

## 2<sup>nd</sup> Quarter 2016 Index

Increase in total wages in Great Falls metro area 2015Q2 to 2016Q2: 5.47%

Increase in total wages over the previous four quarters: 5.23%

Increase in annual earnings over last 4 quarters: \$72 million

Increase in annual earnings over last 12 quarters: \$139 million

Increase in average annual wage from 2015Q2 to 2016Q2: \$1,745

From 2014Q2 to 2016Q2: \$3,327

Number of rooms in new hotel announced for riverfront West Bank Landing: 132

Number of acres in the mixed-use development: 12.5

Moody's prediction for personal income growth in Great Falls metro area in 2017: 5.5%

In 2018: 5.8%

City of Great Falls FY 2017 newly taxable revenue certified by MDOR: \$876,206

Newly taxable revenue certified in FY 2016: \$822,535

Newly taxable revenue for Cascade County in FY 2017: \$1.3 million

High quality chickpeas grown in the Golden Triangle last year: 55,837,000 pounds

Great Falls metro average manufacturing employment growth for the last 5 years

(2011Q2 to 2016Q2): 7.0%

Growth statewide: 3.1%

In U.S.: 1.1%

Average annual manufacturing wage in Great Falls metro: \$49,263

Median annual wage for industrial technicians in Montana: \$51,533

Projected growth in industrial technician jobs between 2010 and 2020: 26.7%

One-year increase in Great Falls metro HUD Fair Market Rent for two-bedroom: 14%

Increase for four-bedroom: 30%

One-bedroom: 11%

Number of new apartments announced for west side upscale development: 216

Great Falls water/sewer rates compared to average of major Montana cities: 24% lower

Great Falls metro personal income per capita growth in 2014: 4.2%

Billings metro area: 3.2%

Missoula metro area: 3.3%

Montana: 2.6%

U.S. average: 3.6%

New Great Falls fire insurance rating: 2

Years in a row that FAA has ranked GTF as Montana airport with lowest airfares: 3

Number of local businesses coached during quarter: 85

Number of coaching sessions: 404

Number of business training sessions offered during quarter: 5

Number of business participants: 61  
New contracts won by PTAC clients during quarter: \$698,936  
Number of businesses started or bought by coaching clients: 6  
New capital investment secured by small business clients during quarter: \$341,762  
Great Falls metro area ranking for violent crime amongst Montana metro areas: lowest  
New brownfield assessments approved for potential redevelopment projects: 4  
Age of youngest start-up entrepreneur we financed during quarter: 23  
Percentage of GFDA and High Plains Financial loans that are delinquent: 0%  
Current SBA 504 loan 20 year fixed interest rate in, including all fees: 4.093%  
Equity required on SBA 504 loan deals: as low as 10%  
Downtown renovation and construction permits issued during quarter: 17  
Value of permits issued during quarter: \$695,405  
Downtown Great Falls volunteer hours during quarter: 9,062  
Number of new businesses opened downtown during quarter: 5  
Estimated number of out of state visitors to Montana in 2015: 11.7 million  
Increase in visitors from 2014: 8%  
Estimated spending by out-of-state tourists in 2015: \$3.657 billion  
Average number of nights stayed: 4.59  
Percentage of visitors from rest of United States: 86%  
From Canada: 13%  
From overseas: 2%  
Montana ranking in solar power generation potential amongst U.S. states: 25<sup>th</sup>  
Current rank for installed solar generation capacity: 39<sup>th</sup>  
Estimated annual growth in Global middle class: 70 million  
Percentage of global consumers who purchased a new food or beverage during their last grocery shopping trip: 57%  
Percentage of U.S. workforce that work freelance and are not captured by W-2 data according to Forbes: 36%  
Estimated U.S. workforce engaged in informal paid “gig” work in 2013: 40%  
In 2015: 52%  
Montana’s percentage of U.S. economy: 0.3%  
Country that has about the same size economy as Montana: Tanzania  
Percentage of Americans who support increased infrastructure spending by U.S. Government: 75%  
Heavy industrial rail-served acres available for immediate construction in Great Falls AgriTech Park: 31.5

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