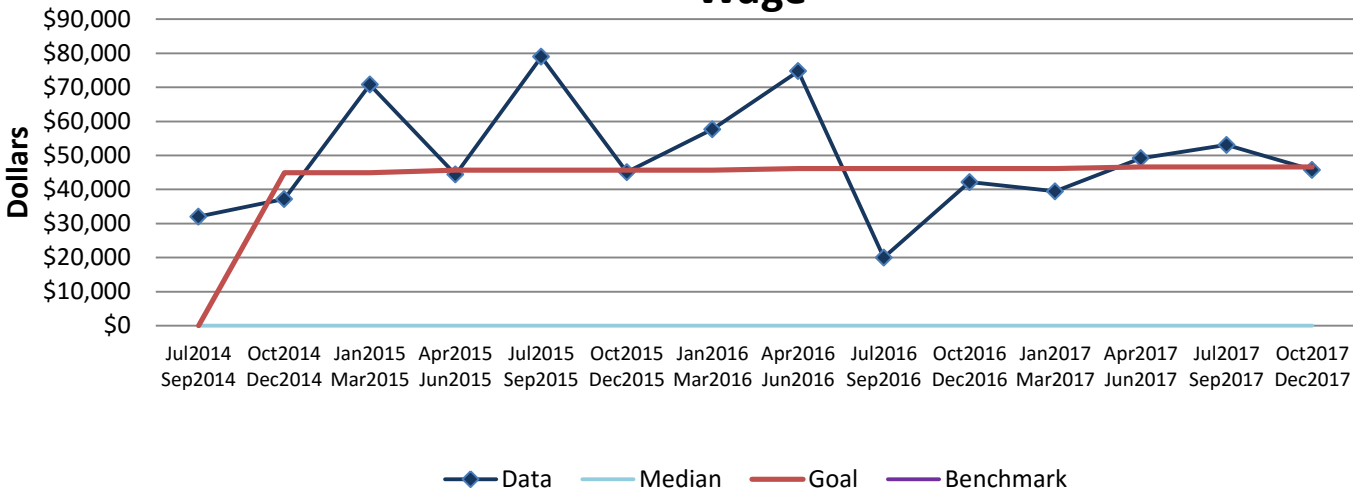
Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: \$32,045 Jul2014-Sep2014 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-\$46,636 Benchmark: TBD	Data Source: Salesforce Goal Source: Strategic Plan Goal 09 & wage growth analysis Benchmark Source: TBD	Plan-Do-Check-Act Step 4: Generate and prioritize potential solutions Measurement Method: Average wage of company reported data 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	
\$46,511	\$46,876		\$46,636	\$45,760	
Dollars	Dollars		Dollars	Dollars	

Completed Medium to Large Deals - Attraction: 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.