Partnership. It’s a word so common in business today it’s almost lost its meaning. And yet it is core to everything we do. At its core, it’s about people with complimentary skills working to increase the opportunities for all, working together and sharing the successes and liabilities of a venture. It allows us to think bigger, to aspire for more, to creatively find new solutions to the world’s challenges, and to take our place as a great global region.

When the Itasca Project launched GREATER MSP, the vision was to create the sort of partnership we have today. There was so much great work being done in the region to promote its economic health and vitality. We knew this was a great place to do business. Our many businesses, from Fortune 500s, to entrepreneurs, to mid-sized, to non-profits, and all in-between knew it. The public sector was working hard to provide a business climate that delivered what businesses and people needed to prosper. And yet we were one of the world’s best-kept secrets. The Itasca Project team wanted to highlight and leverage all this great work so that the region’s economy would grow and our citizens would continue to enjoy an unparalleled quality of life.

And so the partnership was formed. The GREATER MSP organization was created to provide connectivity between all the work that was being done. To draw attention to the region as a place to do business. To identify areas where our region’s product could be improved and convene teams to improve it. And when necessary, to be an extra set of hands to help businesses expand.

Last fall we celebrated a major milestone: five years of operation. Together we have added over 25,000 jobs and $3.2 billion in capital investment to the region. We saw in the results of our region’s perception study that between 2012 and 2015, perceptions of our region’s business climate among site selectors and C-suite executives improved by 13%, and likelihood of them considering our region for a future project increased by 30%. Hundreds of individuals came together to address opportunities for the region in talent attraction and retention, for medical manufacturing, to drive export growth, and to invest in our core cities, among others. We saw people using new tools and insights to understand where our region could improve. In short, the partnership is doing what was intended to do. Through your combined passion, energy, and effort, we have ignited an explosion of creativity and productivity to move the region forward.

Partnerships are only as strong as the people in them. Fortunately our region has great thinkers and visionaries. We thank you for your dedication. History has shown that determined people working together can accomplish great things. We are proud to work with you and look forward to shared prosperity in the region.
TOGETHER WE PROSPER

2016 Performance
By leveraging a diverse range of strengths, shared vision, and uncommon commitment, we continue to grow a world-class economy where business and people prosper.

31
2016 Total Projects

$688.4M
2016 Total Capital Investment

2,153
2016 Total Direct Jobs

$68,144
Average Annual Salary

CELEBRATING 5 YEARS. HIGHLIGHTS FROM THE 2016 ANNUAL MEETING.

In November, GREATER MSP held its sixth Annual Meeting at the new U.S. Bank Stadium. Our theme, "Visionaries", celebrated five years of uncommon collaboration. With over 1,000 attendees, it was the largest meeting yet, demonstrating the partnership’s vitality and collective desire to elevate and advance our region. Through our combined efforts, we’ve added over 25,000 jobs and $3.2 billion in capital investment to Greater MSP. During the evening, visionaries from our region’s food, water, and health solutions sectors spoke about our leadership and future in these key industries; and the event was capped with a video highlighting our region’s great potential. We know that together, we’re ready for the next five years.
This year, the International Economic Development Council (IEDC) granted GREATER MSP Accredited Economic Development Organization certification, making us one of only 50 certified partnerships in the world. Receiving this distinction after a mere five years in operation was an additional honor.

While this accreditation recognizes GREATER MSP as a best-in-class organization, it also acknowledges the accomplishments of our partners and our region – our combined efforts to establish and reach shared goals and grow widespread prosperity.

The IEDC interviewed more than 30 partners before granting the accreditation. We are grateful for their confidence and support, and extend our gratitude for their continued dedication to our region’s success.

GREATER MSP also received IEDC recognition for Excellence in Economic Development for our Perception Study (see page 12), and “Cold Latitude, Warm Attitude,” a publication developed for Make It. MSP. to celebrate winter. The latter was also recognized by the Economic Development Association of Minnesota.
Regional Partners Help Uponor Expand in Apple Valley

The importance of partnership in business is a given, and the Greater MSP region isn’t unique in that it builds alliances to improve prosperity. What may be unique is the cross-industry representation—the extent to which we work across municipal boundaries and leverage the expertise of leaders beyond the expected state and municipal players.

This inclusive approach allows our region to offer a more seamless development experience. We don’t pit cities or people against one another. Instead, we speak with a more singular voice and act accordingly, which minimizes fragmented economic development efforts. This makes doing business here—and growing that business—much easier.

For example, Uponor recently completed its ninth expansion in Apple Valley. Partners including the Minnesota Department of Employment and Economic Development (DEED), the City of Apple Valley, the Apple Valley Chamber of Commerce, and GREATER MSP all helped us make the decision to grow here rather than elsewhere. Each partner came to the table with unique perspectives and tools, and then worked collaboratively to help us understand our options. The Apple Valley Chamber demonstrated that they very much appreciated us and offered assistance. They brokered a meeting with DEED, where we explored further possibilities. We also worked with a consultant who helped us compare offers from our region and other areas. We looked to the unique work GREATER MSP is doing around the growing talent shortage—one of the most critical issues all businesses face. In fact, we joined its Partner Advisory Council in part because of our alignment on the need to develop an exceptional regional employer brand and a robust workforce pipeline. The Make It. MSP. initiative has expanded our notion of partnership by drawing on the energy and insights of an incredible number of stakeholders. Together, we’re working to ensure our region will have the human capital we all need to be successful.

It doesn’t always make sense for a company to expand in place, but because of our pool of existing talented and passionate employees, the coordinated input of so many partners, and transparent dialog about our options, we were able to make the right decision. And, for Uponor, it was most advantageous to stay right here.
TOGETHER WE ATTRACT

MAKE IT. MSP.
KATHLEEN GULLICKSON, DIRECTOR, TALENT ACQUISITION, BEST BUY

A collaborative effort that’s unique in its breadth of partners, Make It. MSP. includes a group of Human Resources leaders who have worked together to form an authentic, captivating story about our region – despite coming from competing organizations. We realized we shared the same challenge and could reach a better solution together than on our own. And today we’re sharing our region’s story like never before through makeitmsp.org.

Since its launch in 2015, the site has offered a central hub for regional information and resources; a place where candidates and families considering relocation can see what living here really looks like.

Last year, we took our talent attraction and recruitment efforts a step further, conducting primary research into what motivates three key candidate groups: Newcomers in general, Professionals of Color, and Tech Professionals.

Why do they choose to come here? Why do they choose to leave, and how can we reverse that trend? What are their perspectives? Their concerns? Many of us have lived here a long time, so we’re already connected to family and friends. How do we make it easy for new residents to develop lasting connections?

THROUGH OUR FINDINGS, ORGANIZATIONS LIKE BEST BUY ARE CHANGING THEIR TALENT STRATEGIES.

Through our findings, organizations like Best Buy are changing their talent acquisition and retention strategies. By better understanding these candidates’ mindsets, we’re developing new tactics to create more inclusive environments internally. But we also know how important life is outside of work. So we’ve developed a range of resources to help them succeed in the community as well.

Knowledge sharing among Make It. MSP. partners has been exceptional. We’re testing ideas and then reporting back on what’s worked – and what hasn’t – so others can refine their efforts. Leaders from companies that would otherwise be hiring the same talent are collaborating to improve the pool for us all. Because the stronger we are as a business community, the stronger we are as a region.

THANK YOU. A special thank you to the thousands of individuals and hundreds of businesses and organizations who have worked on Make It. MSP. – a truly groundbreaking workforce initiative.
THOR COMPANIES INVESTS IN NORTH MINNEAPOLIS

Our region only prospers when all who live and work here succeed. So, it’s vital that we continue to invest in core-urban cities like North Minneapolis.

Last year, Hennepin County led the way with a decision to fund expansion at NorthPoint on Penn Avenue. This commitment provided an economic foundation for the neighborhood that allowed THOR Companies to join in.

In 2018, we’ll be opening a new, mixed-use headquarters in the neighborhood where our founder, Richard Copeland, grew up. Designed and built by THOR, it will include important sustainability features, pedestrian-focused streetscapes, and a parking ramp that will be shared by NorthPoint.

Creating shared prosperity is at the core of THOR’s mission. To that end, the building will also be home to an on-site minority innovation and entrepreneur hub. Target Corporation has shown its support for our vision by signing on as a strategic partner and master leaseholder. They’ll sublet space to local, mission-driven organizations so that together, we can maximize business opportunities for the folks who live here.

Imagine having free parking, an affordable office space, and a community in place so you have more resources to grow your organization and make an impact. That’s our focus.

We’re hoping this building will inspire other investors to come forward as well, creating a ripple effect that includes positive impacts on housing, additional neighborhood improvements, and new connections between North Minneapolis and the Greater MSP economy.

BUILDING THE WORKPLACE OF THE FUTURE
RAVI NORMAN, CEO, THOR COMPANIES

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TOGETHER WE ELEVATE

THOR COMPANIES & CENTER CITIES COMPETITIVENESS INITIATIVE

This collaborative project is aimed at building a strong urban core by accelerating job creation and capital investment in central city neighborhoods. The initial focus will be on economic development in North and Northwest Minneapolis, and Midway and the East Side of Saint Paul.
I like to say that Minnesota is the best part of Sweden. People in both places are energized by collaboration and committed to helping entrepreneurs succeed. This was certainly the case when GREATER MSP and the Swedish American Chamber of Commerce brought a Swedish delegation to visit our headquarters. They recognized our services might be of value to Swedish-based AstraZeneca and worked together to coordinate an introduction.

Through that meeting and subsequent discussions, AstraZeneca sent a team to visit as well. Soon, I was invited to speak at a U.S./Sweden trade summit, and it was there I met the company’s CEO. He was looking to enter the digital customer solutions space and was convinced MentorMate could help. He asked me what it would take for us to open an office in Sweden, and I said it was very simple, “Become our client.” They did.

Today, we actually do have that Swedish office. The CEO of AstraZeneca’s BioVentureHub went above and beyond to help make the expansion happen, and we’ve now secured a second, larger contract with the company.

There are many advantages to operating globally. We’re proud to employ top talent, which we’ve recruited from Bulgaria and Sweden, as well as the United States. And we believe our clients abroad could engender valuable relationships for GREATER MSP, which would enhance our economy. We have recently acquired clients in the United Kingdom and the Netherlands as well.

While we already had an international workforce, we hadn’t planned on expanding operations into Sweden. But our region’s commitment to collaboration set the wheels in motion. Partners here connected the dots, then worked on our behalf to create an opportunity. By capitalizing on that initial introduction, we were able to enter an important new market.

MENTORMATE helps companies bring digital ideas to market faster by thinking big, designing smart and building fast. It employs over 400 co-workers in seven offices worldwide.

In order to identify and enable new export opportunities, GREATER MSP launched our region’s Export Development initiative. Through this program we’ll make connections that allow regional companies to leverage exports to increase sales and revenues.

THANK YOU TO OUR PARTNERS:
We’d like to acknowledge our partners at the U.S. Commercial Service and the Minnesota Trade Office, who were instrumental to our Export Development launch.
Together We Discover

Whether we’re teaming up to attract top talent or helping companies better understand the benefits of doing business in our region, we rely on data to tell our story. In fact, conducting vital primary research and sharing the resulting insights have been hallmark activities of our partnership.

Make it. MSP. Research

Our workforce research gives employers the data they need to take informed action around attracting and retaining top talent, a key emerging concern for our region.

Research in Action: Corvida Medical

When Corvida Medical was exploring locations, the GREATER MSP research team demonstrated one of the benefits of doing business here – our workforce is exceptionally well qualified to maximize med-device production quality standards. With help from the city of Eagan and the MN Department of Employment and Economic Development, Corvida is now thriving in our region.

Regional Latency Report

GREATER MSP partnered with NEF Fiber to conduct a study on latency for the region. Latency refers to the speed at which data is transferred between markets. The results show that our region enjoys abundant connectivity and the speeds required by our diverse regional industries. Businesses located here will find world-leading data transfer capabilities.

Regional Indicators Dashboard

For the second year, this set of shared metrics is tracking the region’s change on critical economic, environmental, and social outcomes to help improve competitiveness. The Regional Competitiveness Working Group will use this data to prioritize areas of regional product improvement. Access the dashboard at greatermsp.org/regionalindicatordashboard.

Thank you to our partners: Many thanks for our partners’ continued contributions to the success of this Dashboard: Itasca Project, Metropolitan Council, Minneapolis Regional Chamber of Commerce, Minnesota Business Partnership, Minnesota Chamber of Commerce, Minnesota Philanthropy Partners, Saint Paul Area Chamber of Commerce, The McKnight Foundation, ULI/Minnesota Regional Council of Mayors.
ACUCRAFT | Big Lake
Estimated Investment: $1.3M
Total Jobs: 32
When this designer and manufacturer of gas and wood fireplaces needed to expand and renovate operations, it moved to a new facility in Big Lake.

Thank you to our partners: City of Big Lake, Minnesota Department of Employment and Economic Development (DEED), Sherburne County

BIOMERICs | Brooklyn Park
Estimated Investment: $11.3M
Total Jobs: 120
A leading medical device contract manufacturer, the company is expanding into a new state-of-the-art facility designed for the development and manufacturing of advanced catheters and device leads.

Thank you to our partners: City of Brooklyn Park, DEED, Medical Alley Association, Scannell Properties

CALYXT | Roseville
Estimated Investment: $15M
Total Jobs: 81
Calyxt, a subsidiary of a Paris-based gene-editing company, is moving its North American HQ to Roseville.

Thank you to our partners: City of Roseville, DEED, French American Chamber of Commerce, Medical Alley Association, Ramsey County, University Enterprise Laboratories, Xcel Energy Inc

CLIMATECH | Eden Prairie
Estimated Investment: $6.6M
Total Jobs: 60
When the company needed to relocate due to construction of light rail, it explored many areas before choosing Eden Prairie.

Thank you to our partners: City of Eden Prairie, Cushman & Wakefield Northmarq LLC, DEED, Xcel Energy Inc

CODE42 | Minneapolis
Estimated Investment: $1M
Total Jobs: 160
Looking to adjust its footprint to accommodate workforce changes, the company chose a new location in Minneapolis.

Thank you to our partners: CBRE, City of Minneapolis, DEED

CORVIDA MEDICAL | Eagan
Estimated Investment: $3.1M
Total Jobs: 30
Corvida design, develop, and implement fully automated injection molding assembly lines at the Eagan facility, as well as in-line blader assembly and on-site packaging.

Thank you to our partners: City of Eagan, Medical Alley Association, DEED

DATA CENTER | Eagan
Estimated Investment: $12M
Total Jobs: 8
The company will be relocating and expanding its existing data center in Eagan.

Thank you to our partners: CBRE Databank, City of Eagan, Dakota Electric Association, DEED, Great River Energy

FREUDENBERG MEDICAL | Minnetonka
Estimated Investment: $1.1M
Total Jobs: 15
Freudenberg Medical is expanding its medical manufacturing facility.

Thank you to our partners: City of Minnetonka, DEED

FRSSECURE | Minnetonka
Estimated Investment: $775K
Total Jobs: 18
A full-service information security management company, it is moving its HQ in order to expand its workforce and customer base.

Thank you to our partners: City of Minnetonka, Jones Lang LaSalle, DEED

GRAPHIC MEDICAL | Medina
Estimated Investment: $4.1M
Total Jobs: 20
This innovative packaging manufacturer is expanding in Medina.

Thank you to our partners: City of Medina, DEED

HEARTSIDE FOOD SOLUTIONS | Lakeville
Estimated Investment: $13M
Total Jobs: 138
The company is adding a new production line and expanding its operations.

Thank you to our partners: City of Lakeville, Laketown, Hickey & Associates LLC, DEED, Xcel Energy Inc

IMPEDMED | Bloomington
Estimated Investment: $500K
Total Jobs: 50
This manufacturer of bioprecision devices established an office to leverage the region’s strength in medical device technology.

Thank you to our partners: CBRE, City of Bloomington, DEED, Medical Alley Association

ITASCA TECHNOLOGY | Minnetonka
Estimated Investment: $1M
Total Jobs: 16
Creation of an Acerel design center will support the Asia-based firm’s U.S. customers.

Thank you to our partners: City of Minnetonka, DEED, Minnesota Trade Office

LAND O’LAKES INC | Arden Hills
Estimated Investment: $120M
Total Jobs: 300
Expansion of existing HQ to allow for business growth and new employees.

Thank you to our partners: City of Arden Hills, Cresa Partners, DEED, Incenesis Group, McGough Co, Mounds View Public Schools, Ramsey County, Saint Paul Area Chamber of Commerce, Xcel Energy Inc

MANUFACTURING PARTNERS INC | Becker
Estimated Investment: $4.265M
Total Jobs: 10
New customer contracts necessitated the company to move and expand its operations to Becker.

Thank you to our partners: City of Becker, CMDC, DEED, Sherburne County

MATTISIA | Minneapolis
Estimated Investment: $100K
Total Jobs: 50
This Seattle-based management consulting firm specializing in business intelligence, ERP (SAP), digital product management, agile transformation and IT, opened an office in Minneapolis.

Thank you to our partner: City of Minneapolis, DEED

MILLIENNIUM PHARMACEUTICALS | Brooklyn Park
Estimated Investment: $90M
Total Jobs: 195
Takeda, the largest pharmaceutical manufacturer in Japan, opened its first U.S. operation in Brooklyn Park.

Thank you to our partners: City of Brooklyn Park, DEED, Minnesota State University, PharmAllSource Realty LLC, Xcel Energy Inc

MOTION SYSTEMS | Plymouth
Estimated Investment: $2.1M
Total Jobs: 100
The fast-growing digital marketing and customer measurement agency will expand to a new building in Minneapolis.

Thank you to our partners: Carlson Commercial, City of Minneapolis, DEED

PREMIER MARINE INC | North Branch
Estimated Investment: $12M
Total Jobs: 30
The company is looking to consolidate operations from multiple locations into two in North Branch.

Thank you to our partners: Chisago County HRA-EDA, City of North Branch, DEED, Wetz-MN

PRUDENTIAL INSURANCE CO | Plymouth
Estimated Investment: $54M
Total Jobs: 5
The company is constructing a new data center in Plymouth.

Thank you to our partners: City of Plymouth, Michaud Cooley Erickson, DEED, Wright-Hennepin Cooperative Electric Association

RMS COMPANY | Coon Rapids
Estimated Investment: $16.9M
Total Jobs: 150
The international supplier and contract manufacturer is expanding an expansion at its current facility in Coon Rapids.

Thank you to our partners: ikke, City of Coon Rapids, DEED, Medical Alley Association

SANNO | St. Louis Park
Estimated Investment: $750K
Total Jobs: 85
A health IT company, now expanded its space and added jobs in St. Louis Park.

Thank you to our partners: City of St. Louis Park, DEED, Medical Alley Association

THE ORIGINAL CAKERIE | Saint Paul
Estimated Investment: $500K
Total Jobs: 30
This international manufacturer of high quality frozen desserts has established its Executive Office in downtown Saint Paul.

Thank you to our partners: City of Saint Paul, DEED, Winthrop Commercial

OVATIVE GROUP | Minneapolis
Estimated Investment: $2.1M
Total Jobs: 100
The fast-growing digital marketing and customer measurement agency will expand to a new building in Minneapolis.

Thank you to our partners: Carlson Commercial, City of Minneapolis, DEED

WAGNER SPRAY TECH CORPORATION | Plymouth
Estimated Investment: $8.4M
Total Jobs: 66
The company is renovating and expanding its HQ in Plymouth.

Thank you to our partners: CBRE, City of Plymouth, DEED, Welsh Companies

WAGNER SPRAY TECH CORPORATION | Otsego
Estimated Investment: $115M
Total Jobs: 12
A manufacturer and marketer of surface preparation and finishing products expanded its operation in Otsego.

Thank you to our partners: City of Otsego, City of Plymouth, DEED, Welsh Companies

WHEN I WORK | Minneapolis
Estimated Investment: $250K
Total Jobs: 75
This SaaS based communication and collaboration platform is moving and expanding its headquarters to Minneapolis following a successful round of venture capital funding.

Thank you to our partners: CBRE, City of Minneapolis, DEED
TOGETHER WE CONNECT

One of our goals is to enhance the already outstanding economic development efforts of our public and private-sector partners. To that end, we are constantly working to build local and global relationships that broaden their reach and scope of influence.

THE RYDER CUP
As the most viewed sporting event in the world, The Ryder Cup gave us enormous visibility. We were able to connect with more than 40 businesses during the weeklong event held at Hazeltine National Golf Course.

MINNESOTA ORCHESTRA TOUR
We created a new partnership with the Minnesota Orchestra in 2016. By leveraging its Northern Europe tour, we connected with over 50 businesses to show them why our region is a great place to work and live.

BUSINESS RETENTION AND EXPANSION (BR&E)
Each year our BR&E team pays calls on scores of businesses to advance relationships, gather information, and provide assistance. In 2016, we completed over 900 visits, launching conversations that will lead to future regional growth.

TRAVEL AND CONFERENCES
We’re more effective when we create broad visibility, and in 2016 our partners helped us reach audiences worldwide. In 2016 we attended 36 domestic and 18 foreign markets, and visited cluster-specific trade shows including The Advanced Medical Technology Association (Advamed), Healthcare Information and Management Systems Society (HIMSS), Medica (the world’s largest medical trade fair), and Hannover Messe (the world’s leading trade fair for industrial technology).

MINNESOTA MEDICAL MANUFACTURING PARTNERSHIP
In 2015, the U.S. Department of Commerce designated our region an Investing in Manufacturing Communities Partnership (IMCP). This year we leveraged that distinction to launch the Minnesota Medical Manufacturing Partnership (MMMP) with St. Cloud, Mankato, and Rochester. Together, we’re working to invigorate and evolve our region’s medical manufacturing prowess and strengthen our already vibrant medical device infrastructure.

THANK YOU TO OUR PARTNERS: We are deeply grateful for the contributions of more than 100 individuals who worked together to make exceptional Medical Manufacturing partnership a reality.

WEBSITE UPDATE
Our website is a key hub for the dissemination of the data we gather and receives over 53,000 visitors each year. In 2016, the site was redesigned to be cleaner and easier to navigate, and provide even more information on how our region can help businesses prosper.
TOGETHER WE ENVISION

So what’s next for our partnership and our region? Our 2016 achievements set the stage for many new and ongoing initiatives including:

**MSP REGIONAL AIR SERVICES PARTNERSHIP**
Globally competitive air service, and a world-class facility to support it are critical to our economy and quality of life, and a top priority for businesses exploring where to invest and locate facilities and employees. This private-sector led initiative, formed in partnership with public and institutional leaders in the Greater MSP region, will ensure globally competitive air service by providing support to the Metropolitan Airports Commission and to airlines that currently serve or are seeking to serve the Minneapolis Saint Paul International Airport.

**BIG-LEAGUE VISIBILITY**
In the next couple years, our region will host both the Super Bowl and Final Four and will be visited by thousands of media professionals who will help us tell our story. They’ll see what we already know: Greater MSP is a diverse community with outstanding quality of life, friendly people, and weather that never slows us down. U.S. Bank Stadium will be the centerpiece of both events and will showcase the commitment of our business community to spectators worldwide.

**STRATEGIC PLAN**
Developed three years ago, our Strategic Plan was intended to guide us for 3-5 years. Now that we’re past the mid-point of that timeframe, we’re taking the opportunity to revisit the plan, and check in on how our region’s economy has changed and how are we changing in response. While we won’t be drafting an entirely new plan, a board committee will work through the summer to identify new opportunities, including how to:

- **ACCELERATE REGIONAL STRATEGY IMPLEMENTATION**
- **REFRESH THE VALUE PROPOSITION OF THE PARTNERSHIP**
- **REVIEW STRATEGIC COMMUNICATION BOTH INTERNAL & EXTERNAL**
### GREATER MSP 2016 FINANCIAL RECAP

**YEAR ENDING DECEMBER 31, 2016**

<table>
<thead>
<tr>
<th>Statement of Activities</th>
<th>2016 Actuals (000) Unaudited</th>
<th>2015 Actuals (000) Audited</th>
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<tbody>
<tr>
<td>Revenues</td>
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<tr>
<td>Expenses</td>
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<td>Net Asset Increase</td>
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<td>$262</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Statement of Financial Position</th>
<th>2016 Actuals (000) Unaudited</th>
<th>2015 Actuals (000) Audited</th>
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<td>Assets</td>
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<td>Current Assets</td>
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<td>Fixed Assets, Net</td>
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<tr>
<td>Liabilities and Net Assets</td>
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<td>Liabilities</td>
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<tr>
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<td>Unrestricted Net Assets</td>
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<td>$1,949</td>
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*GREATER MSP 2016 FINANCIAL RECAP YEAR ENDING DECEMBER 31, 2016*
2016-2017 GREATER MSP BOARD OF DIRECTORS

Through unwavering commitment and a willingness to share their expertise and connections, our outstanding board members have helped our region drive unprecedented success. Your vision and friendship have been of great benefit to us all. Thank you.
2016 INVESTORS

The commitment of our investors positions the Greater Minneapolis Saint Paul region to lead the world in solving its most important challenges, now and in the future. Your collaborative spirit and confidence in our vision makes this a truly remarkable place to live and work. Thank you.

ANDERSEN CORPORATION
ANOKA COUNTY
API GROUP, INC.
APGEE ENTERPRISES, INC.
ARPWAVE, LLC
ASSOCIATED BANK
AUGSBURG COLLEGE
AVISON YOUNG
BANK OF AMERICA
MERRILL LYNCH
BARR ENGINEERING COMPANY
BEST BUY CORPORATION
BMO HARRIS
BNSF RAILWAY
BOMA - MINNEAPOLIS
BRAUN INTERTEC CORPORATION
BREMER BANK
BRIGGS AND MORGAN
BWWB ARCHITECTS
C.H. ROBINSON WORLDWIDE INC.
CARDINAL GLASS INDUSTRIES, INC.
CARGILL, INC.
CARRVER COUNTY

CATHOLIC CHARITIES OF ST. PAUL & MINNEAPOLIS
CBRE, INC.
CENTERPOINT ENERGY
CENTURYLYNK
CHISAGO COUNTY
CHS INC.
CITY OF APPLE VALLEY
CITY OF BLOOMINGTON
CITY OF BROOKLYN PARK
CITY OF BURNSVILLE
CITY OF CHASKA
CITY OF EAGAN
CITY OF EDINA
CITY OF MINNEAPOLIS
CITY OF MINNETONKA
CITY OF ROSEMOUNT
CITY OF SAINT PAUL
CITY OF ST. LOUIS PARK
CITY OF WEST SAINT PAUL
COMCAST
CONNEXUS ENERGY

CRESA MINNEAPOLIS
CSM CORPORATION
CUNINGHAM GROUP ARCHITECTURE INC.
DAKOTA COUNTY
DAKOTA ELECTRIC ASSOCIATION
DCI TECHNOLOGY HOLDINGS
DELTOITTE
DELTA AIR LINES INC.
DELUXE CORPORATION
DISTRICT ENERGY ST. PAUL
DLR GROUP
DORSEY & WHITNEY, LLP
ECOLAB
ELION PARTNERS
ERNST & YOUNG
FAEGRE BAKER DANIELS
FEDEX CORPORATION
FRATTALONE COMPANIES, INC.
FREDRIKSON & BYRON, P.A.
GALLAGHER BENEFIT SERVICES, INC.
GENERAL MILLS
GOFF PUBLIC

GRANT THORNTON
GREAT RIVER ENERGY
HEALTHPARTNERS
HENNEPIN COUNTY
HGA ARCHITECTS & ENGINEERS
HORWITZ INC.
HUBBARD BROADCASTING, INC.
IAG COMMERCIAL
ISANTI COUNTY
JEFFERSON LINES
KGP LOGISTICS
KFMG
KRAUS-ANDERSON COMPANIES
LAND O’LAKES INC.
LEO A DALY
LOUCKS
M.A. MORTENSEN COMPANY
MALL OF AMERICA
MAYO CLINIC
MCDOUGH
MCGRAN SHEA CARNIVAL STRAUGHN & LAMB
MCKINSEY & COMPANY
MERCER
METROPOLITAN AIRPORTS COMMISSION
METROPOLITAN ECONOMIC DEVELOPMENT ASSOCIATION (MEDA)
MIDO
MINNEAPOLIS AREA ASSOCIATION OF REALTORS
MINNESOTA HISTORICAL SOCIETY
MINNESOTA STATE
MINNESOTA VIKINGS
MINNESOTA WILD
NELSON WORLDWIDE, INC.
NTH INC.

OLIVER WYMAN
OPUS HOLDING LLC
PARSONS ELECTRIC
PATTERSON COMPANIES, INC.
PENTAIR, INC.
POHLAD COMPANIES
CAROUSEL MOTOR GROUP
CUSHMAN & WAKEFIELD
I NORTHMARQ
JB HUDSON JEWELERS
MINNESOTA TWINS
NORTHERN LIGHTS BROADCASTING, LLC
NORTHMARQ CAPITAL
RIVER ROAD ENTERTAINMENT
UNITED PROPERTIES
POLARIS FOUNDATION
PRIME DIGITAL ACADEMY
PWC
QUANEX BUILDING PRODUCTS
RAMSEY COUNTY
RBC WEALTH MANAGEMENT
RJM CONSTRUCTION
RSP ARCHITECTS
RUSSELL REYNOLDS ASSOCIATES
RYAN COMPANIES US, INC.
SAINT PAUL PORT AUTHORITY
SALO, LLC
SCOTT COUNTY
CITY OF BELLE PLAINE
CITY OF ELKO NEW MARKET
CITY OF JORDAN
CITY OF NEW PRAGUE
CITY OF PRIOR LAKE
CITY OF SAVAGE
CITY OF SHAKOPEE
SECURIAN FINANCIAL GROUP
SEH

SHAKOPEE MDEWA KANTON SIOUX COMMUNITY (SMSC)
SHERBURN COUNTY
SIBLEY COUNTY
SMITHS MEDICAL
SPENCER STUART
ST. PAUL PIONEER PRESS
STAR TRIBUNE MEDIA COMPANY
STEVEN DOUGLAS
SWANSON AND YOUNGDALE, INC.
TARGET
THE MCKNIGHT FOUNDATION
THE MINNEAPOLIS FOUNDATION
THE SAINT PAUL FOUNDATION
THE TRAVELERS COMPANIES
THE VALSAR CORPORATION
THOMSON REUTERS
THOR COMPANIES
THRIVENT FINANCIAL
U.S. BANCORP
UNITEDHEALTH GROUP
UNIVERSITY OF MINNESOTA
UNIVERSITY OF ST. THOMAS
UPONOR
UPS
WASHINGTON COUNTY
WEBER SHANDWICK
WELLS FARGO BANK
WELSH & COLLERS INTERNATIONAL
MINNEAPOLIS - ST. PAUL
WERNER ELECTRIC
WRIGHT COUNTY
WSB & ASSOCIATES, INC.
XCEL ENERGY INC.
Our Council includes a unique combination of private, public, nonprofit, and academic leaders involved in the economic development of our region. Together, they provide core insights and support to our Board of Directors and are instrumental to the implementation of our strategic plan. Many thanks to this year’s members.

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NTH Inc.

CO-CHAIR: VICTORIA REINHARDT  
Ramsey County

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Minnesota High Tech Association

BILL BLAZAR  
Minnesota Chamber of Commerce/Grow MN

PAUL CERKVENIK  
Minnesota Private College Council

GREG CHAMBERLAIN  
Xcel Energy

STACY CRAKES  
Scott County Association for Leadership & Efficiency

STEVE CRAMER  
Minneapolis Downtown Council

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Metropolitan Airports Commission

CAREN DEWAR  
U of Minnesota

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Metro Mold & Design

WAYNE ELAM  
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Hennepin County

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JEREMY HANSON WILLIS  
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City of Edina/Regional Council of Mayors

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Enterprise Minnesota

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Economic Development Association of Minnesota

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St. Paul Area Chamber of Commerce

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City of Roseville

SHAYE MANDLE  
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Itasca Project

KEVIN WETHERRELL  
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City of Bloomington

HEATHER WORTHINGTON  
Ramsey County

ERIK THORBY  
Anoka County

ROXY TRAXLER  
Sibley County SEEDCO

MARTHA WEAVER  
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CHARLIE WEAVER  
Minnesota Business Partnership

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City of Bloomington

HEATHER WORTHINGTON  
Ramsey County

DAN VIANE  
U.S. Bancorp/BOMA

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Executive Vice President

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Marketing Specialist

MIKE BROWN  
Vice President, Marketing & Communications

JODI DORMANN  
Administrative Assistant to Cecile Bedor

JENNIFER ERICKSON  
Export Development Manager

PETER FROSCH  
Vice President of Strategic Partnerships

GENE GODDARD  
Director of Business Investment

DAVID GRIGGS  
Vice President, Business Investment and Research

MAURICE HARRIS  
Research Analyst

MORGAN HILL  
Project Coordinator

JUDY JOHNSON  
Director of Investor Relations

BETSY KAPP  
Administrative Assistant, Business Investment

MICHAEL LANGLEY  
CEO

MARY JO LEWIS  
Office Manager / Executive Assistant to Michael Langley

MATT LEWIS  
Strategy Manager

MEGAN BARNETT-LIVGARD  
Business Retention & Expansion Manager

MICKI MATHIESEN  
Controller

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Anoka County

BEVERLY SCHNEIDER  
Sibley County SEEDCO

MARTHA WEAVER  
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Ramsey County

DAN VIANE  
U.S. Bancorp/BOMA
TOGETHER
WE SHARE
A VISION

OUR ACTIVITIES ARE DRIVEN BY A POWERFUL STATEMENT OF ASPIRATION:
The Greater Minneapolis Saint Paul region will lead the world in solving its most important challenges for the future. Safe and abundant food, clean water, and health solutions will drive the global economy in the coming years. The Greater MSP region is the leader in these technologies and industries and has the R&D, financial, and business services infrastructure to support them. Our highly educated and culturally connected workforce will create that business success. Our quality of life and social collaboration will sustain that success.

BUSINESSES PROSPER HERE. PEOPLE PROSPER HERE.