

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	7	4	7	5	23
	Businesses assisted	153	96	114	103	466
	Businesses expanded	0	0	1	0	1
	New jobs announced (full time, part-time)	0	0	8	0	8
	Average wage of new jobs	0	0	\$ 33,280	0	\$ 33,280
	Capital investments announced	0	0	0	0	0
	Incentives awarded	0	0	0	0	0
	Training programs provided	1	1	0	0	2
	"Buy Local" campaign participants	1	1	0	0	2
Business Attraction and Marketing	Requests for proposals	27	25	24	26	102
	Proposals submitted	14	10	10	9	43
	General business assistance requests	30	23	34	26	113
	Cumulative active prospects	20	25	24	23	23
	Prospect visits	1	1	5	2	9
	Businesses attracted to the region	0	0	0	0	0
	Jobs attracted (full time, part time)	0	0	0	0	0
	Total number of new development projects	0	0	0	0	0
	Total value of new development projects	0	0	0	0	0
	Wages/salaries of jobs attracted (average)	0	0	0	0	0
	Incentives awarded (projects)	0	0	0	0	0
	Targeted marketing projects	0	1	0	0	1
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	*	3	4	3	10
Real Estate and Industrial Use	Availability of shovel-ready sites	11	**	**	**	**
	Vacancy rates - office	4.60%	**	**	**	**
	Vacancy rates - industrial	11.20%	**	**	**	**
	Availability of certified sites	0	**	**	**	**
	Average value of industrial property	\$595K	**	**	**	**
	Average cost of industrial /sq.ft.	\$10.51	**	**	**	**

*Business Creation and Entrepreneurship category will start to fill in as our entrepreneur group becomes formalized.