

Performance Metrics Matter

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Why Do Performance Metrics Matter?

1. Embeds accountability in CED
2. Creates a framework for project & investment evaluation
3. Establishes discipline in the process
4. Provides clarity of purpose

“CEDS measurement is not about self-interest, but rather your communities best interest.”

- National Economic Development Association Leader

Benefits for Adopting Performance Metrics

- Creates a sense of urgency & purpose
- Attracts and maintains private sector involvement
- Sets benchmarks and measures progress
- Focuses on the RIGHT topics and issues

What are Performance Metrics?

- ◉ State or Regional Scorecards
- ◉ Core Performance Metrics
- ◉ Unique Performance Metrics

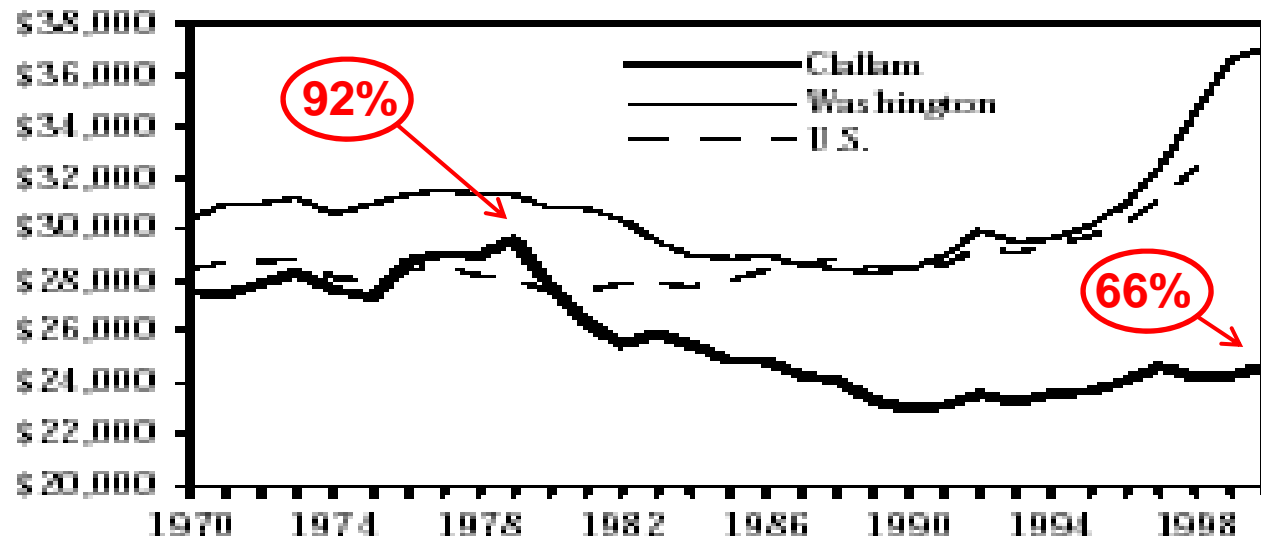
Clallam County Average Wage Metric

Figure 21

Real Annual Covered Wage

Clallam, Washington, & U.S., 1970-2000

Source: Employment Security Department

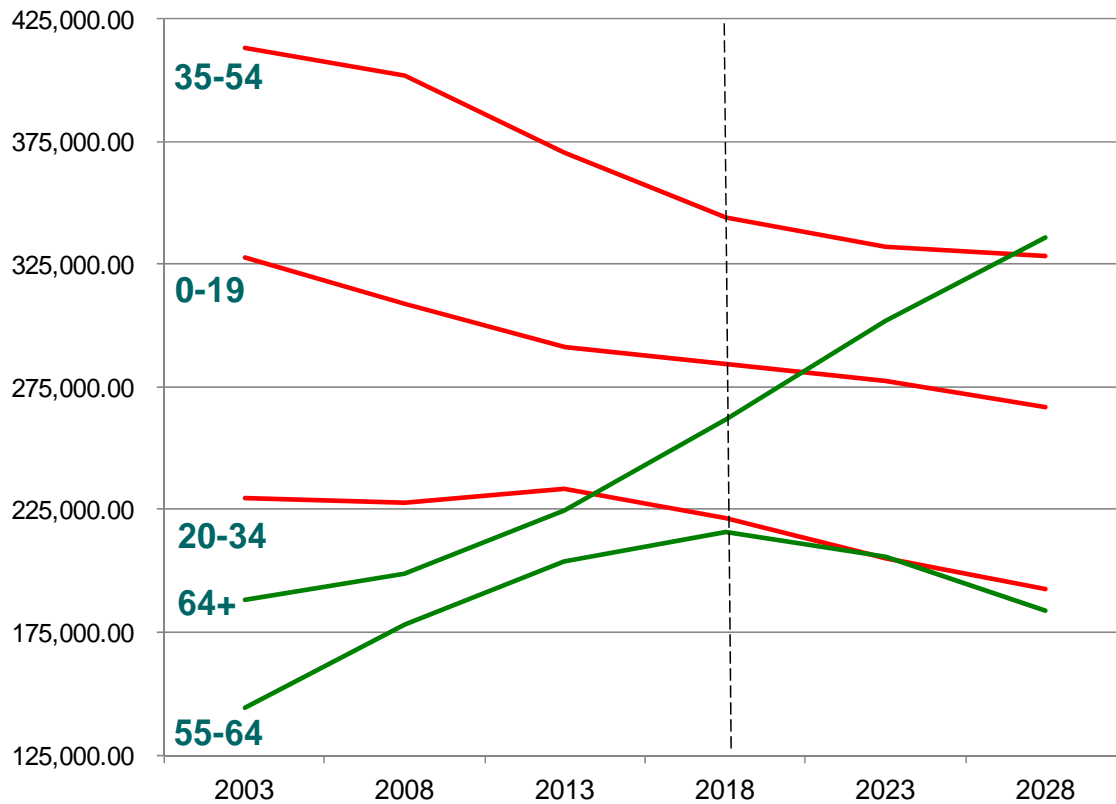


Southern Illinois Poverty Metrics

Highest % in rural region	Highest poverty rate	Highest unemployment rate since 09/03	Lowest % college graduates	Highest % enrolled in Medicaid	Highest % age 5+ with a disability
#1	#1	#1	#1	#1	#1
Highest % of population over age 65	Highest % age 65+ in poverty	Highest % age 65+ with a disability	Lowest % of population 0-10	Highest % age 0-17 in poverty	Highest % households owner burdened
#1	#1	#1	#1	#1	#4
Highest % households lack complete plumbing	Highest % households lacking complete kitchen	Highest % commuting to work from other IL counties	Lowest % population work and live in same county	Highest % households rent burdened	Highest % of Adults with no High School Diploma
#1	#1	#1	#3	#3	#1

Maine Age and Prime Workforce Metrics

Age Demographic Trends, 2003 - 2028



**2013-2028
Population Change**

0-54 ↓ **-107,980**

54+ ↑ **+90,826**

Southern Illinois Regional Goals Setting Metrics

<i>Greater Egypt Region</i>	<i>Baseline</i>	<i>2012 Same Trend</i>	<i>2012 Goal</i>	<i>Change</i>
Population (2004) (<i>Adjusted</i>)	249,484	255,222	274,432	+10%
Employable Population (16-64) (<i>Adjusted</i>) ₍₂₀₀₀₎	160,527	167,936	179,238	+11.7%
Labor Participation Rate (<i>Adjusted</i>) ₍₂₀₀₀₎	67.4%	67.4%	71%	+5.3%
Total Employed (2004)	108,627	113,188	127,259	+17.2%
Average Wage (2004)	\$27,830	\$35,765	\$43,489	+56.3%
Regional Wage Indicator (2004)	\$3.0B	\$4.04B	\$5.5B	\$1.46B

NEW JOBS: 11,179*

WAGE: \$43,500 \$486.2M

NEW JOBS AT AVERAGE WAGE: 7,452

WAGE: \$43,489 \$324M

IMPROVEMENT OF EXISTING JOBS: 21,725

WAGE: \$5,000 \$108.6M

CLIMATE OF ECONOMIC OPPORTUNITY:

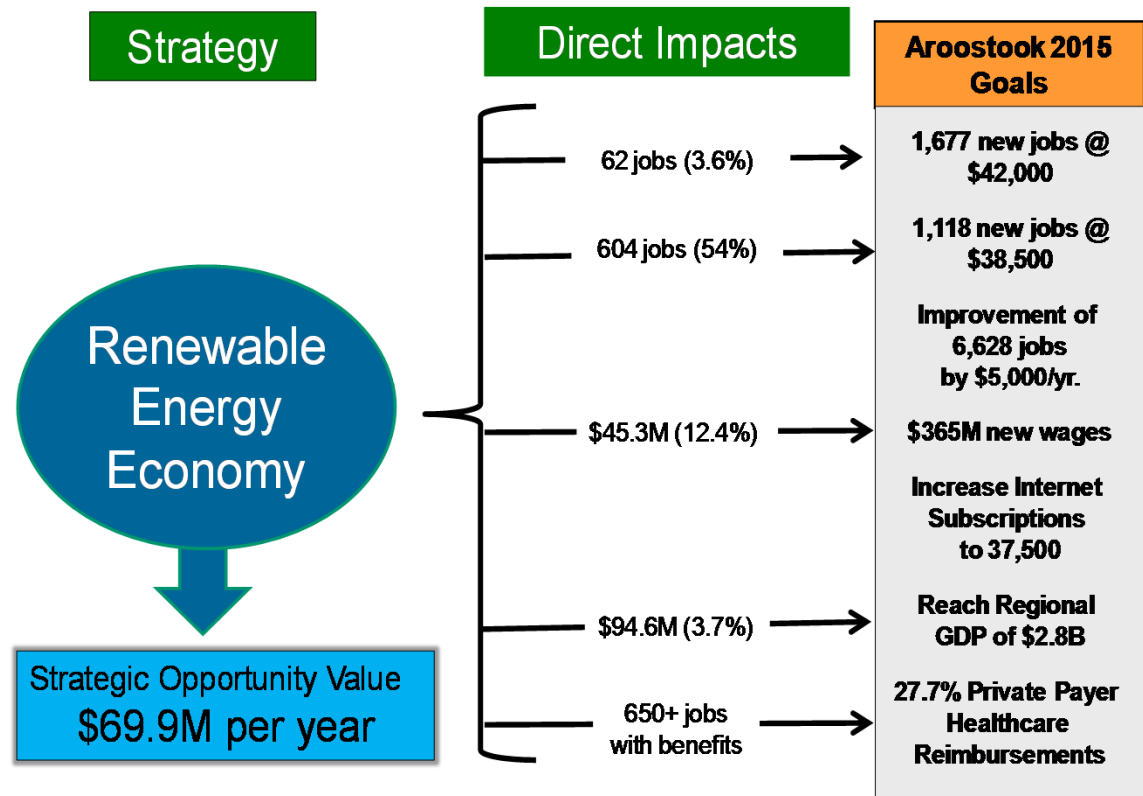
\$541.2M

Aroostook County Strategy Performance Metrics

Renewable Energy Strategy Metrics

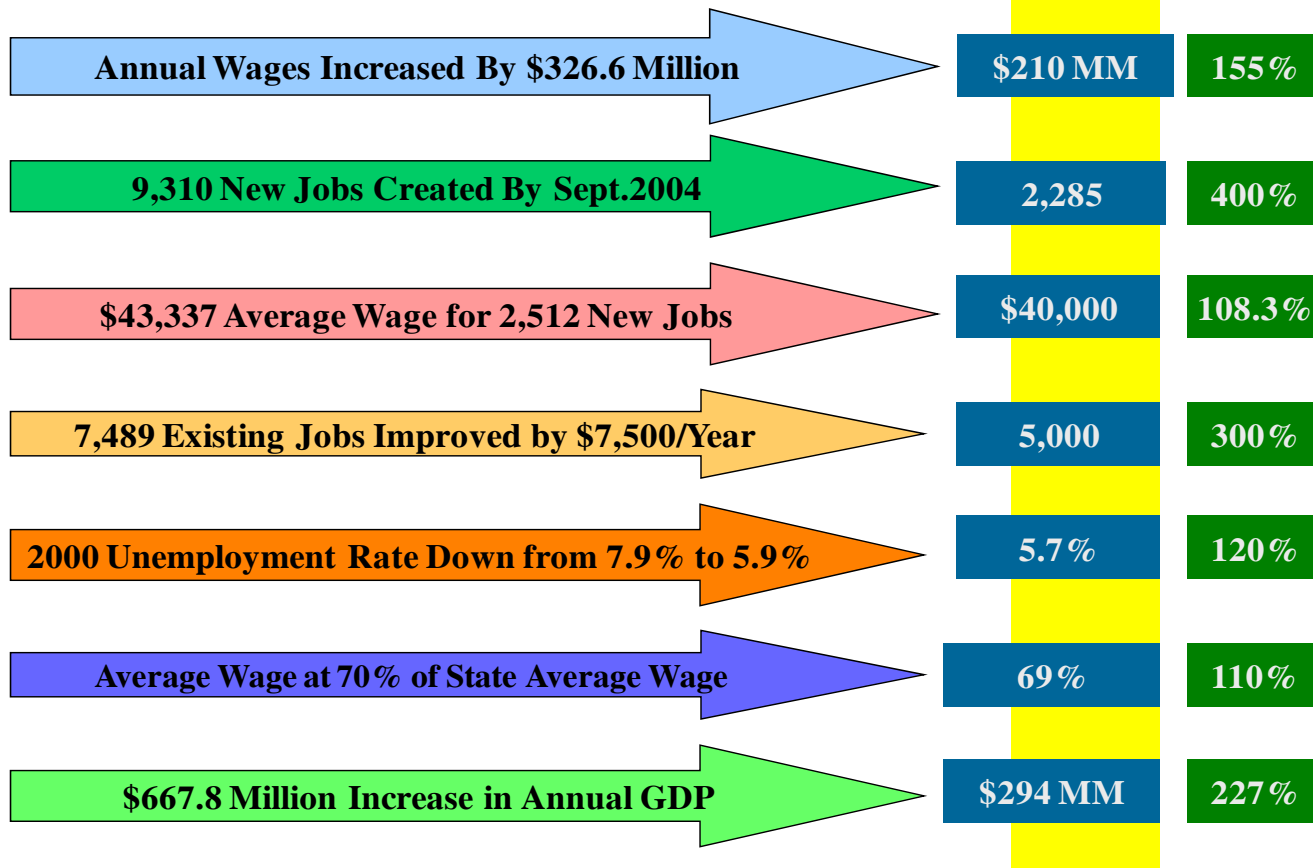
- 50 MW locally generated power
- 45K tons locally produced biomass
- 100MW local wind
- Renewable Energy Center of Excellence

Renewable Energy Industry Cluster Vision and Goals Support the Regions 2015 Economic Vision



Clallam County Initiative Performance Metrics

September 2004 Progress Toward 2007 Goals



Retail Sales Growth + Increase in Total Wages (No Spin Off Effects Included)

Choose SMART CED Strategies!

- Specific
- Measureable
- Achievable
- Relevant
- Time based