A LEADER IN AGRICULTURE EQUIPMENT MANUFACTURING AND FOOD PROCESSING INDUSTRY

The Greater MSP region enjoys a robust agriculture processing and equipment manufacturing network. The region is home to one of the most skilled workforces in the world, a highly evolved food and water solution ecosystem and an exceptional quality of life. Our collective revenue reached nearly $1 billion in agriculture equipment in 2012, with $500 million generated from exports. We have major agriculture original equipment manufacturers suppliers and agriculture companies in the world including the headquarters of Cargill, General Mills, Mosaic, Davisco Foods, Land O’Lakes and CHS.

A BUSINESS COMMUNITY OF THOUGHT LEADERSHIP From seed technology and development to food manufacturers and packaging companies the region dominates the food production cycle. Research and development is pushing new boundaries in Greater MSP, like bioengineering grains for medicine, precision seed technology to optimize crop development and exceptional mechanical and electrical engineering solutions.

“This area has a reputation as a highly engaged agricultural area. From a research perspective, it also has a history of dependable weather conditions and is nationally recognized for its genetic research and seed production capabilities.”

Jeff Porsch, Dow AgroSciences

Home to the headquarters of 19 Fortune 500 companies and the largest private company in the nation.
A patent dynamo

GREATER MSP IS A WORLD LEADER in agricultural innovation and technology. It is among the nation’s Top Ten for patent production in a variety of products and equipment, including:
- 3rd in the nation for harvesters
- 3rd in the nation for food processes and products such as seed technology
- 4th in the nation for pumps
- 4th in the nation for motor vehicles
- 4th in the nation for fluid sprinkling, spraying, and diffusing
- 7th in the nation for land vehicles


Major agriculture processing and equipment manufacturing employers in Greater MSP include:

AGRIBUSINESS/SUPPLIER
- Universal Cooperatives, Inc.
- CHS

PLANT PROTECTION
- Green Guardian
- H.D. Hudson Manufacturing Company
- McLaughlin Gormley King Company

IRRIGATION/TRACTORS
- Case New Holland
- AGCO
- Precision Technology
- Hutchinson Manufacturing (HMI)
- Truax Company, Inc.

SEED TECHNOLOGY
- DeKalb Genetics Corp. (Monsanto)
- Dow AgroSciences
- DuPont Pioneer

STORAGE OF HARVEST PRODUCTS
- Loftness Specialized Equipment, Inc.
- Scott Equipment Co.

TRANSPORT VEHICLES/COMPONENTS
- Future Products, Inc.
- Polaris
- Toro
- Buhler Industries
- 3M
- Custom Products of Litchfield
- H.H. Fabrication
- Phillips & Temro
- Caterpillar, Inc.

FOOD INGREDIENTS
- Cargill
- Associated Milk Producers
- American Crystal Sugar

CONSUMER PACKAGED GOODS
- General Mills
- Hormel Foods
- Land O’Lakes
- Michael Foods
- Bellisio
- Davisco
- Schwan Food Company
- Kemps
- Dairy Queen
### The workforce your business needs

**MINNESOTA IS A NATIONAL LEADER** in innovative precision manufacturing. Over 17 Minnesota State Colleges and Universities offer 50 programs related to advanced manufacturing.

Greater MSP has 5 times the average concentration of food scientists in the nation and is home to the 4th largest university in the country with over 65,000 students enrolled. The University of Minnesota and Minnesota State University offer vocational, undergraduate and graduate programs in food science and technology with over 225 bachelors degrees in agriculture, agriculture operations and related sciences granted each year.

The region's 33 colleges and universities offer a variety of job training programs to ensure companies have the resources and infrastructure for their businesses to succeed.

#### ENGINEERING AND TECHNICIAN OCCUPATIONS

<table>
<thead>
<tr>
<th>OCCUPATION</th>
<th>2012 JOBS</th>
<th>PROJECTED JOB GROWTH (2012-2022)</th>
<th>ENTRY LEVEL</th>
<th>MEDIAN</th>
<th>EXPERIENCED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering Managers</td>
<td>3,809</td>
<td>3%</td>
<td>$41.52</td>
<td>$61.40</td>
<td>$75.82</td>
</tr>
<tr>
<td>Chemical Engineers</td>
<td>428</td>
<td>7%</td>
<td>$28.39</td>
<td>$39.52</td>
<td>$47.33</td>
</tr>
<tr>
<td>Electronics Engineers, Except Computer</td>
<td>1,408</td>
<td>8%</td>
<td>$26.64</td>
<td>$40.17</td>
<td>$50.82</td>
</tr>
<tr>
<td>Industrial Engineers</td>
<td>5,832</td>
<td>6%</td>
<td>$27.84</td>
<td>$40.10</td>
<td>$48.78</td>
</tr>
<tr>
<td>Materials Engineers</td>
<td>180</td>
<td>12%</td>
<td>$33.85</td>
<td>$45.60</td>
<td>$52.99</td>
</tr>
<tr>
<td>Mechanical Engineers</td>
<td>4,904</td>
<td>7%</td>
<td>$26.40</td>
<td>$38.23</td>
<td>$46.07</td>
</tr>
<tr>
<td>Electro-Mechanical Technicians</td>
<td>250</td>
<td>13%</td>
<td>$22.66</td>
<td>$33.58</td>
<td>$41.70</td>
</tr>
<tr>
<td>Mechanical Engineering Technicians</td>
<td>1,179</td>
<td>2%</td>
<td>$19.16</td>
<td>$26.63</td>
<td>$33.66</td>
</tr>
<tr>
<td>Microbiologists</td>
<td>262</td>
<td>16%</td>
<td>$19.93</td>
<td>$31.70</td>
<td>$41.06</td>
</tr>
<tr>
<td>Biological Scientists, All Other</td>
<td>397</td>
<td>6%</td>
<td>$19.33</td>
<td>$29.79</td>
<td>$36.88</td>
</tr>
<tr>
<td>Life Scientists, All Other</td>
<td>573</td>
<td>4%</td>
<td>$17.23</td>
<td>$32.44</td>
<td>$41.07</td>
</tr>
<tr>
<td>Physicists</td>
<td>98</td>
<td>27%</td>
<td>$47.57</td>
<td>$71.18</td>
<td>$92.49</td>
</tr>
<tr>
<td>Chemists</td>
<td>1,627</td>
<td>6%</td>
<td>$25.19</td>
<td>$46.95</td>
<td>$58.17</td>
</tr>
<tr>
<td>Materials Scientists</td>
<td>50</td>
<td>16%</td>
<td>$32.78</td>
<td>$56.26</td>
<td>$65.96</td>
</tr>
<tr>
<td>Biological Technicians</td>
<td>495</td>
<td>22%</td>
<td>$11.73</td>
<td>$18.03</td>
<td>$23.84</td>
</tr>
<tr>
<td>Chemical Technicians</td>
<td>880</td>
<td>8%</td>
<td>$15.73</td>
<td>$23.32</td>
<td>$32.03</td>
</tr>
<tr>
<td>Environmental Science and Protection Technicians</td>
<td>303</td>
<td>21%</td>
<td>$14.86</td>
<td>$21.31</td>
<td>$26.32</td>
</tr>
<tr>
<td>Life, Physical, and Social Science Technicians, All Other</td>
<td>892</td>
<td>12%</td>
<td>$13.75</td>
<td>$21.35</td>
<td>$29.04</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>26,225</strong></td>
<td><strong>10%</strong></td>
<td><strong>$26.57</strong></td>
<td><strong>$40.02</strong></td>
<td><strong>$49.59</strong></td>
</tr>
</tbody>
</table>
# Assembly and Production Occupations

**Greater MSP 2012 Jobs and Hourly Wages**

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>General and Operations Managers</td>
<td>24,506</td>
<td>5%</td>
<td>$24.37</td>
<td>$46.79</td>
<td>$67.40</td>
</tr>
<tr>
<td>Industrial Production Managers</td>
<td>3,446</td>
<td>8%</td>
<td>$30.40</td>
<td>$46.99</td>
<td>$61.59</td>
</tr>
<tr>
<td>First-Line Supervisors of Production and Operating Workers</td>
<td>7,526</td>
<td>4%</td>
<td>$17.72</td>
<td>$25.75</td>
<td>$31.69</td>
</tr>
<tr>
<td>Electrical and Electronic Equipment Assemblers</td>
<td>3,362</td>
<td>1%</td>
<td>$9.54</td>
<td>$13.61</td>
<td>$16.04</td>
</tr>
<tr>
<td>Electromechanical Equipment Assemblers</td>
<td>1,605</td>
<td>11%</td>
<td>$8.20</td>
<td>$11.49</td>
<td>$13.42</td>
</tr>
<tr>
<td>Team Assemblers</td>
<td>12,177</td>
<td>11%</td>
<td>$8.65</td>
<td>$14.51</td>
<td>$17.76</td>
</tr>
<tr>
<td>Assemblers and Fabricators, All Other</td>
<td>10,906</td>
<td>10%</td>
<td>$9.02</td>
<td>$14.71</td>
<td>$19.10</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>63,528</strong></td>
<td><strong>7%</strong></td>
<td><strong>$17.07</strong></td>
<td><strong>$29.97</strong></td>
<td><strong>$40.96</strong></td>
</tr>
</tbody>
</table>

## 2012 Assembly & Production Hourly Wages | Greater MSP VS. Nation

Access a highly skilled and experienced workforce. With a lower consumer price index than the east or west coasts, Greater MSP offers world-class talent that will add value to your business while saving costs.

### Experienced (75th Percentile)

- **Nation**: $45.03
- **Greater MSP**: $40.96

### Median Hourly Earnings

- **Nation**: $31.05
- **Greater MSP**: $29.97

### Entry (10th Percentile)

- **Nation**: $16.68
- **Greater MSP**: $17.07
Smart energy

ELECTRIC COSTS IN MINNESOTA ARE 17% LOWER THAN THE U.S. AVERAGE. The market is among the top ten cheapest in the country for energy use. Minnesota exempts energy used in the manufacturing process from sales tax, this includes: natural gas, electricity and other utilities providing significant bottom-line savings for heavy energy users.

Reach anywhere in the U.S. in less than 3 hours

MINNESOTA NATURAL GAS PRICES COMMERCIAL (dollars per thousand cubic feet)

Source: U.S. Energy Information Administration.

INFRASTRUCTURE KEEPS GREATER MSP CONNECTED Minneapolis-Saint Paul International airport offers over 1300 seats to Europe daily on 36 non-stop weekly flights and serves another 135 non-stop locations. MSP International airport was recently recognized as one of the Best Airports in North America and has one of the highest efficiency ratings.

ALL THE RESOURCES TO BRING YOUR PRODUCTS TO THE U.S. GREATER MSP has the essential partnerships and resources to help your business succeed in the Minneapolis-St. Paul region including the Department of Employment and Economic Development, Midwest Global Trade Association, Minnesota Department of Agriculture, Minnesota Trade Office and U.S. Small Business Association - Office of International Trade.
OUTSTANDING QUALITY OF LIFE
The Greater MSP community is vibrant, diverse and engaged in an abundance of activities. With five professional sports teams and among the most theater seats per capita, it was recently recognized as the most intelligent, physically active, healthiest and safest cities in America. And the list goes on:

- #3 wellbeing (Gallup Wellbeing 2013)
- #3 young professionals (Payscale 2012)
- #3 quality of life (Opportunity Nation 2013)
- #4 best business market (Marketwatch 2013)
- #9 most inventive (Forbes 2013)

MINNESOTA IS COMMITTED TO HELPING BUSINESS AND PEOPLE PROSPER!

NO TAXES ON MACHINERY OR EQUIPMENT In general, most personal property is exempt from property tax in Minnesota. This lowers the effective tax rate for real and personal property. As a result, businesses whose equipment and inventory values are high, relative to their real estate value, often pay a lower effective tax rate than most states that impose such taxes.

MINNESOTA INVESTMENT FUND Up to $1 million will be available as a loan or grant to help offset capital expenditures for businesses who create and retain high-quality jobs and meet hiring and wage goals. A total of $30 million is available in this program.

MINNESOTA JOB CREATION FUND Up to $2 million will be available to businesses that meet certain performance measures, including minimum requirements for job creation and private investments. A total of $24 million is available in this new program.

MINNESOTA JOB SKILLS PARTNERSHIP Up to $400,00 is available for businesses to train or retrain workers and expand work opportunities. Training grants are used to offset training related expenses incurred by business, industry and educational institutions.

AND MANY OTHER PROGRAMS AND OPPORTUNITIES FOR BUSINESS!

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