State of the State’s International

Minnesota Trade Office

Mora, February 8th 2018
MINNESOTA: RECENT RECOGNITIONS
Business and Economic Climate

- 3rd in America’s Top States for Business (CNBC, 2017)
- 5th in Economic Climate (Forbes, 2016)
- 17 Fortune 500 companies, ranking 12th nationwide (Fortune, 2016)
  - 3rd in Fortune 500 companies per capita
- America’s largest private company: Cargill (Forbes, 2016)
Infrastructure and Logistics

- 5th in Infrastructure (CNBC, 2016)
- 5th in City and State Infrastructure Rankings for U.S. Distribution (Site Selection Group, 2016)
Why Export?

A world of opportunities outside the United States:

- 96% of world’s population
- 85% of the world’s purchasing power
- Billions of potential new consumers in China, India, Mexico and other emerging economies
USA Exports Q3 2016-2017

Exports Q3 - 2016

Exports Q3 - 2017
The state’s exports were valued at $19 billion in manufactured and non-manufactured goods in 2016.

The state exports an estimated additional $13 billion in services exports.

Exported manufactured goods supported more than 120,000 jobs in Minnesota in 2016.

Minnesota ranked 23rd in export value among all states in 2016.
Minnesota’s Top 10 Export Markets

- Minnesota exported goods worth $19 billion to 207 countries in 2016

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports, 2016 (Millions)</th>
<th>Percent Change, 2015 to 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada (1)</td>
<td>$4,048M</td>
<td>-9%</td>
</tr>
<tr>
<td>Mexico (2)</td>
<td>$2,340M</td>
<td>-2%</td>
</tr>
<tr>
<td>China (3)</td>
<td>$2,213M</td>
<td>0%</td>
</tr>
<tr>
<td>Japan (4)</td>
<td>$1,020M</td>
<td>7%</td>
</tr>
<tr>
<td>Korea (5)</td>
<td>$822M</td>
<td>6%</td>
</tr>
<tr>
<td>Germany (6)</td>
<td>$755M</td>
<td>9%</td>
</tr>
<tr>
<td>Belgium (7)</td>
<td>$733M</td>
<td>-11%</td>
</tr>
<tr>
<td>Singapore (8)</td>
<td>$573M</td>
<td></td>
</tr>
<tr>
<td>U.K. (9)</td>
<td>$567M</td>
<td>12%</td>
</tr>
<tr>
<td>Taiwan (10)</td>
<td>$459M</td>
<td>9%</td>
</tr>
<tr>
<td>Other</td>
<td>$5,670M</td>
<td>-5%</td>
</tr>
</tbody>
</table>
Minnesota’s Top 10 Exported Products

- Minnesota’s major exports reflect its core industries

<table>
<thead>
<tr>
<th>Product</th>
<th>Exports, 2016 (millions)</th>
<th>Percent Change, 2015-2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optic, Medical</td>
<td>$3,532M</td>
<td>-5%</td>
</tr>
<tr>
<td>Machinery</td>
<td>$3,114M</td>
<td>-10%</td>
</tr>
<tr>
<td>Electrical Machinery</td>
<td>$2,512M</td>
<td>-16%</td>
</tr>
<tr>
<td>Vehicles</td>
<td>$1,493M</td>
<td>0%</td>
</tr>
<tr>
<td>Plastic</td>
<td>$1,132M</td>
<td>-9%</td>
</tr>
<tr>
<td>Food By-Products</td>
<td>$575M</td>
<td>9%</td>
</tr>
<tr>
<td>Aircraft, Spacecraft</td>
<td>$507M</td>
<td>2%</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>$340M</td>
<td>5%</td>
</tr>
<tr>
<td>Meat</td>
<td>$330M</td>
<td>60%</td>
</tr>
<tr>
<td>Cereals</td>
<td>$312M</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>$5,362M</td>
<td></td>
</tr>
</tbody>
</table>
Most Exporters are Small Businesses

- About 47% percent of U.S. exporters employed fewer than 100 employees in 2016.
- Almost 9,000 Minnesota companies exported goods and services in 2016.

![Bar chart showing the distribution of the number of employees among exporters.](image-url)

- Unknown: 40%
- Fewer than 20: 37%
- 20-99: 10%
- 100-249: 5%
- 250 and more: 4%
Minnesota Trade Office

- STEP GRANT
- INTERNATIONAL REPRESENTATION

- POOL OF EXPERT
- TEAM OF PROFESSIONALS

- INTERNATIONAL REPRESENTATION
- TEAM OF PROFESSIONALS

- 4 PERMANENT CONSULATES
- ACTIVE OUTREACH
- PROTOCOL EXPERTS

EXPORTS
FOREIGN INVESTMENT
EDUCATION
PROTOCOL
MTO: 2017 in Bold Numbers

- Companies assisted: **769**
- State Trade & Export Promotion grant: **43**
- Educational programs: **20**
- Attendees: **403**
- Expertise: **41**
- Foreign companies assisted: **114**
State Trade & Export Promotion Program (STEP)

- Export Assistance for Small Business
- $7,500 Matching Grant
  - Trade Missions
  - Trade Shows or Exhibits
  - Translations
  - Website internationalization
  - Business Matchmaking
  - Industry Specific Certification i.e. (CE Marking)
- Priority: New Exporters & New Market Development
Contact the Minnesota Trade Office:

332 Minnesota Street, Suite E200
Saint Paul, MN 55101 USA

Trade Assistance Help Line:
(651) 259-7498