WE ARE GREATER MSP

GREATER MSP (Minneapolis Saint Paul Regional Economic Development Partnership) is a private nonprofit organization dedicated to providing public and private sector leadership, coordination, and engagement to grow the economy of the 16-county Minneapolis Saint Paul region.

OUR VISION: The Greater MSP region will be recognized as a globally leading economy where business and people prosper.

OUR MISSION: To accelerate job growth and capital investment in the Greater MSP region.

- Lead regional economic strategy development, aligning with regional partners to target key industry sectors for growth.
- Brand and market our region to key audiences, including business decision makers, site location consultants, workers, and residents.
- Drive a coordinated regional business retention, expansion, and recruitment program to stimulate capital investment and job creation in the region.

GET TO KNOW GREATER MSP

GREATER MSP BUSINESS: Learn about the companies, people, and trends that contribute to our region’s economy. Hosted by Cyndy Brucato. Sundays, 10:30 a.m., KSTP Channel 5

WWW.GREATERMSP.ORG: Stay up to date with GREATER MSP and regional news, and link to important regional resources and partners.

WE’RE A SOCIAL BUNCH

Tag your photos #greatermsp on Instagram. We may feature them on our website.

In 2013, census data changed the borders of our Metropolitan Statistical Area (MSA) to include three additional counties: Mille Lacs, Sibley, and Le Sueur.

Our new Collaborative Partner Space, which also houses our GREATER MSP offices, provides a place for partners and visitors to meet, learn more about our region, and develop new opportunities for prosperity (and enjoy a terrific view).
OUR DIRECTION IS CLEAR

I am very grateful for the opportunity to begin serving as Chairman of the Board of GREATER MSP. It's an exciting time for our region. We have come together in the Greater MSP region and the future has never looked brighter.

GREATER MSP has turned a corner and is now able to capitalize on momentum created over the past few years. It has gone from a start-up to being fully operational and becoming a young organization hitting its stride. Much of the credit for this goes to Doug Baker who has served as Chairman of the Board for the past three years. I want to thank him for his indefatigable leadership as he steered the organization through its formative years. Without him, our organization wouldn't be as strong as it is today. We have completed our second year of business with successes under our belt and in a strong financial position. Doug's guidance has been critical to that success.

Public and private sector leaders are working together as the Minneapolis Saint Paul Regional Economic Development Partnership to put our region on the global map. Our mission to accelerate job growth and capital investment in the Greater MSP region is clear. Because of the partnership and collaboration throughout the region, Greater MSP is seeing great results. The region is experiencing job growth and rising capital investment from businesses here and around the globe and the Partnership is a contributor. We are deeply grateful for the many individuals and teams working to make our region stronger and more vibrant.

GREATER MSP is making strides on all three fronts of our Partnership's three-fold vision to lead regional economic strategy development by aligning regional partners; brand and market our region to key audiences, and serve business clients for retention, expansion, and attraction projects. And so last summer we embarked on strategic planning process designed to chart our course for the next three to five years.

The plan emphasizes three strategic areas of focus for the organization and the region. They are to:

- Tell Our Story
- Prioritize Talent
- Build Sectors of Strength for Global Leadership

Now, the real work begins. You’ll be hearing a lot more about the strategic plan. The Partnership has made strides toward these pillars but there is still a lot of work to do as we continue to team up to drive the Greater MSP region’s economy forward.

Sincerely,
Timothy A. Welsh
Chairman of the Board
OUR REGION IS POISED TO CONTRIBUTE IN GREAT WAYS

We made big strides in 2013, advancing GREATER MSP’s mission to accelerate job growth and capital investment in the region. We told our story globally, developed a three-to five-year strategic plan, and helped to bring thousands of jobs to the region. I’m excited to present to you all that we’ve accomplished in our 2013 Annual Report.

In 2013, the GREATER MSP Partnership worked to continue strong economic trends of job growth, low unemployment, and higher GDP growth than the national average. Our region will continue to be a place where business and people prosper on a global scale through this ongoing economic vitality and growth.

The Greater MSP region has some powerful opportunities ahead to lead the world in solving the most important challenges for the future. We have crafted a story that we’re eager to continue sharing with prospective businesses and investors who want to tap into one of the best regions in which to do business. We hope that you will share it, too.

I want to thank all of our partners who worked with us to make economic development projects a reality. That support is critical to all of our Partnership’s successes. Special thanks go to Doug Baker for his outstanding leadership as Chairman of the Board of Directors, guiding the GREATER MSP vision from infancy to the full-blown organization it is today. I look forward to working with our new Chairman, Tim Welsh.

Thank you for helping our region PROSPER!

Sincerely,
Michael Langley
CEO
FULTON BREWERY: Fulton, a popular craft brewer, will expand its operations to a new location in Minneapolis, representing an estimated $10 million investment. Seven years ago, Fulton started in a two-car garage. Three years later, it moved into a 6,000-square-foot facility in Minneapolis’ North Loop, and now it’s expanding again into a 51,000-square-foot facility. It plans to add 30 jobs over the next few years.

Partners: GREATER MSP, City of Minneapolis, Interstate Partners
MARKETING EFFORTS

GREATER MSP continues to create focused marketing pieces that inspire businesses to take action.

- Three new brochures feature important subsectors of our five Sectors of Strength (see page 12):
  - Agriculture Equipment
  - Manufacturing and Food Processing Industry
  - Water Technology Industry
  - Dental Industry

- In partnership with the Minnesota Department of Employment and Economic Development (DEED) we promoted Minnesota’s Shovel Ready Certified Development Sites and Minnesota’s business incentive programs.

INTERNATIONAL MEDIA

We conducted our region’s first international media tour in London, presenting to more than 100 journalists. This led to six interviews and a feature video on the International Business Times website, and generated 26 million media impressions.

Our story was told at home, as well:

- GREATER MSP Business, our weekly television program, generated 1 million impressions and allowed us to feature more than 150 of our regional businesses on YouTube.
- During the year, we increased our web traffic overall by 19% and between 98% and 400% in key markets.
- CNBC featured a series of videos on our region, highlighting our strong economy, low unemployment rate, and unique concentration of Fortune 500 headquarters.
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 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.
"We are pleased with the support from city and state officials and look forward to finalizing our plans so we can break ground and bring hundreds of jobs to Shakopee."

— Gretchen Sloan, Shutterfly spokesperson

SHUTTERFLY: This well-known supplier of customized photo products is building a new $60 million production facility in Shakopee. The company plans to create 529 jobs over the next five years.

GREATER MSP partnered with City of Shakopee, Scott County, State of Minnesota, DEED*

*Minnesota Department of Employment and Economic Development
MAKING CONNECTIONS

During the year, the Business Investment team represented our region at 185 events in nine countries, 30 domestic market visits, and 18 sector-specific trade shows.

GREATER MSP also engaged representatives in Canada and Europe to generate leads and market our region abroad.

RETENTION VISITS: In partnership with the Minnesota Chamber of Commerce and DEED, we rolled out a comprehensive Business Retention and Expansion (BRE) program and made 625 retention visits to businesses that call Greater MSP home. That surpassed our 2013 goal of 500 visits by 25%.

We also surveyed 3,200 Greater MSP businesses and learned that our region’s economy continues to look bright:

- 38% of businesses surveyed said they were hiring.
- 59% had increased sales.
- 44% were planning an investment in new facilities or equipment.
- 84% were experiencing growth.
- 96% said they were optimistic about the next six months.

LOOKING AHEAD: 2014

GREATER MSP HAS BIG PLANS FOR OUR STORY THIS YEAR, INCLUDING:

- The International Economic Development Council (IEDC) Spring Conference will bring more than 400 professionals to Bloomington to experience our region.
- The All-Star Game will be hosted in Minneapolis, and we’ll be there to tell our story.
- We’ll be planning for the 2016 Ryder’s Cup with a visit to Scotland, where we’ll build awareness of our region.
“The move [to Shakopee] will give us tremendous capability to help streamline our operations and manufacturing, provide a better customer experience, and enrich our colleagues’ work environment.”
- Todd Wilkinson, President and CEO, Datacard Group

DATACARD GROUP: This secure card issuance solutions company will relocate its facility to Shakopee with plans to grow its current employee base. The move will include 860 employees and represents an estimated investment of $27 million.
Partners: GREATER MSP, City of Shakopee, Scott County, City of Minnetonka, Scott County One Stop, SPUC, Springsted, DEED*

*Minnesota Department of Employment and Economic Development
STRATEGY 2
PRIORITIZE TALENT

Our businesses and the people who work in them are among our region’s greatest assets. They drive our economy, advance our innovative spirit, and support our colorful culture and diverse communities. The creation of this strategic area of focus in 2013 will ensure we prioritize retaining and attracting key talent in 2014 and beyond.

LOOKING AHEAD: 2014

ATTRACTING AND RETAINING TALENT

Ensuring the availability of talented workers is a topic of great importance for our region’s future prosperity. In 2014, we will jumpstart an initiative to reach out to young adults as they’re choosing where to start their careers, and encourage them to choose Greater MSP. Already we’ve conducted research into what’s important to these workers and how to connect with them. We’ll leverage these insights as we convene a regional Talent Task Force to drive a coordinated regional effort to attract and retain the quality and quantity of talent we need for our future.

COMMITTED TO ENGINEERING EXCELLENCE

In 2013, we completed an Engineering Excellence study, which looked at the availability and quality of engineering talent in our region. We’ll be completing our analysis of results in 2014 and determining how best to use the findings to achieve our economic development goals.
In 2013, we fine-tuned the definitions of our five Sectors of Strength to more accurately reflect the economic drivers of our region. Each of these sectors represents an area where Greater MSP boasts a significant knowledge base, high-quality workforce, industry infrastructure, and research capabilities. To learn more, visit www.greatermsp.org.

**FOOD & WATER SOLUTIONS**
- Food Processors
- Food Production
- Agribusiness
- Nutrition
- Water Filtration
- Water Purification

**FINANCIAL SERVICES & INSURANCE**
- Financial Advisory
- Banking
- Insurance

**HEALTH & LIFE SCIENCES**
- Bio Tech
- Healthcare Providers
- Healthcare Payers and IT
- Medical Devices

**HEADQUARTERS & BUSINESS SERVICES**
- Corporate Headquarters
- Creative Services
- Professional Services
- Data Centers

**ADVANCED MANUFACTURING & TECHNOLOGY**
- R&D Centers
- Software/IT
- Advanced Manufacturing
- Energy/Renewables
2013 PERFORMANCE

CAPITAL INVESTMENT

Financial Services & Insurance: $400M
Advanced Manufacturing & Technology: $141M
Food & Water Solutions: $10M
Health & Life Sciences: $40M

INVESTMENT BY AREA OF STRENGTH Our region realized more than $864 million in capital investment, with the largest gains in Financial Services & Insurance.

JOBS

Headquarters & Business Services: $273M
Advanced Manufacturing & Technology: $141M
Health & Life Sciences: $40M
Food & Water Solutions: 60 Jobs

JOBS BY AREA OF STRENGTH Greater MSP projects saw job gains in four of our five Sectors of Strength, for a total of 4,903 new positions.

*Minnesota Department of Employment and Economic Development
2013 COMPLETED PROJECTS

GREATER MSP worked with its partners to complete 20 projects in 2013, which resulted in an additional 4,903 new jobs, more than 15,000 indirect jobs, and more than $864 million in capital investment in our region.

*Minnesota Department of Employment and Economic Development*
1. **Gyrus ACMI** - An Olympus Company
   - Headquartered in Brooklyn Park
   - Total Jobs: 368
   - Estimated Investment: $30M FDI, Japan
   - Relocation and expansion of company’s operations in region
   - Partners: City of Brooklyn Park, DEED

2. **Dreamgard Inc.**
   - Headquartered in Eden Prairie
   - Total Jobs: 30
   - Estimated Investment: $100K
   - Additional manufacturing facility in Eden Prairie
   - Partners: City of Eden Prairie, Life Science Alley

3. **Beckman Coulter Inc.**
   - Headquartered in Chaska
   - Total Jobs: 190
   - Estimated Investment: $10M
   - Expansion of R&D facility in Chaska
   - Partners: City of Chaska, Carver County, DEED

4. **Ryan Companies US Inc.** - Minneapolis
   - Headquartered in Minneapolis
   - Total Jobs: 0
   - Estimated Investment: $400M
   - Development of office/residential complex in Downtown East (Minneapolis)
   - Partners: City of Minneapolis, Metropolitan Council, Mdewakanton Sioux Community, DEED

5. **Way Better Snacks**
   - Headquartered in Minneapolis
   - Total Jobs: 30
   - Estimated Investment: $250K
   - Relocation of corporate headquarters to Minnesota
   - Partners: City of Minneapolis - Community Planning and Economic Development, Minneapolis Regional Chamber of Commerce, Burnet Relocation, Kohnstamm Communications

6. **Fulton Brewery**
   - Headquartered in Minneapolis
   - Total Jobs: 30
   - Estimated Investment: $10M
   - Craft brewery moving production to region and into new facility
   - Partners: City of Minneapolis, Interstate Partners

7. **Emerson Process Management**
   - Headquartered in Rosemount Inc.
   - Total Jobs: 500
   - Estimated Investment: $171M
   - Acquisition and redevelopment of facility in Shakopee

8. **Prime Design**
   - Headquartered in Chaska
   - Total Jobs: 106
   - Estimated Investment: $5M
   - Relocation and expansion within West Saint Paul
   - Partners: City of West Saint Paul, DEED

9. **Quality One Woodwork**
   - Headquartered in Hastings
   - Total Jobs: 175
   - Estimated Investment: $4.2M
   - Acquisition and expansion of manufacturing facility
   - Partners: City of Hastings, DEED

10. **Shutterfly**
    - Headquartered in Shakopee
    - Total Jobs: 529
    - Estimated Investment: $609M
    - Creation of a Midwest production facility
    - Partners: City of Shakopee, Scott County, DEED, State of Minnesota

11. **Headquarters & Business Services**
    - Toro Company
    - Headquartered in Bloomington
    - Total Jobs: 945
    - Estimated Investment: $95M
    - Expansion of corporate R&D facility
    - Partners: City of Bloomington, Bloomington Port Authority, State of Minnesota, DEED

12. **Price Mechanical**
    - Headquartered in Maple Grove
    - Total Jobs: 50
    - Estimated Investment: $2.2M
    - FDI: Canada
    - Creation of an R&D design center in Maple Grove
    - Partners: City of Maple Grove, Dakota Electric, CBRE, DEED

13. **Valley Cartage**
    - Headquartered in Lake Elmo
    - Total Jobs: 80
    - Estimated Investment: $1M
    - Relocation and expansion of company’s operations in region
    - Partners: City of Lake Elmo, Washington County, DEED

14. **Endeavor Air**
    - Headquartered in MAC
    - Total Jobs: 400
    - Estimated Investment: $1.1M
    - Relocation of corporate headquarters to region
    - Partners: City of Richfield, MAC, MCTC, Delta, DEED

15. **Jack Links**
    - Headquartered in Minneapolis
    - Total Jobs: 100
    - Estimated Investment: $1M
    - Expansion of existing office in Minneapolis
    - Partners: City of Minneapolis, McGladrey, Swervo Development Co., DEED

16. **Datacard Group**
    - Headquartered in Shakopee
    - Total Jobs: 860
    - Estimated Investment: $27M
    - FDI: Germany
    - Relocation and consolidation of business in Shakopee
    - Partners: City of Shakopee, Scott County, City of Minnesota, Scott County One Stop, SPUC, Springsted, DEED

17. **Ecolab - Corp HQ**
    - Headquartered in Saint Paul and Eagan
    - Total Jobs: 165
    - Estimated Investment: $0
    - Consolidate and relocate operations to region
    - Partners: City of Saint Paul, City of Eagan, DEED

18. **Stream Global Services**
    - Headquartered in Eagan and Apple Valley
    - Total Jobs: 300
    - Estimated Investment: $1M
    - Relocation of corporate HQ to region
    - Partners: City of Eagan, City of Apple Valley, City of Richfield, Dakota County, Dakota Electric, DEED

19. **Compass Data Centers**
    - Headquartered in Shakopee
    - Total Jobs: 20
    - Estimated Investment: $94.7M
    - Relocation of corporate headquarters to region
    - Partners: City of Shakopee, Scott County – One Stop, Ryan Companies, CenturyLink, SPUC, Colliers, Springsted, DEED

20. **Stream Data Centers**
    - Headquartered in Chaska
    - Total Jobs: 25
    - Estimated Investment: $50M
    - New data center to be located in Chaska
    - Partners: City of Chaska, Carver County, Mortenson, Carver County CDA, Colliers, Corgan, DEED

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2013 COMPLETED PROJECTS | 15
OUR INITIAL GOALS ARE WELL WITHIN REACH

After just two years “in business,” we’re well ahead of our job creation goal and several other measures. These numbers reflect not only the commitment of GREATER MSP, but the leadership of our public, institutional, and private sector partners as well. Our success is due to the power of these partnerships.

NEW REGIONAL JOBS OVER FIVE YEARS

100,000 New Jobs


25% Margin of Excellence

66,000 Total New Jobs

2013 SCORECARD: PERFORMANCE VS. GOAL

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>2013 Goal</th>
<th>2013 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Jobs</td>
<td>4,500</td>
<td>4,903</td>
</tr>
<tr>
<td>Number of Indirect Jobs</td>
<td>N/A</td>
<td>15,259</td>
</tr>
<tr>
<td>Capital Investment</td>
<td>$450M</td>
<td>$864M</td>
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<tr>
<td>Number of New Business Expansion/Attraction</td>
<td>N/A</td>
<td>1,406</td>
</tr>
<tr>
<td>Leads</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Opportunities</td>
<td>200</td>
<td>144</td>
</tr>
<tr>
<td>Projects</td>
<td>75</td>
<td>72</td>
</tr>
<tr>
<td>Wins</td>
<td>35</td>
<td>20</td>
</tr>
<tr>
<td>Average Salary of New Jobs</td>
<td>N/A</td>
<td>$58,177</td>
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</table>

JOBS AND INVESTMENT BY TYPE

<table>
<thead>
<tr>
<th></th>
<th>JOBS 22.1%</th>
<th>INVESTMENT 47.7%</th>
<th>JOBS 37.2%</th>
<th>INVESTMENT 28.2%</th>
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<tbody>
<tr>
<td>Attraction</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retention</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Expansion</td>
<td></td>
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</table>
## GREATER MSP 2013 FINANCIAL RECAP

### YEAR ENDING DECEMBER 31

<table>
<thead>
<tr>
<th>STATEMENT OF ACTIVITIES</th>
<th>2013 Actuals (000) Unaudited</th>
<th>2012 Actuals (000) Audited</th>
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<tr>
<td>Revenues</td>
<td>$6,047</td>
<td>$4,833</td>
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<tr>
<td>Expenses</td>
<td>$5,782</td>
<td>$4,224</td>
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<tr>
<td>Net Asset Increase</td>
<td>$ 265</td>
<td>$ 609</td>
</tr>
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### STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>STATEMENT OF FINANCIAL POSITION</th>
<th>2013 Actuals (000) Unaudited</th>
<th>2012 Actuals (000) Audited</th>
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</thead>
<tbody>
<tr>
<td>Assets</td>
<td>$3,555</td>
<td>$3,044</td>
</tr>
<tr>
<td>Current Assets</td>
<td>$2,406</td>
<td>$2,923</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>$1,149</td>
<td>$ 121</td>
</tr>
<tr>
<td>Liabilities and Net Assets</td>
<td>$3,555</td>
<td>$3,044</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>$1,347</td>
<td>$ 576</td>
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<tr>
<td>Temporarily Restricted Net Assets</td>
<td>$ 730</td>
<td>$1,255</td>
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<tr>
<td>Unrestricted Net Assets</td>
<td>$1,478</td>
<td>$ 1,213</td>
</tr>
</tbody>
</table>

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**THE TORO COMPANY:**
A Minnesota native, Toro will expand its current corporate headquarters in Bloomington by 75,000 square feet with a three-story addition dedicated to R&D. Regional investment is estimated at $95 million and means that more than 945 jobs will remain in Greater MSP. Globally, Toro owns 6 million square feet of manufacturing, distribution, warehouse, and office facilities.

Partners: GREATER MSP, City of Bloomington, Bloomington Port Authority, State of Minnesota, DEED*

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*Minnesota Department of Employment and Economic Development
Our board members come from a wide range of private and public sectors, industries, and governing bodies. Their vision and dedication are instrumental in creating prosperity for our region, businesses, and people.
GYRUS ACMI, AN OLYMPUS COMPANY: Investing an estimated $30 million in our region, Gyrus ACMI will build its medical technology center of excellence in Brooklyn Park. It will work with Ryan Companies to develop a new 180,000-square-foot building that could be expanded in the future. The company plans to add 53 full-time positions to its existing 315.

Partners: GREATER MSP, City of Brooklyn Park, DEED*

*Minnesota Department of Employment and Economic Development
**Term of service completed in 2013.
2013–2014 INVESTORS

MANY THANKS. This year we welcomed 19 new investors to our roster of partners who believe, as we do, that the expertise and economic vitality of our region will help lead the world in solving critical challenges and creating sustainable, global prosperity. We are immensely grateful for your support.

Aerotek
Amerect Inc.
Ameres Construction Inc.
Anchor Block Company
Andersen Corporation
Anoka County
API Group, Inc.
AREA Corporate Real Estate Advisors
Associated Bank
B&D Masonry
Baker Tilly Virchow Krause, LLP
Barr Engineering Company
Best Buy Corporation
BMO Harris
BOMA - Minneapolis
BOMA - St. Paul
Braun Intertec Corporation
Bremer Bank
Briggs and Morgan
BWBR Architects
C.H. Robinson Worldwide Inc.
Cargill, Inc.
Carl Bolander & Sons Company
Carlson Companies
Carver County
Cassidy Turley Midwest, Inc.
Catholic Charities of St. Paul & Minneapolis
CBRE, Inc.
CenterPoint Energy
CenturyLink
Chisago County
CHS Inc.
City of Apple Valley
City of Belle Plaine
City of Bloomington
City of Burnsville
City of Chaska
City of Eagan
City of Edina
City of Elko New Market
City of Jordan
City of Lake Elmo
City of Minneapolis
City of Minnetonka
City of New Prague
City of Prior Lake
City of Rosemount
City of Saint Paul
City of Savage
City of Shakopee
City of West St. Paul
City of Woodbury
Comcast
Corval Group
Cresa Minneapolis
CSM Corporation
Cunningham Group Architecture Inc.
Dakota County
Dakota Electric Association
Deloitte
Delta Air Lines Inc.
Deluxe Corporation
DHR International
District Energy St. Paul
DLA Piper
Donaldson Company Inc.
Dorsey & Whitney, LLP
Ecolab
Ernst & Young
Experis
Faegre Baker Daniels
Frattalone Companies, Inc.
Frauenshuh Inc.
Fredrikson & Byron, P.A.
General Mills
Great River Energy
HDR Engineering, Inc.
HealthPartners
Hennepin County
HGA Architects & Engineers
Hubbard Broadcasting, Inc.
Hunt Electric Corporation
Isanti County
Jefferson Lines
KPMG
Kraus-Anderson Companies
Land O'Lakes Inc.
Larson * King, LLP
Lindquist & Vennum PLLP
M. A. Mortenson Company
Mayo Clinic
McGladrey LLP
McGough
McKinsey & Company
The McKnight Foundation
Medtronic, Inc.
Metropolitan Council
Minneapolis Area Association of REALTORS
Minneapolis St. Paul Business Journal
Minnesota Association of REALTORS
Minnesota Historical Society
Minnesota Vikings
Minnesota Wild
Nelson, Tietz & Hoye, Inc.
Northland Securities Inc.
Olympic Companies, Inc.
Oppenheimer Wolff & Donnelly LLP
Opus Holding LLC
Parsons Electric
Patterson Companies, Inc.
Pentair, Inc.
Pioneer Press/TwinCities.com
Pohlad Companies
  AvTex
  Cushman & Wakefield
  JB Hudson
  Marquette Financial Companies
  Minnesota Twins
  Northern Lights Broadcasting
  NorthMarq Capital
  NorthMarq Real Estate Services
  River Road Entertainment
  RJM Construction
  Twin Cities Automotive
  United Properties
Polaris Foundation
Prevolv, Inc.
Pro Staff
Pro-Health Care, Inc.
PwC
Ramsey County
RBC Wealth Management
RSP Architects
Russell Reynolds Associates
Ryan Companies US, Inc.
Saint Paul Port Authority
Scott County
Securian Financial Group
Select Comfort Corporation
Sherburne County
Shingobee Builders
Sibley County
Spencer Stuart
St. Paul Area Association of REALTORS
Star Tribune Media Company
Steven Douglas
Superior Group
Swanson and Youngdale, Inc.
Target
Thomson Reuters
Thor Construction, Inc.
TKDA
The Travelers Companies
Trissential
UCare
Unisys Corporation
UnitedHealth Group
University of Minnesota
U.S. Bancorp
The Valspar Corporation
Washington County
Wells Fargo Bank
Welsh & Colliers International
Minneapolis-St. Paul
Wright County
WSB & Associates, Inc.
Xcel Energy Inc.
2013–2014 PARTNER ADVISORY COUNCIL

Chaired by members of the GREATER MSP Board, the Partner Advisory Council includes 52 partners, practitioners, investors, and organizations involved in economic development throughout our 16-county region. Their support, expertise, and resources are invaluable assets as we work toward our economic development goals.

CO-CHAIR: Albert J. Colianni, Jr. Marquette Companies LLC | Marquette Financial Companies
CO-CHAIR: Commissioner Mike Opat Hennepin County
Margaret Anderson Kelliher Minnesota High Tech Association
Collin Barr Ryan Companies US, Inc.
Laurie Bauer Andersen Corporation
Cynthia Bauerly Minnesota Department of Employment and Economic Development
Cecile Bedor City of Saint Paul
Denise Beigbeder Ramsey County

Bill Blazar Minnesota Chamber of Commerce/Grow Minnesota!
Pat Born Metropolitan Council
Susan Carlson Weinberg, CRE University of Minnesota/CoreNet
Paul Cerkvenik Minnesota Private College Council
Katie Clark Sieben Minnesota Department of Employment and Economic Development
Patrick Cline Xcel Energy, Inc.
Patrick Connoy Hennepin County
Stacy Crakes Scott County Association for Leadership & Efficiency
Jim Deal Metropolitan Airports Commission
Caren Dewar Urban Land Institute Minnesota

Marlys Dunne Metro Mold & Design
Wayne Elam Commercial Realty Solutions
Patricia Fitzgerald Hennepin County
Don Haller Connexus Energy
Jeff Harniel Metropolitan Airports Commission
Brian Herman University of Minnesota
Nancy Hoffman Chisago County
Jon Hohenstein City of Eagan
Jon Holt Super Radiator Coils
Jim Hovland City of Edina/Regional Council of Mayors
Louis Jambois Saint Paul Port Authority
<table>
<thead>
<tr>
<th>Name</th>
<th>Title and Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bob Kill</td>
<td>Enterprise Minnesota</td>
</tr>
<tr>
<td>Janna King</td>
<td>Economic Development Services, Inc.</td>
</tr>
<tr>
<td>Todd Klingel</td>
<td>Minneapolis Regional Chamber of Commerce</td>
</tr>
<tr>
<td>Shar Knutson</td>
<td>Minnesota AFL-CIO/Workforce Investment Board</td>
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<tr>
<td>Matt Kramer</td>
<td>Saint Paul Area Chamber of Commerce</td>
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<tr>
<td>Ted LaFrance</td>
<td>Wright County Economic Development Partnership</td>
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<tr>
<td>Tom Lambrecht</td>
<td>Great River Energy</td>
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<tr>
<td>Kim Lindquist</td>
<td>City of Rosemount</td>
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<td>Scott Marquardt</td>
<td>Economic Development Association of Minnesota</td>
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<td>Ted Mondale</td>
<td>Minnesota Sports Facilities Authority</td>
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<td>Duane Northagen</td>
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<td>David Olson</td>
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<tr>
<td>Ewald Petersen</td>
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<tr>
<td>Mary Rothchild</td>
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<td>Hussein Samatar</td>
<td>African Development Center</td>
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<td>Randy Sampson</td>
<td>Canterbury Park</td>
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<td>John Schlagel</td>
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<td>Mark Stenglein</td>
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<td>Janelle Schmitz</td>
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<tr>
<td>Robin Sternberg</td>
<td>Minnesota Department of Employment and Economic Development</td>
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<tr>
<td>John Sullivan</td>
<td>Carver County</td>
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<tr>
<td>Dale Wahlstrom</td>
<td>LifeScience Alley</td>
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<td>Charlie Weaver</td>
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<tr>
<td>Martha Weaver</td>
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<td>Gene Winstead</td>
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<td>U.S. Bancorp/BOMA</td>
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<td>Joel Akason</td>
<td>Director of Business Investment</td>
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<tr>
<td>Megan Barnett-Livgard</td>
<td>Business Retention &amp; Expansion Manager</td>
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<tr>
<td>Carolyn Bates</td>
<td>Research Project Manager</td>
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<td>Sara Barrow</td>
<td>Director of Investor Relations</td>
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<td>Marketing Specialist</td>
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<td>Sara Benedict</td>
<td>HR Generalist</td>
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<td>Peter Frosch</td>
<td>Director of Strategic Partnerships</td>
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<td>Vice President, Business Investment &amp; Research</td>
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<tr>
<td>Gus Hulin</td>
<td>Research Assistant</td>
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<tr>
<td>Judy Johnson</td>
<td>Director of Investor Relations</td>
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<tr>
<td>Betsy Knapp</td>
<td>Administrative Assistant Business Investment</td>
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<tr>
<td>Michael Langley</td>
<td>CEO</td>
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<tr>
<td>Mary Jo Lewis</td>
<td>Executive Assistant to Michael Langley</td>
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<tr>
<td>Jeffrey Rainey</td>
<td>Project Manager</td>
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<tr>
<td>Kathy Schmidtkofer</td>
<td>Executive Vice President</td>
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<tr>
<td>Gita Sitaramiah</td>
<td>Director of Communications</td>
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<tr>
<td>Val Vannett</td>
<td>Director of Research &amp; Analysis</td>
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</table>
OUR REGION’S STORY
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 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.