PARTNERSHIP IS BEHIND EVERYTHING WE DO

Partnership. It’s in our name and what we do. Our partnership, a collaboration of public-sector entities, private-sector companies, institutions, philanthropies, civic groups, and staff, have accomplished a great deal this year. We are proud to present the work of the hundreds of individuals who have come together to advance our region and make it a place where business and people continue to prosper.

EXPORT DEVELOPMENT

We worked with the U.S. Commercial Service and the Minnesota Trade Office to launch the region’s Export Development initiative. This program is aimed at identifying opportunities and making connections for companies in the region to leverage exports to increase sales and revenues.

MINNESOTA MEDICAL MANUFACTURING PARTNERSHIP (MMMP)

Our region leveraged the designation it received as an Investing in Manufacturing Communities Partnership (IMCP) by the U.S. Department of Commerce, to launch the Minnesota Medical Manufacturing Partnership. This partnership with St. Cloud, Mankato and Rochester is working to invigorate and evolve our region’s medical manufacturing prowess and strengthen the already vibrant medical device infrastructure.
INTRODUCED IN LATE 2015, MAKE IT. MSP.
MOVED INTO HIGH GEAR IMPLEMENTATION IN 2016.

With more than 100 partners throughout the region, the team worked to strengthen efforts to attract and retain talent. Some highlights include:

- Insight gathering from newcomers, professionals of color and tech professionals through a series of research studies and focus groups.
- A national perception study among professionals about the region as a place to live and work.
- Two out-of-region recruiting events in Chicago and Michigan.
- Welcomed 10,000 newcomers through civic partnerships such as St. Paul Hello, Newcomer Nosh, and Break the Bubble.
- Launched MSP Mingle with private-sector partners to build stronger community engagement among professionals of color.

CENTER CITIES COMPETITIVENESS INITIATIVE (CCCI) The partnership launched an initiative to strengthen economic prosperity in areas within our region. A strong core will drive regional prosperity. The cities of Minneapolis and Saint Paul, Hennepin and Ramsey counties, the Saint Paul Area and Minneapolis Regional Chambers of Commerce, the Saint Paul Port Authority and GREATER MSP will focus energy on executing an economic development strategy in North and Northeast Minneapolis, and Midway and the East Side of Saint Paul.
RESEARCH
Conducted a perception study among site selectors and C-suite executives to determine change in perceptions of the Greater MSP region after three years. Significant findings include 13% improvement in favorable perception of region’s business climate, 30% improvement of likelihood to consider the region for future projects, and increased incidence of positive business attributes (quality workforce, strong medical device/healthcare sector) associated with the region.

WE CREATED A NEW PARTNERSHIP THIS YEAR WITH THE MINNESOTA ORCHESTRA.
The GREATER MSP team was able to leverage the Minnesota Orchestra’s tour of Northern Europe to connect with over 50 businesses to demonstrate that our region is a great place to work and live.

THE RYDER CUP CAME TO HAZELTINE NATIONAL GOLF COURSE THIS YEAR. 
As the most viewed sporting event in the world, it gave great visibility to the region. GREATER MSP was able to connect with over 40 businesses in the course of the week.

REDESIGNED AND IMPROVED OUR WEBSITE GREATERMSP.ORG.
The website is cleaner, easier to navigate, and full of more information on how our region will help businesses prosper.

WE CREATED A NEW PARTNERSHIP THIS YEAR WITH THE MINNESOTA ORCHESTRA.
The GREATER MSP team was able to leverage the Minnesota Orchestra’s tour of Northern Europe to connect with over 50 businesses to demonstrate that our region is a great place to work and live.

THE RYDER CUP CAME TO HAZELTINE NATIONAL GOLF COURSE THIS YEAR. 
As the most viewed sporting event in the world, it gave great visibility to the region. GREATER MSP was able to connect with over 40 businesses in the course of the week.

REDESIGNED AND IMPROVED OUR WEBSITE GREATERMSP.ORG.
The website is cleaner, easier to navigate, and full of more information on how our region will help businesses prosper.
NATIONAL RECOGNITION
GREATER MSP obtained Accredited Economic Development Organization certification by the International Economic Development Council. We are one of only 50 certified partnerships in the world. The certification committee visited the region and interviewed over 50 members of the partnership and staff.

Received recognition from IEDC for Excellence in Economic Development for the Perception Study, and “Cold Latitude, Warm Attitude,” a publication developed for Make It. MSP. The latter also was recognized by the Economic Development Association of Minnesota.

REGIONAL INDICATORS DASHBOARD AND COMPETITIVENESS WORKING GROUP
Working in partnership with the Minnesota Chamber of Commerce, ULI Minnesota and Regional Council of Mayors, the Minnesota Business Partnership, the Metropolitan Council, the Itasca Project, the Saint Paul Area Chamber of Commerce, the Minneapolis Regional Chamber of Commerce and the McKnight Foundation, we refreshed the MSP Regional Indicators Dashboard and established the Regional Competitiveness Working Group to move the regional dashboard to action.

WATER SUMMIT
The 3rd Annual Water Summit was held at US Bank Stadium. Over 175 attendees heard presentations from DEED, the University of Minnesota and private sector leaders from the region.
SUMMING IT ALL UP
Our region celebrated Economic Development Week to recognize the importance of activities of economic development practitioners in the region. Activities included a Proclamation from Governor Dayton, visits by Deputy Secretary of Commerce Jay Williams and IEDC CEO Jeff Finkle, the launch of the Minnesota Medical Manufacturing Partnership and release of the Second Annual Regional Indicators Dashboard.
### 2016 Completed Regional Projects

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Location</th>
<th>Estimated Investment</th>
<th>Total Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>HEARTSIDE FOOD</strong></td>
<td>Food Beverage</td>
<td>Lakeville</td>
<td>$13,000,000</td>
<td>138</td>
</tr>
<tr>
<td><strong>CORPUS MEDICAL</strong></td>
<td>Medical Device Technology</td>
<td>Minnetonka</td>
<td>$1,300,000</td>
<td>33</td>
</tr>
<tr>
<td><strong>FREESURE</strong></td>
<td>Medical Device Technology</td>
<td>Minneapolis</td>
<td>$775,000</td>
<td>30</td>
</tr>
<tr>
<td><strong>GRAPHIC PACKAGING</strong></td>
<td>Packaging</td>
<td>Minneapolis</td>
<td>$4,000,000</td>
<td>30</td>
</tr>
<tr>
<td><strong>HEARTSIDE FOOD</strong></td>
<td>Food Beverage</td>
<td>Minneapolis</td>
<td>$1,300,000</td>
<td>33</td>
</tr>
<tr>
<td><strong>IMPROVED MEDICAL INSTRUMENTS</strong></td>
<td>Medical Device Technology</td>
<td>Minneapolis</td>
<td>$500,000</td>
<td>30</td>
</tr>
<tr>
<td><strong>STREAMWORKS</strong></td>
<td>Software</td>
<td>Minneapolis</td>
<td>$8,500,000</td>
<td>150</td>
</tr>
<tr>
<td><strong>WAGNER SPRAY TECH CORPORATION</strong></td>
<td>Manufacturing</td>
<td>Minneapolis</td>
<td>$250,000</td>
<td>25</td>
</tr>
</tbody>
</table>

**Note:** Details include companies that had significant expansions or relocations within the MSP region in 2016. This highlights the importance of the region as a hub for advanced manufacturing, healthcare, and technology industries.
The partnership launched an initiative to strengthen economic prosperity in areas within our region. A strong core will drive regional prosperity.

The cities of Minneapolis and Saint Paul, Hennepin and Ramsey counties, the Saint Paul Area and Minneapolis Regional Chambers of Commerce, the Saint Paul Port Authority and GREATER MSP will focus energy on executing an economic development strategy in North and Northeast Minneapolis, and Midway and the East Side of Saint Paul.

**31 PROJECTS**
**2,153 DIRECT JOBS**

**Health & Life Sciences**
- 250

**Headquarters & Business Services**
- 771

**Food & Water Solutions**
- 498

**Finance & Insurance**
- 34

**Advanced Manufacturing & Technology**
- 600

**$68,144 ANNUAL SALARY**

The Ryder Cup came to Hazeltine National Golf Course this year. As the most viewed sporting event in the world, it gave great visibility to the region. GREATER MSP was able to connect with over 40 businesses in the course of the week.

GREATER MSP was able to connect with over 50 businesses to demonstrate that our region is a great place to work and live.

**$688.4 MILLION CAPITAL INVESTMENT**

**Health & Life Sciences**
- $18.8M

**Food & Water Solutions**
- $134.0M

**Advanced Manufacturing & Technology**
- $162.6M

**Headquarters & Business Services**
- $68.2M

**Finance & Insurance**
- $304.7M

**2016 COMPLETED REGIONAL PROJECTS**

**31 PROJECTS**
**2,153 DIRECT JOBS**

**Finance & Insurance**
- $304.7M

**Advanced Manufacturing & Technology**
- $162.6M

**Headquarters & Business Services**
- $68.2M

**Food & Water Solutions**
- $134.0M

**Health & Life Sciences**
- $18.8M

**$688.4 MILLION CAPITAL INVESTMENT**

*Preliminary 2016 estimates*