



MINNESOTA
star of the north[®]



2025 FAM TOUR

OCTOBER 20-23, 2025

CHICAGO, IL

[MN.GOV/DEED/DOBUSINESS/CHI-FAM-2025](https://mn.gov/deed/dobusiness/chi-fam-2025)



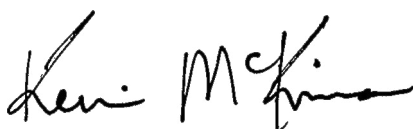
We appreciate the opportunity to showcase what Minnesota has to offer.

You probably know that Minnesota has 10,000 lakes, but did you know that we are also the problem-solving capital of America? When we see a need, we don't back down or wait for someone else to fill in the gap, we create it ourselves! **Minnesota ranks #1 in Medical Device Patents per Capita, and #2 in Food Products Patents per Capita.**

Talk about innovation, we have a robust ecosystem that provides ideas and talent that makes it possible for companies to grow and makes it easier for emerging innovative companies to find answers and plug into resources across Minnesota.

We know that once your clients visit Minnesota, they'll have a hard time leaving - I'm still here 20 years later! After living in Canada, Finland, Colorado and North Dakota, Minnesota is where I chose to call home and raise my family. I look forward to the opportunity to have your clients join us to build what matters in Minnesota!

Sincerely,

A handwritten signature in black ink, reading "Kevin McKinnon". The signature is fluid and cursive, with the first name "Kevin" and last name "McKinnon" clearly distinguishable.

Kevin McKinnon

Deputy Commissioner, Economic Development and Research

MINNESOTA DEPARTMENT OF EMPLOYMENT
AND ECONOMIC DEVELOPMENT



INVEST . LOCATE . GROW

Minnesota offers the best mix of human resources, infrastructure and technology — critical variables for business productivity and success — ranking among the **top five states in the U.S.** for long-term competitiveness.

- ★ **Minnesota is the 4th best state in the country.** Rankings include eight categories: health care, education, economy, opportunity, infrastructure, crime & corrections, fiscal stability and natural environment. (*U.S. News & World Report, 2024*)
- ★ **Minnesota ranks as the 6th best state for business** (*CNBC, 2024*)
- ★ **Minnesota ranks 3rd best state for women** (*WalletHub*)
- ★ **Minnesota had the 6th highest labor force participation rate in the nation (68.2%)** (*Bureau of Labor Statistics, 2024*)
- ★ **Minnesota ranks 1st in states with the best health care systems** (*WalletHub, 2025*)
- ★ **Minnesota ranks as the 5th best state for working moms** (*WalletHub*)
- ★ **5th best state for working moms and dads** (*WalletHub, 2025*)
- ★ **Minneapolis ranks as the 8th best city for young professionals in America** (*NICHE, 2024*)
- ★ **The University of Minnesota serves nearly 68,000 students** and offers more than 500 undergraduate & graduate majors and programs.
- ★ **Minnesota ranks as the 9th most educated state** (*WalletHub, 2025*)
- ★ **Eight out of the past nine years, the Minneapolis-St. Paul International Airport** has been recognized as the “**Best Airport in North America.**” (*Airports Council International (ACI)*)
- ★ **1st best state for millennials** (*CNBC, 2023, most recent data*)
- ★ **2nd best state to retire** (*WalletHub, 2025*)
- ★ **Least stressed state** (*WalletHub, 2025*)
- ★ **2nd best place to raise a family** (*WalletHub, 2025*)
- ★ **5th in child well-being** (*Annie E. Casey Foundation Kids Count Report, 2024*)
- ★ **Minnesota businesses benefit** from easy access to new college graduates and customized training opportunities based on close proximity to nearby colleges.
- ★ **Minnesota ranked 1st in ACT test scores** among the 20 states that had 65% or more of graduating high school students take the college entrance exam.
- ★ **Minnesota has the 3rd highest life expectancy** (79.1 years) nationwide (*World Population, 2024*)
- ★ **Mayo Clinic has been named** for nine consecutive years as a **top hospital in the United States** (*U.S. News & World Report*)

Minnesota: A Leader in Advanced Manufacturing



\$65.0 billion in state GDP contribution



329,000 highly-skilled workers



\$24.6 billion in exports



Home to the **Minnesota Precision Manufacturing Association** with over **300** members



Home to 8 Fortune 500 manufacturing giants: 3M, CHS, General Mills, Land O'Lakes, Ecolab, Hormel Foods, Solventum, Fastenal



More than **45% GDP growth** in the last 10 years



Driving the growth of Minnesota's advanced manufacturing future workforce through the Dual-Training Pipeline program



Specialties: Medical devices, computers and electronics, and food product machinery

Minnesota: A Leader in Food Manufacturing and Agriculture



\$21.4 billion in state GDP contribution



Home of the Plant Protein Innovation Center, whose 29 members span the supply chain



49,000 jobs in food manufacturing



5,200+ businesses



Home to Fortune 500 food & ag giants: CHS, General Mills, Hormel Foods, Land O'Lakes



\$9.1 billion in exported goods



Top ag export markets: China, Mexico, Canada, Japan, South Korea



Top agricultural products: Soybeans, corn, grains, pork

Minnesota: Committed to Cleantech Innovation



#1 in Midwest for energy efficiency



Member of the **Heartland Hydrogen Hub**, which will develop and deploy clean hydrogen projects



First state in the Midwest to set a **2040 net-zero carbon emissions target** for electricity generation



62,000 (latest data) clean energy jobs: specializing in renewables, energy efficiency, and advanced transportation



\$1.1 billion through 270 venture capital deals in the cleantech vertical since 2003



Home of BioMADE, the national biomanufacturing institute



Offer **refundable tax credits** for Sustainable Aviation Fuel (SAF) usage and new SAF facilities



Education, R&D and government programs support cleantech R&D, electric vehicles, bioeconomy

Minnesota: A Renowned Leader in Life Sciences



Home of Medical Alley, #1 HealthTech Cluster in the world



Home to the nation's largest private health insurer, UnitedHealth, and top-ranked hospital, the Mayo Clinic



\$1.1 billion in venture capital funding to 80+ companies in the health care industry in 2024



3,380 bioscience establishments



34,400 employees across 500+ medical device businesses



Medtronic got its start here in the 1950s when **Earl Bakken developed the first external, wearable battery-powered heart pacemaker**

Minnesota: Committed to Technology and Innovation



\$27.8 billion in state GDP contribution



16,000 companies and 126,000 jobs in tech & innovation industries



Leaders in R&D: 3M to invest \$3.5B over next 3 years; Medtronic \$2.7B annually; University of Minnesota \$1.3B annually; Mayo Clinic \$1.3B annually



Leading technology patents per capita: 1st in cardiac therapy; 2nd in electrotherapy; 3rd in medical devices; 4th in water purification



Post-it notes, water skis, and the snow blower were invented here



Specialties: Telecommunications, Computer Equipment, Sensor Technologies, Product Development

#2

IN MEDTECH

(Business Facilities)

#3

**IN COMPUTER
STORAGE DEVICE
MANUFACTURING**

(Lightcast)

#5

**TOTAL PATENTS
PER CAPITA**

(U.S. Patent and Trademark Office)



APEX is a private sector-led ambassador and concierge responsible for promoting sustainable growth in Northeast Minnesota and Northwest Wisconsin. The non-traditional and dynamic economic development organization focuses on efforts to elevate the region's brand, address challenges, drive progress.

AREA PARTNERSHIP FOR ECONOMIC EXPANSION (APEX)

Rachel Johnson
President & CEO

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Duluth, MN 55802
Company: 218-740-3668

www.apexgetsbusiness.com



Greater Bemidji is a north-central Minnesota's economic development lead. The region is in the heart of Minnesota's lakes and pines region - known as an exceptional natural amenities and quality of life. Greater Bemidji's mission is to drive development and promote prosperity in the region.

GREATER BEMIDJI

David Hengel

Executive Director

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dhengel@greaterbemidji.com

102 First Street West, Suite 101

Bemidji, MN 56601

Company: 218-444-5757

www.greaterbemidji.com

GREATER MSP[®] Partnership

GREATER MSP is a public-private partnership of more than 4500 individuals from more than 300 leading businesses, universities, cities, counties, and philanthropic organizations working together to accelerate the competitiveness and inclusive growth of our 15-county regional economy.

GREATER MSP PARTNERSHIP

Jean-Luc Mette

Director, Business Investment

Direct: 651-728-2359

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370 Wabasha St North, Suite 1900

Saint Paul, MN 55102

Company: 651-287-1300

www.greatermsp.org



The Greater St. Cloud Development Corporation is a private alliance of 250 leaders across Benton, Sherburne, and Stearns counties. GSDC drives inclusive economic growth, fosters talent, and strengthens communities to make Greater St. Cloud a vibrant, top-tier place to live and work.

GREATER ST. CLOUD DEVELOPMENT CORPORATION

NeTia Bauman
CEO & President

Direct: 320-437-1430
nbauman@greaterstcloud.com

501 West St. Germain Street, Suite 100
Saint Cloud, MN 56301
Company: 320-430-1437
www.greaterstcloud.com



Kandiyohi County Economic Development provides assistance with development needs and opportunities in Kandiyohi County. Advancing agribusiness, bio-business, revolving loans, and expanding business in the county. Economic Development and plan for future growth.

KANDIYOHI ECONOMIC DEVELOPMENT

Barbara Carr

Executive Director

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1601 U.S. Highway 12 E, Suite 3
Willmar, MN 56201

Company: 320-235-7370

www.kandiyohi.com



EMPLOYMENT AND ECONOMIC DEVELOPMENT

The Minnesota Department of Employment and Economic Development (DEED) is the State of Minnesota's principal economic development agency. Its mission includes supporting the economic success of individuals, businesses, and communities by improving opportunities for growth.

DEED programs promote business recruitment, expansion, and retention; international trade; workforce development; and community development.

MINNESOTA DEPARTMENT OF EMPLOYMENT AND ECONOMIC DEVELOPMENT - DEED

180 E. 5th St., Suite 1200 | St. Paul, MN 55101
Company: 651-259-7432

Catalina Valencia

Executive Director of Business Development

Direct: 651-259-7493 | catalina.valencia@state.mn.us

Colleen Eddy

Metro Business Development Manager

Direct: 651-259-7459 | colleen.eddy@state.mn.us

mn.gov/deed/DoBusiness



OWATONNA
where the extra mile takes you

Owatonna, MN, is a thriving city along I-35, offering easy access to major markets. Known for its strong manufacturing base, historic charm, and vibrant community, it blends business opportunity with small-town appeal, making it a key hub in southern Minnesota.

OWATONNA PARTNERS FOR ECONOMIC DEVELOPMENT

Greg Kruschke

Community Development Manager

Direct: 507-676-5000

greg.kruschke@owatonna.gov

540 West Hills Circle

Owatonna, MN 55060

Company: 507-774-7317

www.owatonnadevelopment.com



People's Energy Cooperative

Your Touchstone Energy® Cooperative 

We are an electric distribution utility serving Southeast Minnesota. We offer incentive and market-based rates in addition market-leading C&I rates and access to 100% renewable energy.

Our region is home to the Mayo Clinic and affiliated businesses, advanced manufacturing facilities, and a wide spectrum of food processing firms.

PEOPLE'S ENERGY COOPERATIVE

Marty Walsh, CEcD

Economic Development & Key Accounts Manager

Direct: 507-923-5806

mwalsh@peoplesenergy.coop

1775 Lake Shady Ave S

Oronoco, MN 55960

Company: 507-923-5806

www.peoplesenergy.coop



IRON RANGE RESOURCES & REHABILITATION

The Department of Iron Range Resources & Rehabilitation (IRRR) is a state of Minnesota economic development agency that reinvests local taconite production taxes back into northeastern Minnesota businesses and communities. IRRR provides grants and loans for businesses development opportunities.

MINNESOTA DEPARTMENT OF IRON RANGE RESOURCES & REHABILITATION - IRRR

Janelle Greschner

MBA, Director of Business Recruitment

Direct: 218-735-3500

janelle.greschner@state.mn.us

4261 Highway 53 South

Eveleth, MN 55734

Company: 218-735-3000

www.mn.gov/irrb



Waseca County is located in Southwestern Minnesota, the bread basket for agriculture, food processing and state of the art manufacturing.

WASECA COUNTY

Tina Wilson

Planning and Zoning Administrator

Direct: 507-475-2860

tina.wilson@wasecacounty.gov

307 North State Street

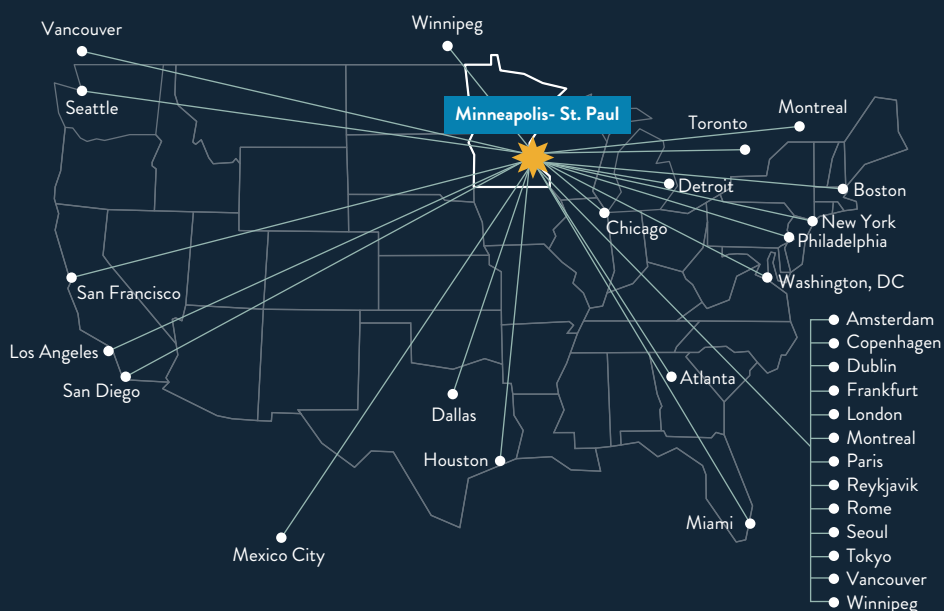
Waseca, MN 56093

Company: 507-835-0538

www.wasecacounty.gov



165 non-stop flights from Minneapolis-St. Paul International Airport



MINNEAPOLIS-ST. PAUL INTERNATIONAL AIRPORT:

✴ **Daily non-stop flights** to London, Paris, Amsterdam, Tokyo, Seoul, Canada, Mexico, Germany, and more

✴ **Number 1** North American airport
✴ **15 minutes** to clear U.S. customs and immigration



MINNESOTA INFRASTRUCTURE

★ LAND

- 3 interstate highways (I-90, I-94, and I-35)
- 4 Class I freight rail lines
- 3,500 Class I rail miles

★ AIR

- 9 commercial airports
- 165 non-stop destinations, 130 domestic and
- 35 international markets

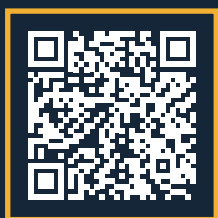
★ WATER

- 7 commercial ports
- 3 Foreign Trade Zones

★ UTILITIES

- 92% of Minnesotans are connected to the internet

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**SCAN HERE FOR
MORE FAM TOUR INFO**



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