



3rd Quarter 2021 Index

- Owner built homes created by NeighborWorks Great Falls since program start: 155
- Gift to Montana State University that will lead to new nursing colleges in Billings, Bozeman, Great Falls, Kalispell, and Missoula: \$101 million
- Cost of living in Great Falls compared to national average: 88.6%
- Cost of living in Great Falls compared to Bozeman: 24.9% less
- Employment growth in Great Falls MSA in four quarters ending 2021Q2: 8.4%
- Average annual wage increase in Great Falls MSA in four quarters ending 2021Q2: 5.2%
- Dollar amount of average wage increase: \$2,260
- Average annual wage in Great Falls MSA at end 2021Q2: \$45,517
- Percentage of statewide average annual wage: 93%
- Percentage of national average annual wage: 71%
- Increase in total wages earned in Great Falls MSA in four quarters ending 2021Q2: \$68 million
- Percentage increase: 4.2%
- Cascade County population growth documented in 2010-2020 decennial census: 3,087
- Cascade County net population growth in 1970-2010 censuses: 700 loss
- Graduation rate of Great Falls College MSU dental hygiene program: 97%
- Graduates of program who pass licensure exams: 100%
- New businesses opened in Downtown Great Falls 2011-2020: 119
- Total value of building permits issued for downtown 2011-2020: \$61,334,106
- Downtown Great Falls volunteer hours 2011-2020: 267,991
- Increase in Business Improvement District property values 2010-2019: 61%
- Number of local entrepreneurs and businesses advised by GFDA during quarter: 114
 - Of these, number of new advising clients: 34
 - Number of business training sessions offered during quarter: 7
 - Number of training participants: 71
 - Number of businesses bought or started by advised clients during quarter: 5
 - New capital secured by entrepreneur clients during quarter: \$91,442
 - Jobs supported by our Small Business Development Center during quarter: 497
 - Participants in GFDA website bootcamp e-commerce program since March 2020: 58
- Businesses active with our Procurement Technical Assistance Center (PTAC) during quarter: 91
 - Number of government contracts won by PTAC clients during quarter: 46
 - Amount of government contracts won by clients during quarter: \$1,044,422
 - Amount of local GFDA gap and bridge loans closed during quarter: \$300,000
 - Amount of loans we approved during quarter: \$1,624,162

Additional private investment to be leveraged: \$7,723,000

New loan capital obtained and funded into loans during quarter: \$2,088,000

Loan participations sold: \$250,000

SBA 504 loans approved during quarter: \$1,217,000

Additional private investment to be leveraged: \$2,800,000

Current SBA 504 fixed 20-year effective loan interest rate with 10% down: 2.765%

Current 10-year equipment effective fixed rate: 2.372%

Free Brownfield assessments completed during quarter: 2

Free Brownfield assessments in progress: 3

Brownfield cleanups completed during quarter: 1

Brownfield cleanups underway: 2

Local business retention/expansion visits during quarter: 31

Local businesses called for follow-up assistance with on-going COVID relief efforts: 89

New leads generated into our pipeline during quarter: 27

New active projects generated into our pipeline: 32

Total active projects this quarter: 57

New companies added to our pipeline CRM: 99

Companies actively engaged this quarter: 246

Number of web microsite users generated by business attraction account-based-marketing campaign during quarter: 10,456

Number of microsite sessions during quarter: 11,947

GFDA YouTube channel subscribers: 50

Subscribe to our YouTube channel by: [clicking here](#)

GFDA increased investment in business development and talent attraction in FY 2021: 55%

GFDA increased investment in entrepreneur/business advising and training in FY 2021: 35%

Growth in GFDA gap/bridge loan portfolio in FY 2021: 47%

EPA estimate of impact of GFDA brownfields program in FY 2021: \$35 million

Number of additional childcare slots needed in Great Falls: 580

Local parents/guardians who said they had trouble pre-pandemic in finding childcare arrangements: 51%

During pandemic: 74%

Growth in U.S. ecommerce sales in 2020: 32%

Number of transistors on Cerebras's AI chip: 2.6 trillion

Number of web sites created per day: 252,000

Estimated number of websites on Earth: 1.7 billion

Estimated number of websites in United States: 133 million



For info contact Jolene Schalper at JSchalper@GrowGreatFalls.org or 1-406-750-4481