

### **Doing Business in Minnesota**

Ankara – Web Seminar – November 4, 2019

Izmir – Web Seminar – November 6, 2019



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### Presentation

#### Themes:

- 1) General Information About Minnesota
- 2) Why and How to Operate in Minnesota
- 3) Industries in Minnesota
- 4) How to Work with State Agencies

## **General Information on Minnesota**

#### - Population

- 5.5m in State (Turkey is over 13x population)
- 3.5m in Twin Cities (Minneapolis and Saint Paul)

#### - Population Centers

- Turkey is 3.5x land size of Minnesota (Minnesota = United Kingdom)
- Metro 75 km x 75 km
- Wheel of Cities Rochester 120 km; Saint Cloud 100 km; Duluth 240 km

#### - International Connections

- Daily flights to Europe
- 100+ daily flights within U.S.
- Daily flights to Asia/Canada/Mexico
- Port of Duluth/Rail Connections

## **General Information on Minnesota**

#### - Headquarters for Business Leadership

- Fortune 500 Companies 3M, Donaldson, Dow Water Systems, EcoLab, Mortenson
- Private Companies Cargill
- Companies with Headquarters Outside US Pentair, Siemens, Suez
- Start-ups Ever expanding number of Start-Up Incubators and Accelerators
- Diversity of Sectors Clean Technology; Water Technology; Food and Ag; Advanced Manufacturing
- Dynamic Business Environment
  - Focused on the next set of solutions

### General Information on Minnesota

### - Been Surrounded by Minnesota Your Whole Life



### Why and How to Operate in Minnesota

### - Why?

- Top 30 world economy
- Commercial and Political Leadership
  - Well functioning government
  - Highest rankings on transparency and efficiency
- Taxes
  - Single-Factor with No Throwback Rule
  - No Taxes on Machinery or Inventory

### Why and How to Operate in Minnesota

- Why? (continued)
  - Workforce
    - Highest educational attainment
    - Highest test scores
  - Commercial Leadership
    - Across Sectors

### Why and How to Operate in Minnesota

- How?
  - Simplicity
  - Neutral Treatment
  - Relationship-Based Location
  - Minnesota Trade Office

## Industries in Minnesota

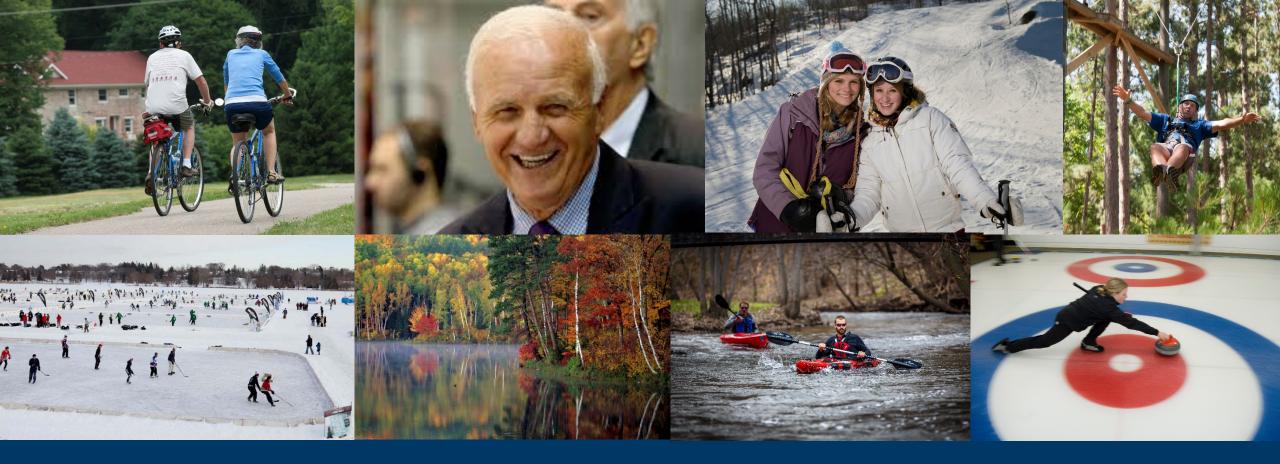
### **Core Industries**

- Medical Technology
- Advanced Manufacturing
- Food and Agricultural Technology
- Green Technology
- Sensor Technology



### How to Work with State Agencies

- Communicate early
- Understand the resources at the national, state, regional, and city levels
- Figure out what works for your business and your limitations
  - If you are looking for customers, you might be too early
- Look at the entire ecosystem in each state



# Thank You!

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