



2nd Quarter 2020 Index

Size of Benefis Health System's new Women's and Children's Center that broke ground during quarter: 48,000 square feet

New downtown market-rate apartments in The Crossing at Milwaukee Depot project: 83

Great Falls rank amongst best cities in the Western U.S. to live in after the pandemic: 10th

Great Falls rank for most budget friendly Montana city for homeowners for a mortgage: 2nd

Great Falls ranking in Montana for budget-friendliness for renters: 2nd

Great Falls rank in least vulnerable MSA in Montana to job loss resulting from COVID-19: 1st

Great Falls rank for Most Patriotic Community in Montana: 1st

Consecutive quarters that average annual wages increased in Great Falls MSA through 2020Q1: 25

Increase in average annual wage over previous 12 months: \$1,602

Average annual wage growth in Cascade County in 12 months ending 2020Q1: 3.9%

Montana average: 3.0%

National average: 2.4%

Total wages earned increase in Cascade County during 12 months ending 2020Q1: \$58 million

Increase in local average annual wage earnings above inflation in past six years: \$5,090

Personal income growth in Great Falls MSA in 2018: \$184 million or 5.0%

Quick-response COVID outreach phone discussions with local businesses GFDA held during quarter: 647

New leads generated into our pipeline during quarter: 33

New active projects generated into our pipeline: 46

New companies added to our pipeline CRM: 553

Downtown building permits issued during 2020Q1: 10

Total value of downtown permits: \$2,011,400

Outreach to businesses and property owners in Downtown Great Falls during 2nd quarter: 83

New downtown businesses opened during quarter: 4

Downtown announcements: 2

Active downtown projects: 27

Downtown businesses seeking expansion: 9

Target businesses/developers identified to try to attract downtown: 20

Number of local entrepreneurs and businesses coached by GFDA during quarter: 176

Of these, number of new coaching clients: 53

Number of business training sessions offered during quarter: 19

Number of training participants: 272

Number of businesses bought or started by coached clients during quarter: 6
New capital secured by entrepreneur clients during quarter: \$2,234,986
Government contracts won by clients during quarter: \$1,250,180
Amount of loans funded during quarter: \$653,147
Private investment leveraged by these loans: \$800,329
Loan commitments issued during quarter: \$318,837
Loan deferments granted: 10
Brownfield cleanup grants awarded: \$201,225
Free Brownfield assessments provided: 2
Most recent SBA 504 effective loan rate fixed for 20 years: 2.341%
Percentage of young Americans considering relocation to less-populated cities since start of COVID shutdowns: 30%
Number of followers already on new LiveInGreatFalls social media accounts: 4,992
Number of unique page views in first month of LiveInGreatFalls.com talent relocation website: 2,521
Doing Business in the Golden Triangle and announcement videos produced during quarter: 11
Number of consecutive fiscal years GFDA has managed to squeeze out positive net income: 10
Number of community volunteers serving on GFDA boards and committees: 65
Percentage of Montanans who reported having volunteered in the past 12 months: 35%
National average: 28%
Montana rank for Most Business-Friendly State in COVID-19 Era: 1st
Food and value-added ag clients GFDA assisted in FY 2020: 37
Growth in U.S. consumption of pulses and dry beans during COVID-19: 40%
Expected 2020 Montana wheat harvest: 199.41 million bushels
Loaves of bread this wheat could make for every Montanan: 7,800
New wind energy generation projected to be built in U.S. over next decade: 112 gigawatts
Montana rank amongst U.S. states for beer consumption per capita: 2nd
GFDA COVID Response to Date
Business toolkits and white papers published: 6
New training courses launched: 2
Time sensitive business resource eblasts: 48
Virtual webinars and meetups: 34
Loans to local businesses: \$933,147
Additional loan commitments issued: \$318,837



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