

Stillwater Chamber of Commerce Economic Development Metrics

Drivers	Measures	Annual Goal	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Totals Y-T-D	Goal Completion Status
Business Retention and Expansion	Business Retention and Expansion visits							
	Businesses assisted							
	Businesses expanded							
	New jobs announced (full time, part-time)							
	Average wage of new jobs							
	Capital investments announced							
	Incentives awarded							
	Training programs provided							
	"Buy Local" campaign activities							
Business Attraction and Marketing	Requests for proposals							
	Proposals submitted							
	General business assistance requests							
	Cumulative active prospects							
	Prospect visits							
	Businesses attracted to the region							
	Jobs attracted (full time, part time)							
	Total number of new development projects							
	Total value of new development projects							
	Wages/salaries of jobs attracted (average)							
	Incentives awarded (projects)							
	Targeted marketing projects							
Business Creation and Entrepreneurship	Contacts made by small businesses							
	Startup business requests for assistance							
	Referrals to other resource providers							
	New business starts/Businesses created							
	New jobs announced (full time, part time)							
	Average wage of new jobs							
	Total capital investments announced							
	Events/programs provided							
Real Estate and Industrial Use	Availability of shovel-ready sites							
	Vacancy rates - commercial							
	Vacancy rates - industrial							
	Availability of certified sites							
	Average value of commercial/industrial property							
	Average cost of commercial/industrial construction/sq. ft.							
Goal Completion Status								
On track for reaching goal/or goal met								
Concern for reaching goal								
Not reaching goal								