

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



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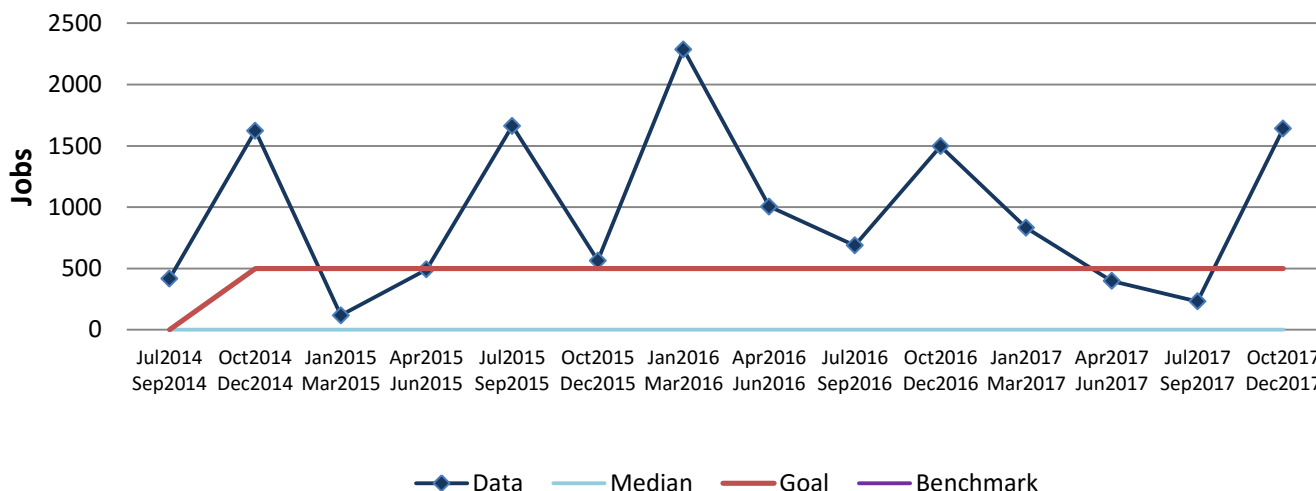
Process: Business Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: 417 jobs Jul2014-Sep2014 Goal: (approximately 500 jobs 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		
2,000	3,099			500		1,641
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.