

Advantage Kentucky Alliance - 238

2018-4 - IMPACT Metrics as of Monday, April 15, 2019

CAR Operations Performance Management IMPACT Metrics	
CAR Current Quarter Performance	100

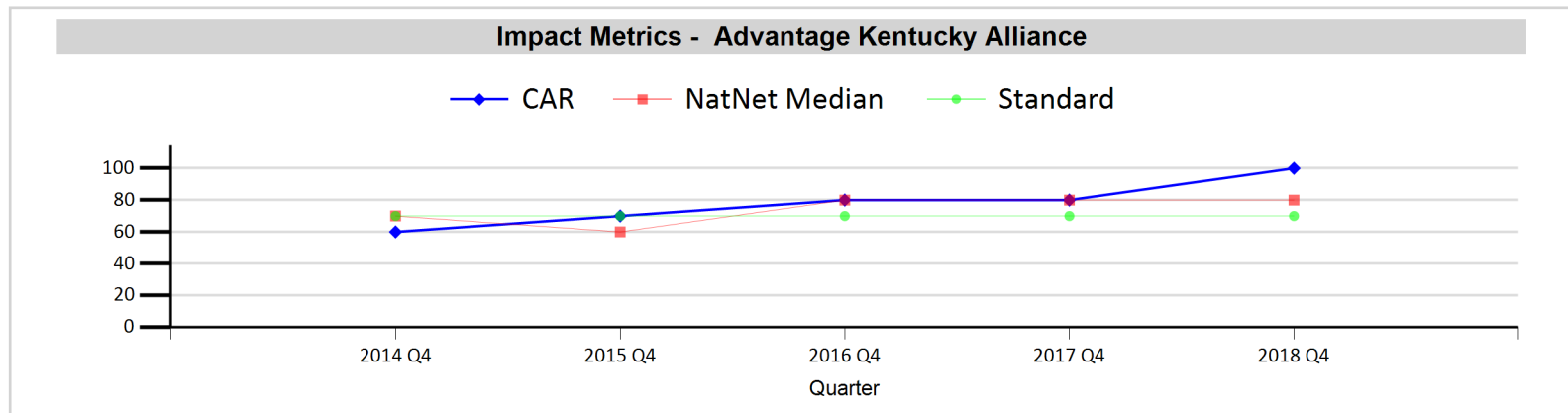
Federal Funding - \$508,063.00 Total Cash Resources - \$977,733.00
(Four Quarter Rolling Average)

Impact Metrics

Metric	CAR Reported Impact	Normalized CAR Performance	Performance Standard	CAR Metric Points	NatNet Median Performance	From Threshold
Impact data based on MEP Client Survey responses						
New Sales (10)	\$30.7 M	60.4	\$15	10	\$33.1	403%
Retained Sales (10)	\$56.6 M	111.4	\$35	10	\$62.0	318%
Jobs Created and Retained (10)	1,792	3527.1	500	10	829.9	705%
New Investment (10)	\$21.4 M	42.2	15	10	\$28.6	281%
Cost Savings (10)	\$10.7 M	21.1	7	10	\$10.8	301%
Percent Improving Competitiveness (10)	45.0 / 50.0	90.0%	80%	10	86.5%	10 PP
Survey Response Rate (10)	50.0 / 63.0	79.4%	70%	10	87.8%	9.4 PP
Net Promoter Score(r) (10)	87.8 - 2.0	85.7	75	10	86.3	10.7 PP

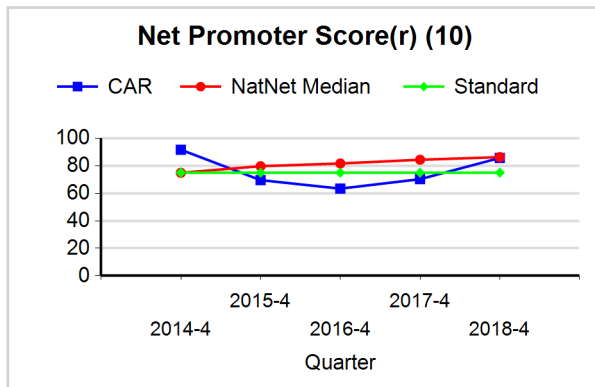
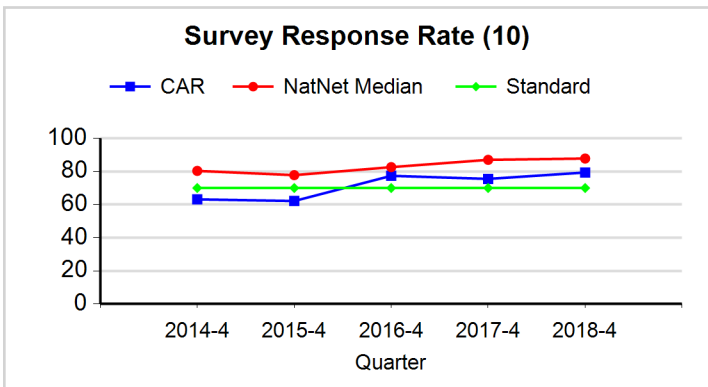
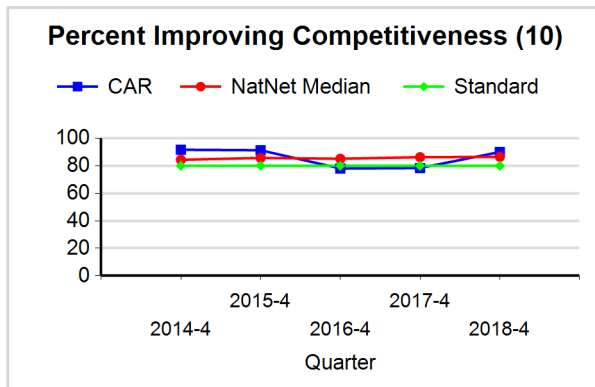
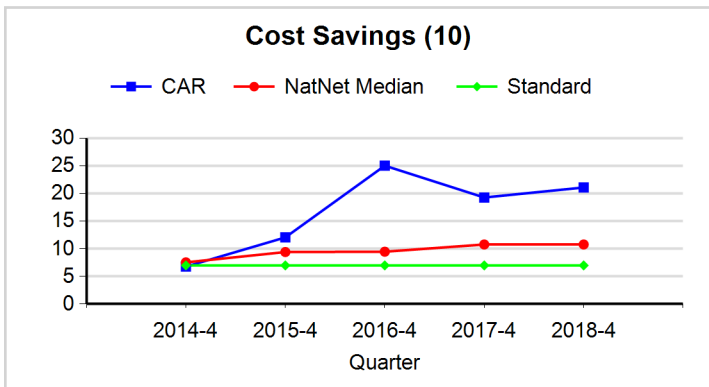
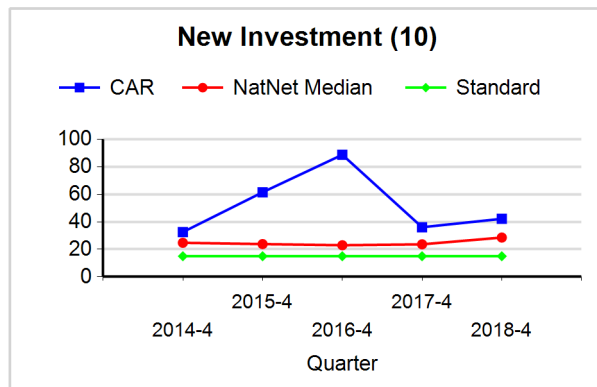
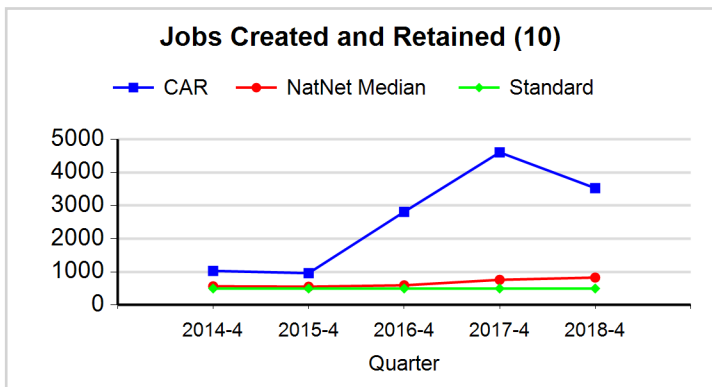
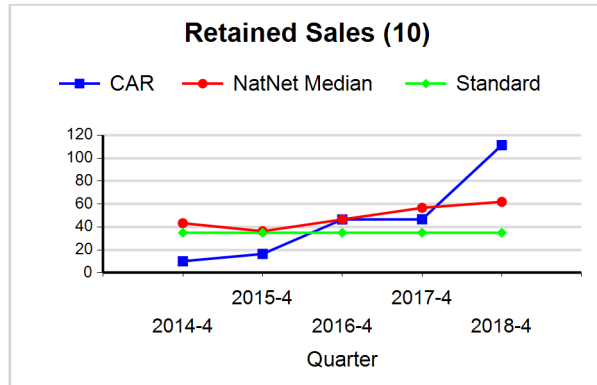
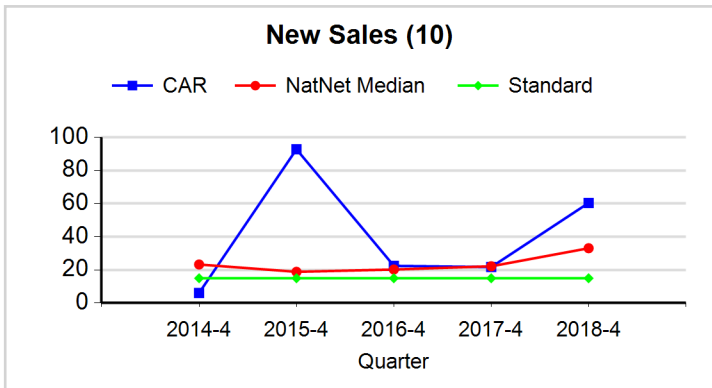
Impact data based on Client/Project Submissions						
Mfg.Clients / \$M Fed (10)	38	75.0	73	10	75.2	102%
New Mfg.Clients / \$M Fed (10)	19	37.0	29	10	36.0	129%

- *Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.*
- *PP - Percentage Points*



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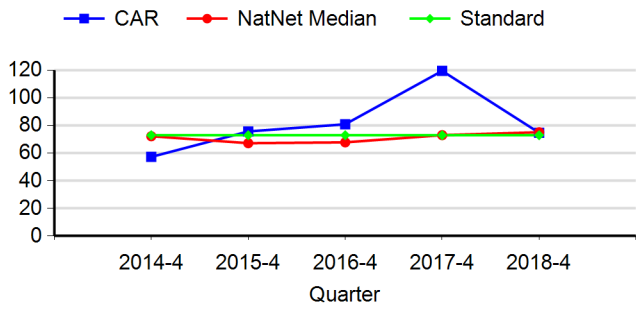
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Mfg. Clients / \$M Fed (10)



New Mfg. Clients / \$M Fed (10)

