



# Doing Business in Minnesota

Ankara – Web Seminar – November 4, 2019

Izmir – Web Seminar – November 6, 2019

## Themes:

- 1) General Information About Minnesota
- 2) Why and How to Operate in Minnesota
- 3) Industries in Minnesota
- 4) How to Work with State Agencies

# General Information on Minnesota

- Population
  - 5.5m in State (Turkey is over 13x population)
  - 3.5m in Twin Cities (Minneapolis and Saint Paul)
- Population Centers
  - Turkey is 3.5x land size of Minnesota (Minnesota = United Kingdom)
  - Metro – 75 km x 75 km
  - Wheel of Cities – Rochester 120 km; Saint Cloud 100 km; Duluth 240 km
- International Connections
  - Daily flights to Europe
  - 100+ daily flights within U.S.
  - Daily flights to Asia/Canada/Mexico
  - Port of Duluth/Rail Connections

# General Information on Minnesota

- Headquarters for Business Leadership
  - Fortune 500 Companies – 3M, Donaldson, Dow Water Systems, EcoLab, Mortenson
  - Private Companies – Cargill
  - Companies with Headquarters Outside US – Pentair, Siemens, Suez
  - Start-ups – Ever expanding number of Start-Up Incubators and Accelerators
  - Diversity of Sectors – Clean Technology; Water Technology; Food and Ag; Advanced Manufacturing
- Dynamic Business Environment
  - Focused on the next set of solutions

# General Information on Minnesota

- Been Surrounded by Minnesota Your Whole Life



# Why and How to Operate in Minnesota

- Why?
  - Top 30 world economy
  - Commercial and Political Leadership
    - Well functioning government
    - Highest rankings on transparency and efficiency
  - Taxes
    - Single-Factor with No Throwback Rule
    - No Taxes on Machinery or Inventory

# Why and How to Operate in Minnesota

- Why? (continued)
  - Workforce
    - Highest educational attainment
    - Highest test scores
  - Commercial Leadership
    - Across Sectors

# Why and How to Operate in Minnesota

- How?
  - Simplicity
  - Neutral Treatment
  - Relationship-Based Location
  - Minnesota Trade Office

# Industries in Minnesota

## Core Industries

- Medical Technology
- Advanced Manufacturing
- Food and Agricultural Technology
- Green Technology
- Sensor Technology



# How to Work with State Agencies

- Communicate early
- Understand the resources at the national, state, regional, and city levels
- Figure out what works for your business and your limitations
  - If you are looking for customers, you might be too early
- Look at the entire ecosystem in each state



Thank You!

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