



### **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](mailto:JSchalper@GrowGreatFalls.org) or 1-406-750-4481