The GREATER MSP Partnership exists to create economic opportunity for all residents of the region, in every part of the Greater MSP region, and in every sector. In 2019, over 300 organizations and more than 4,500 individuals contributed to creating measurable value for the region. The work reached a new scale and the results significantly impacted the economy’s competitiveness. Thank you to each and every person that contributed to the work in 2019, we are greater together.

WE DEVELOPED 4 REPORTS OF ORIGINAL RESEARCH PROVIDING LEADERS AND EMPLOYERS VALUABLE INSIGHTS.

WE AGGREGATED 500+ RESOURCES FOR ENTREPRENEURS AND STARTUP LEADERS TO ACCESS TO HELP START, SCALE AND SUSTAIN VENTURES.

WE ACCOMPLISHED 14 PROJECT WINS, $101M CAPITAL INVESTMENT, AND 619 JOBS CREATED.

WE SHARED THE REGION’S STORY WITH 2M+ PEOPLE ACROSS THE COUNTRY THROUGH DIGITAL CAMPAIGNS.

WE ADDED 3 DIRECT INTERNATIONAL ROUTES TO DUBLIN, SEOUL AND MEXICO CITY FROM MSP INTERNATIONAL AIRPORT.

WE LAUNCHED 9 STRATEGIC OBJECTIVES AS A REGIONAL EFFORT TO SET 10-YEAR AMBITIONS AND 3-YEAR GOALS.

WE LAUNCHED 14 PROJECT WINS, $101M CAPITAL INVESTMENT, AND 619 JOBS CREATED.

WE SHARED THE REGION’S STORY WITH 2M+ PEOPLE ACROSS THE COUNTRY THROUGH DIGITAL CAMPAIGNS.
GREATER MSP is a public-private partnership fueled by over 120 investor organizations from across the 15-county region. Thanks to this alliance of leading businesses, universities, cities, counties, and philanthropic organizations, GREATER MSP is accelerating its work to increase the competitiveness of our region and create economic opportunity for all residents.

2019 INVESTING PARTNERS

INDUSTRY BREAKDOWN

<table>
<thead>
<tr>
<th>Industry</th>
<th>Public</th>
<th>Private</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banking</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Finance</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Construction Architecture</td>
<td>13</td>
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<tr>
<td>Counties</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Real Estate</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>Health Care</td>
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<tr>
<td>Legal</td>
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<tr>
<td>Manufacturing</td>
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<tr>
<td>Water</td>
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<tr>
<td>Food Agriculture</td>
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<tr>
<td>Media</td>
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<tr>
<td>Public Relations</td>
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<tr>
<td>Consulting Services</td>
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<tr>
<td>Cities</td>
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<tr>
<td>Travel Transportation</td>
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<tr>
<td>Utilities</td>
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<td>Conglomerate</td>
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<td>Port Authority</td>
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<tr>
<td>Non-Profit</td>
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<tr>
<td>Sovereign Tribal Nation</td>
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<tr>
<td>Philanthropy</td>
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<td></td>
</tr>
<tr>
<td>University</td>
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</tr>
</tbody>
</table>

2019 FINANCIAL Recap

Year ending December 31, 2019

This is the 2019 financial recap of the 20-person GREATER MSP 501(c)(3) organization that is responsible for building and supporting the 300+ organization partnership.

<table>
<thead>
<tr>
<th>Statement of Activities</th>
<th>2019 Actuals (000) Unaudited</th>
<th>2018 Actuals (000) Audited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$5,827</td>
<td>$6,030</td>
</tr>
<tr>
<td>Expenses</td>
<td>$5,536</td>
<td>$5,997</td>
</tr>
<tr>
<td>Net Asset Increase</td>
<td>$291</td>
<td>$33</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Statement of Financial Position</th>
<th>2019 Actuals (000) Unaudited</th>
<th>2018 Actuals (000) Audited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>$3,825</td>
<td>$3,918</td>
</tr>
<tr>
<td>Current Assets</td>
<td>$3,531</td>
<td>$3,566</td>
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<tr>
<td>Fixed Assets, Net</td>
<td>$294</td>
<td>$352</td>
</tr>
<tr>
<td>Liabilities and Net Assets</td>
<td>$3,825</td>
<td>$3,918</td>
</tr>
<tr>
<td>Liabilities</td>
<td>$711</td>
<td>$1,061</td>
</tr>
<tr>
<td>With Donor Restrictions</td>
<td>$495</td>
<td>$529</td>
</tr>
<tr>
<td>Without Donor Restrictions</td>
<td>$2,619</td>
<td>$2,328</td>
</tr>
</tbody>
</table>

2019 ACTUALS (000) Unaudited

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2018 ACTUALS (000) Audited

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$2,328

2018 ACTUALS (000) Audited

$2,328

2018 ACTUALS (000) Audited

$2,328
2019 - 2020 BOARD OF DIRECTORS

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VICE CHAIR -
RICK KING | Thomson Reuters

VICE CHAIR -
GINNY HUBBARD MORRIS | Hubbard Radio

VICE CHAIR -
RAVI NORMAN | Norman Global Enterprises

TREASURER -
DENNIS DAHLEN | Mayo Clinic

SECRETARY -
KATE WOLFORD* | The McKnight Foundation

CEO -
PETER FROSCH | GREATER MSP

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ANDREA WALSH | HealthPartners

PAT WALSH | Korn Ferry

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KEVIN WARREN* | Minnesota Vikings

COMMISSIONER LISA WEIK | Washington County

* TERM ENDED IN 2019 | ** TERM BEGAN IN 2019 | *** TERM BEGAN IN 2020