

## Stillwater Chamber of Commerce Economic Development Metrics

Drivers	Measures	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Totals Y-T-D
Business Retention and Expansion	Business Retention and Expansion visits	25	17	21		63
	Businesses assisted	103	92	62		257
	Businesses expanded	3	2	0		5
	New jobs announced (full time, part-time)	0	0	0		0
	Average wage of new jobs	0	0	0		0
	Capital investments announced	0	0	0		0
	Incentives awarded	0	0	0		0
	Training programs provided	11	5	1		17
	"Buy Local" campaign participants	49	48	0		97
Business Attraction and Marketing	Requests for proposals	12	12	16		40
	Proposals submitted	3	7	8		18
	General business assistance requests	11	8	33		52
	Cumulative active prospects	1	4	9		14
	Prospect visits	0	0	0		0
	Businesses attracted to the region	0	0	0		0
	Jobs attracted (full time, part time)	0	0	0		0
	Total number of new development projects	0	0	0		0
	Total value of new development projects	0	0	0		0
	Wages/salaries of jobs attracted (average)	0	0	0		0
	Incentives awarded (projects)	0	0	0		0
	Targeted marketing projects	2	2	1		5
Business Creation and Entrepreneurship	Contacts made by small businesses	10	*	*		10
	Startup business requests for assistance	4	*	*		4
	Referrals to other resource providers	6	*	*		6
	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	11	11	11		11
	Vacancy rates - office	5.02%	4.62%	4.6%		4.75%
	Vacancy rates - industrial	12.14%	11.83%	11.8%		11.92%
	Availability of certified sites	0	0	0		0
	Average value of commercial/industrial property	\$761K	\$761K	\$761K		761K
	Average cost of commercial/industrial construction/sq.ft.	\$51.66	\$50.99	\$50.99		\$51.21

\*Business Creation and Entrepreneurship category includes the Chamber's data only. The other entrepreneurial service providers were unable to provide the data requested due to such short notice. We anticipate their information to be included in the next quarterly report.