

Medium to Large Deals in Pipeline: Average Wage Economic Development



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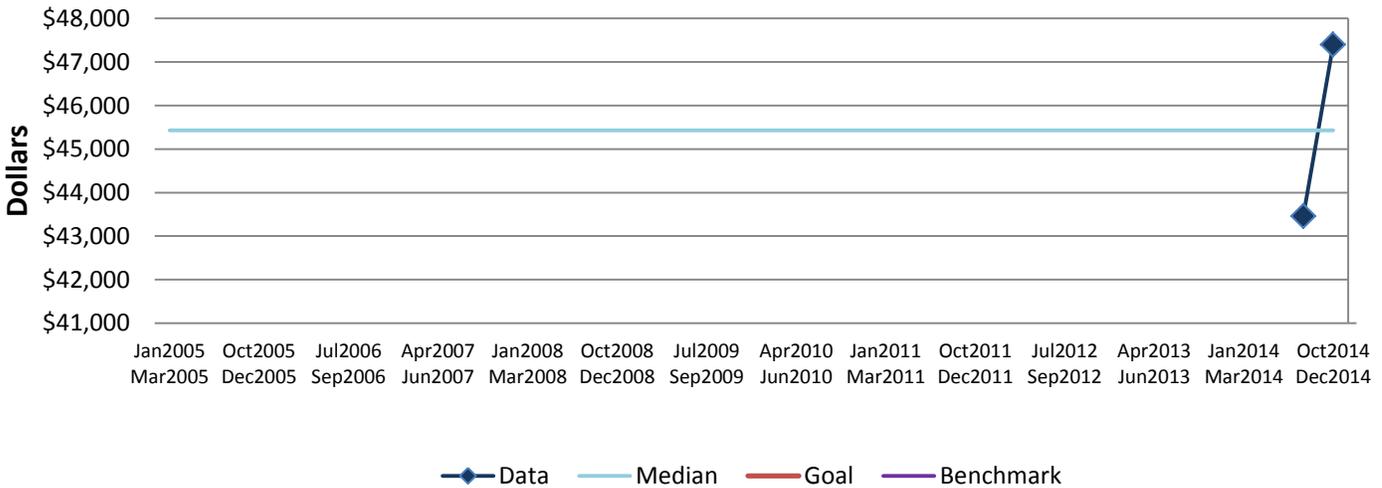
Process: Business Attraction & Expansion

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?

Jan2010-Dec2014 5 Year Goal	Jan2010-Dec2014 5 Year Actual		Oct2014-Dec2014 Goal	Oct2014-Dec2014 Actual	
TBD	\$90,861		TBD	\$47,403	
Dollars	Dollars		Dollars	Dollars	

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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.