Making Montana the First Best Place
How Entrepreneurship is Creating High-Paying Jobs

Greg Gianforte, Founder RightNow Technologies
Montana is 49th Nationally in Wages
RightNow At A Glance

- Started in Bozeman 1997 in an extra bedroom
- 14 years of continuous revenue growth
- Self-funded and cash flow positive from day one
- 1,100 employees worldwide with avg MT wage $86,000
- Bozeman’s largest commercial employer
- Montana’s only public technology company
- $5 billion of economic value into Montana
Great experiences start with great people.

Better Customer Experiences at:

RightNow
rightnow.com

Our cowboys ride code
We live for moments of clarity, when inspiration shifts to innovation.
Our passion brings people closer to what they love,
and shapes how they experience it.

We design solutions that live in social, call centers, and on websites, even on sites like Facebook.
We are leaders in technology, and we shape customer experiences.

www.ILoveItHere.com
High Tech uniquely is able to raises wages statewide

Twenty five more RightNowss would create:

- 15,000 new high paying jobs in Montana
- $120B+ of economic value created over 15 years (5x multiplier)
U.S. Earnings per Job, by Industry, 2012

Natural Resources: $96,757
Hi-Tech: $94,933
Manufacturing: $60,568
Construction: $52,050
Transp. & Warehousing: $48,609
Arts & Entertain.: $33,346
Agriculture: $28,730
Retail Trade: $27,728
Tourism: $18,019
Education’s Impact on Wages and Unemployment

- **Annual Earnings**
- **Unemployment Rates**

- $0 - $10,000
- $10,000 - $20,000
- $20,000 - $30,000
- $30,000 - $40,000
- $40,000 - $50,000
- $50,000 - $60,000
- $60,000 - $70,000
- $70,000 - $80,000
- $80,000 - $90,000

- 0.0% - 1.0%
- 2.0% - 3.0%
- 4.0% - 5.0%
- 6.0% - 7.0%
- 8.0% - 9.0%
- 10.0% - 11.0%
- 12.0% - 13.0%
- 14.0% - 15.0%
- 16.0% - 17.0%

- Drop-out
- High School
- Associate's
- Bachelor's
- Master's
- Doctorate
Education is Key to The Jobs of the Future

- Under qualified applicants
- MT HS low income dropout rate
- MT HS grads not proficient
- MT CS grads relative to jobs
We Need More Computer Science Majors

CodeMontana.Org
Preparing Montana Youth for Great Jobs
Every family in Montana has access to the best education for their children.
We can increase Montana Wages
bettermontanajobs.com

Greg.Gianforte@gmail.com
www.bozeman.com