



1st Quarter 2018 Index

Size of wind farm announced by Allete Clean Energy: 80 MW

Size of Cargill's new research and development facility in Great Falls: 18,000 SF

Increase in average wages in Great Falls MSA in 2017Q4 compared to 2016Q4: 4.5%

Montana increase: 3.8%

U.S. increase: 3.4%

Consecutive quarters that increases in average wages in Great Falls MSA (Cascade County)

have outpaced Montana and national average increase: 14

Cost of living in Great Falls MSA: 91.9% of national average

Increase in total wages earned in Great Falls MSA in 2017: 4.9%

Amount of annual wage earnings this increase reflects: \$72 million

Increase in total wage earnings over last four years: 17.2%

Amount of annual wage earnings this increase reflects: \$225 million

Square feet of new construction projects announced by Malmstrom AFB: 86,565

Square feet of renovation projects announced by MAFB during quarter: 80,000

Increase in visitors to Glacier National Park in 2017 record-setting year: 10%

Number of new apartments opened at Talus Apartment Homes during quarter: 72

Number of new apartment construction starts planned in Great Falls this year: over 376

Operating cost rank of Great Falls amongst 25 leading food processing regions across the
United States: Lowest

Number of clients assisted in the first 6 months of our new Great Falls Region Food & Ag
Development Center: 29

Capital investments by these clients: \$42,482,155

New FTE jobs created by clients during first 6 months of our center: 23

Size of North 40's second Great Falls store announced during quarter: 82,000 SF

Size of new Ace Hardware to be built on 10th Avenue South: 24,000 SF

Size of Wheat Ridge Estates, the largest private real estate development proposed in history of
Great Falls: 228 acres

Number of entrepreneurs, developers and institutions that presented plans to invest in the
Great Falls trade area at Ignite Great Falls 2018: 16

Number of start-up businesses clients ranked by our team as high priority: 34

Number of existing business clients ranked by our team as high priority: 70

Number of companies targeted for attraction ranked by our team as high priority: 21

Number of years Sole/Re-cork has been in Great Falls: 12

Recycled corks warehoused in Great Falls to be made into shoes and shoe inserts: 75 million

Number of site selectors pitched at the Site Selector Guild annual meeting: 44

Number of site selectors needed to make a deal happen: 1

GFDA/HPF gap and bridge loans closed during quarter: \$957,114
GFDA/HPF gap and bridge loans approved during quarter: \$4,334,626
Small businesses across nation that have taken advantage of SBA 504 loans: 145,000
Total amount of SBA 504 loans funded: \$75 billion
Effective SBA 504 fixed loan rate average over last 12 months: 4.65%
Number of local entrepreneurs and businesses coached by GFDA during quarter: 147
Of these, number of new coaching clients: 57
Number of coaching sessions, a record quarter for us: 590
Number of business training sessions offered during quarter: 12
Number of business participants: 191
Number of businesses started or bought by coached clients during quarter: 3
New capital secured by small business clients during quarter: \$420,000
Government contracts won by small business clients during quarter: \$978,927
Number of new downtown businesses opened during quarter: 5
Number of downtown building permits issued during quarter: 13
Dollar amount of permits: \$844,369
Number of restaurants that participated in the first Great Falls Restaurant Week: 15
Number of art shows that comprised Western Art Week 2018 in Great Falls: 17
Drop in Montana worker compensation loss rates effective this July 1st: 10.7%
Consecutive years Montana State Fund has lowered worker compensation rates: 12
Drop in rates since 2006: 52%
Montana rank amongst states where residents pay least percentage of income on state and
local taxes: 13th
Sales tax rate in Montana: 0%
Average sales tax rate of abutting states: 6.18%
Montana entrepreneur rate: 0.5%
(500 out of every 100,000 adults became entrepreneurs in a given month in Montana)
New wind power capacity built in U.S. in 2017: 7,017 MW
Private investment in U.S. wind power new generation in 2017: \$11 billion
Total installed U.S. wind power: 89,077 MW
Number of homes that amount of power can handle: 26 million
National retail center occupancy rate in 2017: 93.1%
Mall occupancy rate: 93.5%
Number of small businesses that close within six months of losing data: 60%
Number of mid-sized companies that close within two years of major data breakdown: 51%
Number of “done” deals in Great Falls region that haven’t been announced yet: 12+

Results Matter.

See how we help companies like yours to succeed.

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