Thank you

The insights and contributions of these partners ensured success in this project. Their insights and expertise was invaluable.

City of Shakopee
Scott County – One Stop
Opus
Xcel Energy
SPUC
Colliers
Senator Pratt
Representative Beard
Sprinigst
Centerpoint Energy
Duff and Phelps
Minnesota Department of Employment and Economic Development
Minnesota Department of Transportation
Burnsville Savage School District

Special thanks to the Investors of GREATER MSP

“GREATER MSP and its partners worked with our company to evaluate our project and connect us to the many local resources and agencies that could support our growth options here in Minnesota. Through that cooperation and overall partnership with the local and state resources, we were able to create a business plan for continued growth here. The successful result of those efforts was to move forward with the Shakopee project, which meets our business needs and provides growth for the whole region.”

Brian Harstad  Vice President and Controller, Rosemount Measurement, Emerson Process Management
The deal

Every deal is different. And so is GREATER MSP’s role. It may play a significant role in driving a deal. Or it may perform one task of the many that need to be done. It is by assessing each client’s situation and helping to structure the project, coordinating efforts of multiple partners, and bringing needed resources that we ensure the client gets what it needs so that its business can prosper.

Emerson Process Management was looking to expand its Rosemount division. GREATER MSP learned of the planned expansion through a relationship it has with the site selection firm Duff and Phelps. When it learned that a site in Mexico was a likely location for the expansion, it sprang into action and created a plan supporting a potential Greater MSP location.

GREATER MSP convened a range of partners who had resources to bring to the deal:
- Worked with the city and the county to negotiate incentives.
- Coordinated applications with DEED for infrastructure improvements, the Minnesota Investment Fund, and the Jobs Creation Fund.
- Created a cost comparison between the site in Shakopee and Mexico.
- Supported Opus with research and analysis of the proposed development.
- Conducted a labor force analysis to assure Emerson that adequate workers would be available.
- Advised advocacy partners regarding sales tax options.
- Created an economic impact analysis for the site.
- Coordinated a traffic analysis with MnDOT.
- Worked with utilities to structure favorable rates.
- Supported the county on its fiber analysis.
- When completed, highlighted the project on GREATER MSP Business.

The result

Emerson elected to expand its operation in Shakopee with 500 new jobs and $71 Million in Capital Investment. It acquired and renovated a long vacant building. GREATER MSP was proud to have worked and coordinated so many partners to achieve a positive outcome for the company, the city and county, and the region.

The City of Shakopee is thrilled to have Emerson’s expansion in our community and our region. We appreciate the efforts of GREATER MSP and all its partners who successfully created a plan to benefit the company, the city, the county and the region.

Mayor Brad Tabke, City of Shakopee
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EMERSON PROCESS MANAGEMENT
CITY OF SHAKOPEE

SUCCESS STORY