

Completed Medium to Large Deals- Expansion: Total Investment Economic Development



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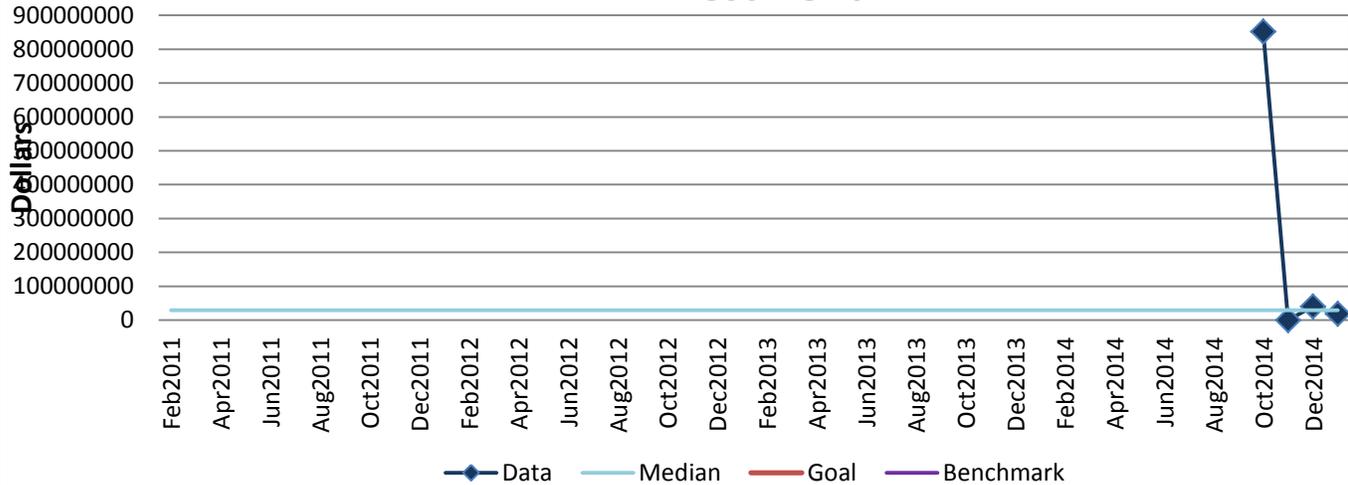
Process: Business Expansion

| 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: Sum of company reported data Why Measure: Related 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 | |
|----------------------------------|------------------------------------|---|--------------|---------------------|---|
| TBD | \$909,793,445 | ⬇ | TBD | \$18,000,000 | ⬆ |
| 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.