

# Completed Medium to Large Deals- Attraction: Total Investment Economic Development



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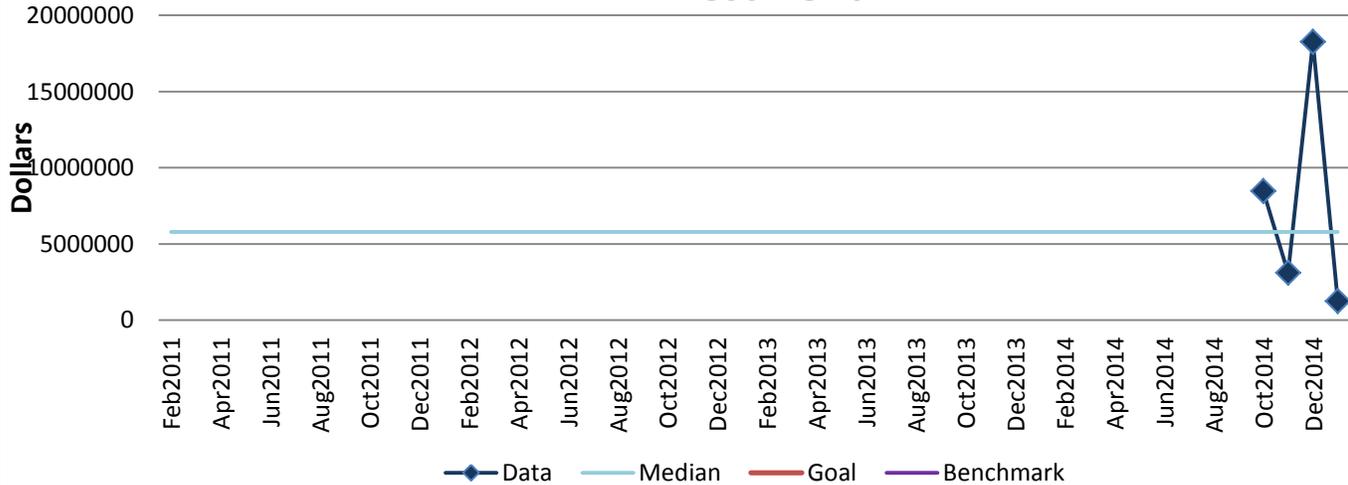
Process: Business Attraction

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: Sum of company reported data  Why Measure: Relevant to economic impact  Next Improvement Step: Increase amount of total investment

## How Are We Doing?

Feb2014-Jan2015 12 Month Goal	Feb2014-Jan2015 12 Month Actual		Jan2015 Goal	Jan2015 Actual	
<b>TBD</b>	<b>\$31,087,500</b>		<b>TBD</b>	<b>\$1,250,000</b>	
Dollars	Dollars		Dollars	Dollars	

## Completed Medium to Large Deals- Attraction: Total Investment



**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.**