



1st Quarter 2020 Index

Square feet of North 40's second Great Falls store opened during quarter: 120,000
Number of people employed at North 40's two city stores: 200+
Number of businesses that presented projects at Ignite 2020: 21
Age of youngest entrepreneur to present at Ignite: 14
Number of people who made business pitches at first River Pitch Night: 22
Construction investment for Malmstrom AFB new weapons storage facility: \$237 million
Increase in record median prices of houses sold in Great Falls during 2019: 8%
Great Falls' ranking in Montana for closing the gender pay gap: 1st
Great Falls' rank for closing gender pay gap amongst nearly 1,000 U.S. cities: 88th
Great Falls rank for Best City in Montana for Singles: 1st
Military-linked students served by Great Falls Public Schools: 838
Number of quick-response COVID outreach phone discussions with local businesses GFDA held by end of quarter: 218
Number of businesspeople who logged in to view our Crisis Toolkit webinar live: 280
Great Falls MSA average annual wage increase 2018Q4-2019Q4: 3.1%
Average annual wage earnings increase: \$1,096
Consecutive quarters Great Falls MSA has experienced average annual wage growth: 24
Total wage growth in Great Falls MSA (Cascade County): \$52 million
Business retention and expansion outreach visits during quarter: 23
New leads generated into our pipeline during quarter: 38
New active projects generated into our pipeline: 22
New companies added to our pipeline CRM: 208
Number of Great Falls employment recruiters met with to kick off Talent Attraction initiative: 31
Number of followers on talent attraction Choose Great Falls social media platforms: 4,756
Great Falls building permit valuation issued during quarter: \$10,497,562
Downtown building permits issued during 2019Q4: 11
Total value of downtown permits: \$1,815,120
New downtown businesses opened during 2019Q4: 1
Downtown volunteer hours donated: 11,381
Number of local entrepreneurs and businesses coached by GFDA during quarter: 145
Of these, number of new coaching clients: 37
Number of business training sessions offered during quarter: 17
Number of training participants: 460

Number of businesses bought or started by coached clients during quarter: 4
New capital secured by entrepreneur clients during quarter: \$971,000
Government contracts won by clients during quarter: \$471,990
Jobs supported by our Small Business Development Center during quarter: 468
New rural county clients coached by our Small Business Development Center since adding a rural-based business advisor in October: 32
Professional development webinars we've produced that are available for entrepreneurs to view 24/7: 32
Amount of loans funded during quarter: \$1,159,000
Private investment leveraged by these loans: \$2,249,757
Loan commitments issued during quarter: \$494,647
Most recent SBA 504 effective loan rate fixed for 20 years: 2.955%
Government contracts awarded in Montana in 2019: \$9.2 billion
Number of prime awards: 80,775
People per square mile in United States: 92.9
In Cascade County: 30.2
In Montana: 7.3
Montana rank for best financially prepared state for a recession: 5th
Manufacturing companies in U.S. that say the arts helps to recruit and retain employees: 55%
Corporate executives who say availability of skilled labor is important in site selection: 92.3%
Site selection consultants who say skilled labor is important: 100%
Executives who say quality of life is an important factor: 82.2%
Executives who say shovel-ready pre-certified sites are important: 59%
Newspapers lost in U.S. since 2004: 1,800
Number of dailies lost: 62
Weeklies: 1,749
U.S. towns that are now "news deserts" devoid of local news media outlets: 1,300
Percent of 295,000 companies in U.S. that exported in 2015 that were small businesses: 97.6%
Percentage of cyberattacks that target small business: 43%
Percent of global gross domestic product lost to cyber theft each year: 1%
Amount lost: \$600 billion
Increase in number of amusement arcades in U.S. 2012-2017: 38%
Percent of U.S. restaurant interactions for pickup or delivery in 2019: 60%
Percent in 2016: 37%



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