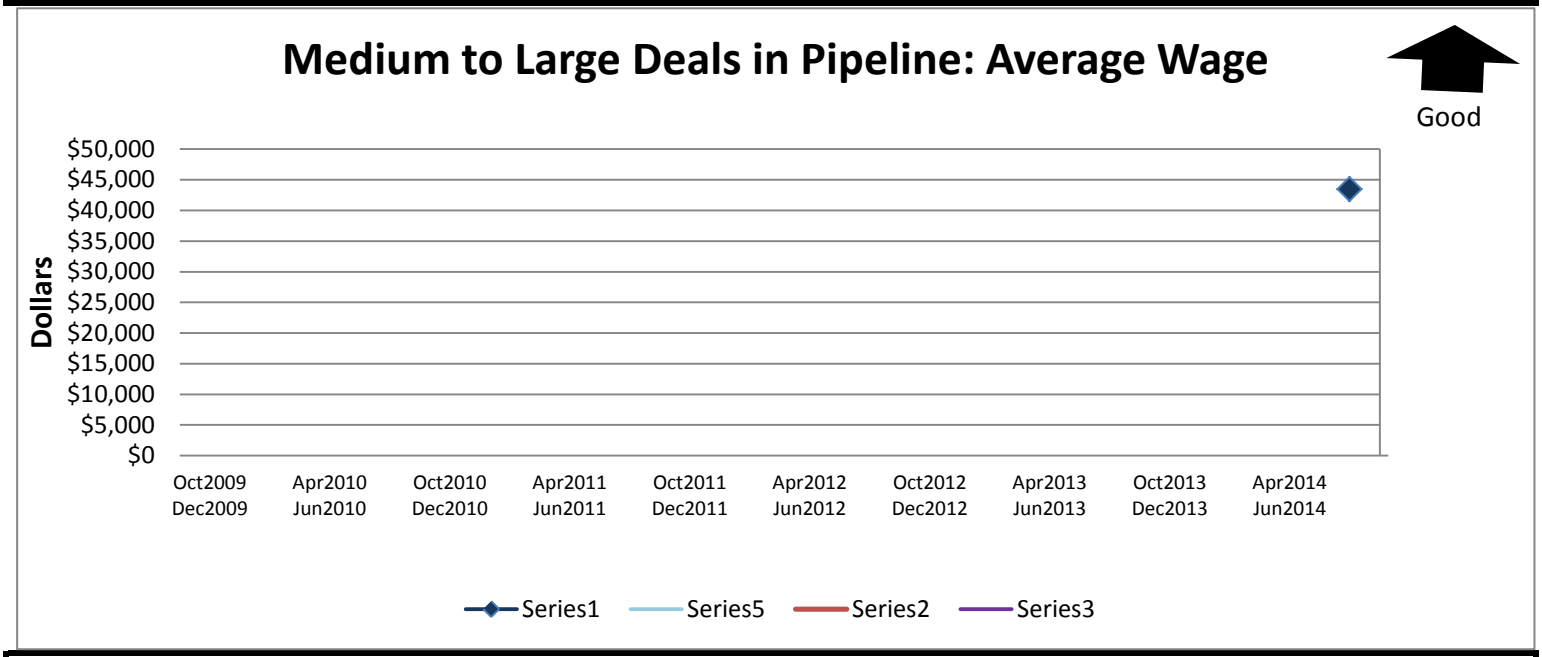
Medium to Large Deals in Pipeline: Average Wage
Economic Development

KPI Owner: Rebecca Fleischaker | **Process: Business Attraction & Expansion**

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD Goal: TBD Benchmark: TBD	Data Source: SalesForce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Average wage of company reported data Why Measure: Relevant to economic impact Next Improvement Step: Increase average wage

How Are We Doing?

Oct2009-Sep2014 5 Year Goal	Oct2009-Sep2014 5 Year Actual		Jul2014-Sep2014 Goal	Jul2014-Sep2014 Actual	
TBD	$43,458		TBD	$43,458	
Dollars	Dollars		Dollars	Dollars	



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.

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Quarterly Measurement