

# The Midwest U.S. – Japan Dynamic

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Illinois • Indiana • Iowa • Kansas • Michigan • Minnesota • Missouri • Nebraska • North Dakota • Ohio • South Dakota • Wisconsin

## The 12 Midwest Governors Speak on Japan: Hear Their Voices in a Special Edition of the JETRO Chicago Midwest Newsletter



**From the  
Chief  
Executive  
Director**

**Ralph Inforzato**  
*Chief Executive Director,  
JETRO Chicago*

### The Midwest and Japan: A Bond of Friendship

The Midwest region is the foundation of the U.S. economy. The Midwest is often referred to as America's Heartland

and has three economic pillars: industrial manufacturing, agricultural production and transportation logistics all of which are essential to the health to the overall U.S. economy.

At no other time in the history of the Midwest have Japanese companies played such an important role for the economies of our region and actually for the entire U.S. economy. During the past four decades thousands of Japanese company representatives and their precious families have moved to the Midwest to work at their companies and live in their new American home towns. They have brought more than new types of Japanese management models to the business community; they have brought a sense of Japan to the American Heartland and have inspired thousands of Americans to learn more about Japanese culture and to travel to Japan.

I have encouraged so many American local leaders to develop relationships with Japanese companies in their cities and also travel to Japan to build relationships. The Midwest leaders have done so

enthusiastically and have said visiting Japan is their most special experience of their lives. It is such a remarkable bond of friendship that has developed between the Midwest and Japan.

Importantly, thousands of men and women from across the Midwest region have more than jobs at Japanese companies, they have in fact, built prosperous careers. All of the Midwest's leaders recognize and respect the importance of Japanese companies in their state and local communities: governors, mayors, state legislators and economic development professionals all support Japanese companies.

We at JETRO Chicago believe it is important to share a single document, The Midwest U.S. – Japan Dynamic which shows a current economic profile of each Midwest state accompanied by a special message to Japan from each one of our twelve Midwest governors.

We at JETRO Chicago very much want you to read about these 12 Midwest states' economies and know the message to Japan from each governor. We encourage you to contact JETRO Chicago or the representative cited on the state profile in Japanese or English to learn more about the Midwest region of the United States.

**Ralph Inforzato**, Chief Executive Director, JETRO Chicago

*Japanese version is also available*

**Contact JETRO Chicago • [www.jetro.go.jp/usa/](http://www.jetro.go.jp/usa/)**

JETRO Chicago is located at 1 East Wacker Drive, Suite 3350, Chicago 60601. Phone: 312-832-6000; Fax: 312-832-6066

The JETRO Chicago team offers a wide variety of business support services for companies in the Midwest planning to initiate a business presence or seeking to add to their existing investment in Japan, and/or work with Japanese companies. Please feel free to contact us.

# State of Illinois



**J.B. Pritzker**  
Governor,  
State of Illinois

“As founding members of the Midwest U.S.-Japan Association, Illinois and Japan have a rich history of mutual respect and friendship in trade, culture and education. For over five decades, trade between Illinois and Japan has continued to strengthen and in 2018 alone exceeded \$12.8 billion.

Today, over 350 Japanese companies have a presence in Illinois, employing over 47,000 Illinoisans. I know our relationship will continue to flourish in the coming years.”

## Illinois Snapshot



**State Capital:** Springfield, Illinois

**Major Cities:** Chicago, Springfield, Peoria, Rockford, Champaign, Aurora, Joliet, Naperville, Elgin, Waukegan

**State Population (2017):** 12.79 million

**GSP (2017):** \$825.8 billion

**Top 3 Categories of Exports to Japan:** Computer and electronic parts, chemicals, Food and Kindred Products

**State Targeted Industries:**

- Advanced Manufacturing
- Agribusiness and Food Processing
- Financial Services
- Life Sciences
- Alternative Energy

## Illinois Profile:

Illinois is a premier destination for international business. Home to more than 2,000 foreign-based companies employing over 321,000 Illinoisans, the state's robust international business resources include more than 80 consulates/consuls general, more than 100 international chambers of commerce and international trade-based organizations, 28 international sister cities (The City of Osaka and Chicago have been sister cities since 1973) and more than 40 distinct ethnic communities with populations greater than 35,000.

Strategically located at the heart of the country, Illinois is the crossroads of commerce that puts businesses, people and goods within a four-hour flight of the entire North American market. The state provides non-stop service to more than 50 international destinations. Illinois companies benefit from a world-class transportation and logistics network, reliable low-cost energy, abundant water and natural resources and a highly educated workforce supported by more than 200 higher education institutions.

Illinois has a strong relationship with Japan. The state's foreign trade and investment office in Japan has promoted Illinois-Japanese business relations for more than 31 years. In 2018 trade

between Illinois and Japan exceeded \$12.8 billion, ranking Japan Illinois'6th largest export market and 4th largest import market. Japanese companies employ more than 47,000 people at more than 1,041 Illinois locations and Japan is Illinois' 2nd largest FDI partner by employment.

There is a vibrant and growing Japanese community in Illinois, which includes Mitsuwa Marketplace in Arlington Heights, one of the largest Japanese supermarkets in the U.S. and the Chicago Futabakai Japanese School. Japan maintains a consulate in Chicago to serve Japanese citizens and businesses, as Illinois is home to approximately 30,000 Japanese-Americans. There are six daily flights between Chicago and Japan.

## For more information on Illinois, contact:

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Margo Markopoulos, Deputy Director, Illinois Department of Commerce & Economic Opportunity, Trade and Investment,  
Email: [Margo.markopoulos@illinois.gov](mailto:Margo.markopoulos@illinois.gov); Phone: 312-814-3116.

# State of Indiana



**Eric J. Holcomb**  
Governor,  
State of Indiana

“As Governor of Indiana, I am grateful for the storied and strong relationship we share with Japan and for the many friendships it has created.

The cultural and economic ties between us run deep, with more than 300 Japanese business establishments operating here. We are proud to count Japan as our largest foreign investor, placing the Indiana-Japan partnership at the forefront of our economy, and more importantly, weaving it into the culture of our daily lives.”

## Indiana Snapshot



**State Capital:** Indianapolis, Indiana  
**Major Cities:** Indianapolis, Fort Wayne, Evansville, South Bend, Carmel, Fishers, Bloomington, Hammond, Gary, Lafayette, Muncie, Noblesville  
**State Population (2017):** 6.63 million  
**GSP (2017):** \$351.1 billion

**Top 3 Categories of Exports to Japan:** Pharmaceuticals & Medicines, Medical Equipment; Meat Products & Meat Packaging Products

**State Targeted Industries:**

- Advanced Manufacturing
- Aerospace
- Information Technology
- Life Sciences
- Logistics & Transportation



## Indiana Profile:

Indiana is a global destination for business. The state's pro-growth economic environment continues to attract new companies from around the world, and we consistently rank best in the Midwest and top five in the nation for doing business.

Indiana is known for making things and growing things. We have a reputation of excellence in agriculture and manufacturing, supported by a central location that provides efficient access to suppliers and customers. Our relationship with Japan is deeply rooted in advanced manufacturing. Thanks in large part to our Japanese businesses, including Subaru of Indiana Automotive, Inc., Toyota Motor Manufacturing Indiana, Inc., and Honda Manufacturing of Indiana, LLC. Indiana has the highest concentration of manufacturing jobs and the second-largest automotive sector in the U.S. by GDP.

But our economy today looks vastly different than 30 years ago when Subaru first launched production here. Manufacturing, agriculture and logistics alike are advancing alongside technology, developing new innovations and creating new sectors like agbiosciences, putting automated intelligence in the hands of farmers to increase food safety and quality. And, in tandem, our economy is diversifying like never before, with significant growth occurring in many high-growth, high-demand fields.

• **Life Sciences:** Indiana is the second-largest exporter of life sciences products, developing life-enhancing and life-saving pharmaceuticals, medical devices and orthopedics. We have leading companies like Eli Lilly and Company, Cook Medical LLC, Roche Diagnostics Corporation and Zimmer Biomet Holdings, Inc., along with networks of suppliers and research partners.

• **Information Technology:** In Central Indiana, tech jobs are growing twice as fast as the national average, ranking sixth for growth across the U.S. and Canada. Industry employment is expected to increase significantly with startups and global companies such as salesforce.com, inc., Infosys Limited, Genesys and Wipro Limited locating and scaling here. We are excited to welcome Japan's NTT Data to that list as the official technology partner and sponsor of IndyCar.

• **Aerospace & Defense:** Indiana's network of defense, logistics and higher education assets make our state ideal growth. Companies like Rolls-Royce Corporation, GE Aviation, Raytheon Company, BAE Systems Inc. and now Saab AB are developing next-generation technologies for a variety of uses, from commercial aviation to U.S. Air Force pilot training to cybersecurity.

This shift did not happen by accident. It is the result of intentional strategy to increase innovation and support industry diversification. Under the leadership of Governor Eric J. Holcomb, Indiana has established a \$250 million Next Level Fund to increase venture capital, created new tax credits for large data centers, made our headquarters relocation and venture capital tax credits more accessible, and allocated new funding for private sector R&D.

With this focus on cultivating ingenuity, we are propelling both Indiana's economy and our workforce, and we intend to be at the center of solving global, 21st century challenges. We look forward to continuing our partnership with Japan and for the opportunity to work together to advance innovation across all sectors.

## For more information on Indiana, contact:

Indiana Economic Development Corporation (IEDC),  
Email: [japan@investindiana.com](mailto:japan@investindiana.com); Phone: 317-232-8800.

# State of Iowa

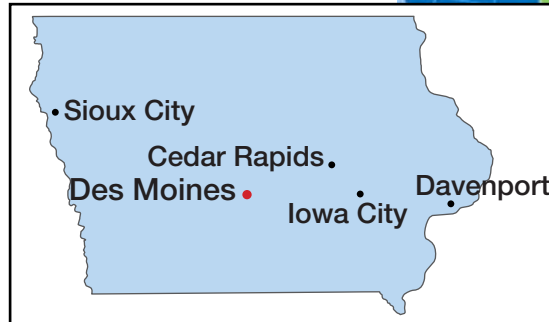


**Kim Reynolds**  
Governor,  
State of Iowa

“Since a 1959 typhoon relief effort in Yamanashi Prefecture known as the Iowa Hog Lift, the Iowa-Japan relationship has promoted growth for both regions. A global leader, especially in agriculture, Iowa is a crucial part of the U.S. – Japan trade relationship.”

We are honored to work with Japanese business leaders to continue strengthening cultural and commercial ties. I look forward to many more years of prosperity and friendship between Iowa and Japan.”

## Iowa Snapshot



**State Capital:** Des Moines, Iowa

**Major Cities:** Des Moines, Cedar Rapids, Davenport, Sioux City, Iowa City

**State Population (2017):** 3.14 million

**GSP (2017):** \$183.0 billion

**Top 3 Categories of Exports to Japan:** Meat, Cereals, Oil Seeds

**State Targeted Industries:**

- Advanced Manufacturing
- Biosciences
- Finance and Insurance
- Technology

## Iowa Profile:

Located in the Midwestern region of the United States, an area often referred to as the “American Heartland,” the State of Iowa is comprised of 145,743 square kilometers of land and three million people. The state is located west of Chicago, Illinois, and bordered by the Mississippi River on the east and the Missouri River on the west.

The state’s central geographic location and abundance of transportation options and intermodal services make it a quick and easy place to distribute product and manufacturing resources. Investments in infrastructure components such as airports, railroads, highways and ports – as well as communication infrastructure such as broadband – keep Iowa businesses well-connected.

In terms of both international trade and investment, Iowa offers a tremendous set of advantages and attributes that can help businesses of all sizes grow and succeed. The state’s economy is diversified and has core strengths in advanced manufacturing, biosciences and financial services. Additionally, the state’s unprecedented growth in biofuels and wind energy has propelled Iowa to a leadership position in renewable energy in the U.S.

Thanks to its low, rolling hills, fertile black soil, abundant fresh water and a favorable environment, Iowa also boasts America’s top corn and soybean harvest, which is a foundation for its production of high-quality beef, pork, eggs, turkey and other agricultural products. Iowa is the second largest exporter of agricultural products in the U.S. and the 25th largest exporter of manufactured goods in the U.S. Iowa exported over \$18 billion of

manufactured and value-added agricultural goods to 200 countries in 2018. The state’s top export product categories include machinery, oil seeds, cereals, vehicles, and food waste/animal feed. The state’s farm exports represent over seven percent of the total farm products exported from the U.S. every year. Additionally, Iowa imports over \$10 billion worth of manufactured goods directly from overseas sources.

Japan is now Iowa’s third largest export market, purchasing \$1.5 billion in goods last year. In fact, from 2017 to 2018, Iowa exports to Japan increased by over six percent – meats, grains and oil seeds accounted for the majority of total exports. In turn, we imported \$529 million in goods from Japan last year through machinery, electrical equipment, chemicals and measuring instruments, among other things. Japanese investment in Iowa is also robust – Ajinomoto Co., Inc., Bridgestone Corporation, Mitsubishi Materials Corporation, Valent Biosciences LLC – a Sumitomo Chemical company, Nippon Life Insurance Company and NSK Ltd. are among the numerous Japanese companies with operations in Iowa.

For more information on doing business in Iowa, please visit [iowaeconomicdevelopment.com](http://iowaeconomicdevelopment.com) or email: [opportunities@iowaeda.com](mailto:opportunities@iowaeda.com).

## For more information on Iowa, contact:

Allen Williams, Business Development Manager, Iowa Economic Development Authority, Email: [allen.williams@iowaeda.com](mailto:allen.williams@iowaeda.com); Phone: 515-348-6194.

# State of Kansas



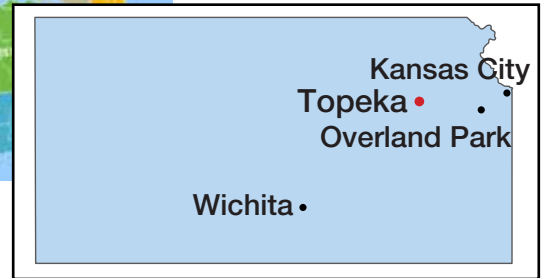
**Laura Kelly**  
Governor,  
State of Kansas

“Thank you for this opportunity to introduce the State of Kansas, located in the heart of the Midwest.

Kansas is a leader in aviation, agriculture and logistics. Japan is one of our top trading partners and an important investor in Kansas, and we appreciate our long partnership.

We have benefitted from both business and cultural ties and we look forward to building upon these important relationships between Kansas and Japan.”

## Kansas Snapshot



**State Capital:** Topeka, Kansas

**Major Cities:** Wichita, Overland Park, Kansas City

**State Population (2017):** 2.91 million

**GSP (2017):** \$157.8 billion

**Top 3 Categories of Exports to Japan:** Meat Products, Aircraft & Parts, Chemicals

### State Targeted Industries

- Aviation
- Bioscience
- Logistics
- Food Processing
- Energy

## Kansas Profile:

Located at the center of the North American free trade corridor, Kansas' exceptional workforce, business-friendly environment and efficient transportation system continue to attract leading companies in a wide range of business fields. Major pharmaceutical, automotive and IT firms have joined the state's traditional aviation and agricultural companies to form a solid industrial foundation. Due to its central location and transportation infrastructure, Kansas also is an important logistics hub for companies serving regional, national and global markets.

Over the years, Japan and Kansas have developed a robust business relationship. Japan is a top export market, accounting for \$1 billion in Kansas exports. In addition, major Japanese companies, including Kubota Corporation, Marubeni Corporation, Yanmar Co., Ltd., Futamura Chemical Co., Ltd., Kyodo Yushi Co., Ltd., Sekisui Xenotech, LLC, Gunze Limited and Takako Industries, Inc. have selected Kansas as their preferred business location for new investment. These companies selected Kansas due to the business advantages our state can offer – advantages that translate to increased performance and profits.

Kansas workers are a driving factor in the expansion of our state's economy. With outstanding schools and good partnerships between industry and education, Kansas businesses have access to a workforce prepared to meet the needs of companies in a highly competitive global economy. The general educational level of the population is high, and the right-to-work law guarantees the right to employment regardless of whether a person is a member of a union.

University research centers across the state have contributed to the development of innovation and state-of-the-art facilities in key industry sectors. Home to Wichita State University's National Institute for Aviation Research, Kansas is recognized as the center of innovation for aviation throughout the world. The University of Kansas bioscience research capabilities have made great contributions to the biotechnology industry and Kansas State University's unique Department of Grain Science and Industry which supports value-added food production.

The structure of Kansas' financial incentives and taxes has been thoughtfully planned to be fair and favorable for your business. Our incentives reflect an awareness of business know-how to attract and retain companies that provide jobs for Kansans.

The Kansas Department of Commerce is the lead economic development agency for the state. Our goal is to enhance the business climate by bringing businesses to the state and assisting businesses that already call Kansas home. We want to continue to show businesses worldwide the quality of our business climate and why Kansas is a great place to live and work.

## For more information on Kansas, contact:

Randi Tveitaraas Jack, International Development Manager, Kansas Department of Commerce; Email: [Randi.TveitaraasJack@ks.gov](mailto:Randi.TveitaraasJack@ks.gov); Phone: 785-296-7868; Mobile: 785-845-0290.

# State of Michigan



**Gretchen Whitmer**  
Governor,  
State of Michigan

“Michigan has long enjoyed a strong relationship with Japan, one built on mutual respect, openness and collaboration.

We deeply appreciate the many great Japanese companies that have invested in

Michigan and the significant contributions they make to our economy.

We have created a business-friendly environment that ranks among the best in the nation, and we value the opportunity to support additional Japanese business investment in the future.”

## Michigan Snapshot



**State Capital:** Lansing, Michigan

**Major Cities:** Detroit, Grand Rapids, Ann Arbor, Traverse City, Warren, Lansing

**State Population (2017):** 9.98 million

**GSP (2017):** \$456 billion

**Top 3 Categories of Exports to Japan:** Primary Metals Manufacturing; Computers and Electronic Products; Chemicals

**State Targeted Industries**

- Advanced Manufacturing
- Agribusiness
- Cybersecurity
- Defense
- Mobility

## Michigan Profile:

Michigan and the Japan-based companies doing business in our state have enjoyed longstanding, productive, and mutually beneficial relationships. With more than 500 Japanese facilities in Michigan that employ nearly 40,000 Michigan residents, Japan is one of our leading foreign direct investors. Investment in Michigan from Japanese companies includes Toyota Motor Engineering and Manufacturing North America, Inc., Denso International America, Inc., Hirotec America, Inc., Yazaki Corporation, Bozel North America LLC, Aisin World Corp. of America, Inc., NS International, Ltd., NHK International Corporation, Fujikura Automotive America, LLC, Fanuc America Corporation, Toyoda Gosei North America Corporation, and SMK Electronics Corporation U.S.A., among others.

These companies know firsthand that Michigan has a business-friendly environment that ranks among the best in the nation. We have made dynamic changes over the past decade to eliminate burdensome regulations and improve the business climate in the state to benefit investment by foreign companies. And we have the incentives and programs in place for companies large and small to expand and grow here.

Michigan also has the talent to help Japanese companies succeed. Few locations in the world can match Michigan's vast pool of talented workers. We have built a diverse and plentiful workforce distinguished by education, experience, and adaptability. In fact, Michigan not only has the highest concentration of electrical, mechanical, and industrial engineers in the United States, but also boasts more than 200,000 members of the skilled-trades labor force.

In addition, Michigan's logistical advantages – including infrastructure, geographic location, industry and supply chain capabilities – provide unique opportunities for businesses to succeed here. And as the home to the busiest international crossing in the world, we understand the need for free and open trade.

Michigan is strategically located near Canada, one of the U.S.'s largest trading partners, and set amid one of the most populous areas in North America. Indeed, Michigan's special economic and geographical relationship with Canada provides an international supply chain that reaches throughout Ontario, providing immediate access to a broader range of suppliers.

Finally, Michigan stands out among other states in terms of natural resources. We are blessed with abundant natural beauty, vibrant urban areas, authentic destinations, and unique experiences that are hard to find anywhere else.

The combination of strikingly beautiful landscapes, cultural attractions, a top-10 business environment, and a thriving, diverse economy makes our state an attractive place to live, work and play. Simply put, there is no better place in North America for Japanese companies to expand and create jobs than in Michigan.

## For more information on Michigan, contact:

Drew Coleman, Director, Foreign Direct Investment – MEDC,  
Email: colemand5@michigan.org; Phone: 517-599-3033. Alex Kaneko,  
MEDC Contractor (Japan), Email: kanekoa@michiganjp.org.

# State of Minnesota



**Tim Walz**  
Governor,  
State of Minnesota

“Minnesota has welcomed 35 Japanese companies who have put down roots in our state. They join many “Fortune 500” home-grown companies like 3M and Medtronic, as well as Mayo Clinic and America’s largest private company Cargill. Japan and Minnesota

share core values of sustainability, education, work ethic and economic stability. We welcome your investment and hope you will come to explore our 150,000 businesses, 10,000 lakes, cool forests and the Mississippi River which originates in Minnesota.”

## Minnesota Profile:

Minnesota prides itself on “Thriving in the North.” Businesses prosper in our diverse and stable economy. Major “Fortune 500” companies like 3M Company and Medtronic, Inc., and healthcare leaders like Mayo Clinic and agri-tech giant Cargill, Incorporated started in Minnesota. Their financial, IT, transportation, distribution and other infrastructure help support small and medium size businesses. Many suppliers serve the auto, aerospace and medical industries so are able to thrive during economic cycles. Contributing to the economic success is top ranked Minneapolis-St. Paul Airport which offers daily non-stops to Tokyo Haneda and many daily flights to Europe.

Japan’s historic and personal ties with Minnesota are deep. Former Ambassador to Japan Walter Mondale is from Minnesota and is an honorary chairman of the Japan-America Society of Minnesota. The community is also supported by a Ministry of Education approved Japanese School. The oldest US-Asia Sister City established in 1955 is Nagasaki-St. Paul, the capital of Minnesota. The first US-Japan commercial flight took off from Minneapolis in 1947 and Northwest Orient Airlines helped launch JAL. In the early 20th century a St. Paul rail and steamship company carried flour to Yokohama whereas in the 1960’s the cargo was northern Minnesota’s iron ore which left from Lake Superior’s deep sea port for the long voyage to Japan’s steel mills.

Today, Japanese companies have found diverse investment opportunities reflecting Minnesota’s own leading positions in several sectors – healthcare, food, advanced manufacturing, renewable and clean energy -- from Olympus Surgical Technologies America to Takeda Pharmaceutical Company Ltd and Sawai Pharmaceutical Company Ltd., from Nisshin Seifun Group Inc. to Toppan Printing Co., Ltd., Kurita Water Industries Ltd., Tokyo Electron Limited, Daikin Industries, Ltd. and many more.

The first step for some Japanese companies has been to seek R&D collaboration with the University of Minnesota. The state government will

## Minnesota Snapshot



**State Capital:** Saint Paul, Minnesota

**Major Cities:** Minneapolis; St. Paul; Rochester; Bloomington; Duluth

**State Population (2017):** 5.58 million

**GSP (2017):** \$368 billion

**Top 3 Categories of Exports to Japan:** Medical Equipment; Electrical Equipment; Ores, Slag, Ash (Iron Ore); Machinery

**State Targeted Industries**

- **Medical -- Devices & Technology, Digital health, Regenerative medicine**
- **Food & Agriculture**
- **Advanced Manufacturing (e.g. robotics & sensors, agricultural, HVAC)**
- **Clean environment and water technologies**
- **IT (incl. software, hardware, related products and services)**

help make those personal connections. The state also offers various financial incentives programs, and many of the Japanese companies have made use of these such as customized training assistance and grants when hiring skilled workers.

As we balance Industry 4.0 with sustainability goals, Minnesota’s concentration of software and engineering talent have transformed into a fast-growing tech savvy IoT community. Minnesota companies have developed a broad range of IoT products that include agriculture, aerospace, healthcare, remote monitoring, security, smart buildings, water systems, vehicles and many more. Cross-over among industries is moving at a fast pace, such as retail giant Best Buy who is pioneering healthcare with smart homes.

Whether it’s because of healthcare technology or Minnesota’s abundant nature, Minnesotans have the second highest longevity in the U.S. We are blessed with many green forests and golf courses, over 10,000 lakes and rivers, including the magnificent Lake Superior and the Mississippi River which originates in Minnesota. The importance of clean water and nature may be why our state has been a leader in setting sustainability goals.

Japan and Minnesota are united by the values of sustainability, education, work ethic and economic stability. We hope you will look to Minnesota for your next collaborative opportunity and are confident you will Thrive in the North with us. <https://mn.gov/deed/business/locating-minnesota/invest-mn/invest-japanese.jsp>

## For more information on Minnesota, contact:

Masao Kumori, MBE, Trade & Investment Officer, Japan, Minnesota Trade Office, Department of Employment and Economic Development, Email: [m.kumori@mnto-jp.org](mailto:m.kumori@mnto-jp.org); Phone: +81-3-5403-5948, Mobile: +81-90-1210-8755.

# State of Missouri



**Mike Parson**  
Governor,  
State of Missouri

“Missouri has a strong working relationship with Japan, and we appreciate the investments made by the more than 50 Japanese companies in our state.”

## Missouri Snapshot



**State Capital:** Jefferson City, Missouri

**Major Cities:** Kansas City, St. Louis, Springfield

**State Population (2017):** 6.11 million

**GSP (2017):** \$304.9 billion

**Top 3 Categories of Exports to Japan:** Food, Transportation Equipment, Chemicals

**State Targeted Industries:**

- Agtech
- Automotive
- Energy Storage
- Food
- Geospatial

## Missouri Profile:

Missouri is one of the most stable and economically diverse states in the USA. Located in the center of North America, with the advantage of global distribution via two international airports, unrestricted river access to the Gulf of Mexico, every Class 1 railroad in the US, and numerous Interstate highways and pipelines, Missouri allows companies to get their goods to consumers quickly and efficiently.

The trading relationship between us is strong. In 2018, Missouri exports to Japan totaled more than \$533 million, and Japan's exports to Missouri totaled more than \$418 million. Missouri has a trade and investment office in Tokyo, and in 2016 we were honored to host the Midwest US Japan Association Conference.

Recently, Missouri took steps to improve the business environment for companies that choose to invest here by creating new customized training programs, a deal closing fund for expansion projects, and tax credits of up to \$50 million for automotive companies that invest in Missouri. Missouri is also about to decrease its corporate tax rate to 4 percent, giving Missouri one of the lowest corporate tax rates in the US, and our statewide network of innovation communities continues to grow.

Today, 58 Japanese companies are investing in Missouri including Toyota Motor Corporation, Kawasaki Heavy Industries, Ltd., Yamaha Corporation, Ajinomoto Co., Inc., Kansai Paint Co., Ltd., Mitsui & Co, Ltd., Nidec Corporation and Daikin Industries, Ltd., and 27 Missouri companies invest in Japan. Recent growth among these companies

include: Ajinomoto opening a new plant in Joplin in 2018 creating 120 new jobs in the community; Kansai Paint building a new \$5 million warehouse in St. Louis in 2017; and the recent expansion of Kawasaki's Maryville plant that expanded the plant to around 900,000 square feet and creating 30 new jobs.

Missouri is proud of our strong sister state relationship in Japan with Nagano Prefecture and sister city relationships with the cities Kurashiki, Higashimurayama, Haruna, Aizuwakamatsu, Hakusan, Suwa and Isesaki. And since 1977, Missouri has hosted the Japanese Festival at the Missouri Botanical Garden in partnership with numerous Japanese organizations across the state. This is one of the largest and oldest festivals of its kind in the United States and is attended by thousands each year including, in 2018, the Consul-General of Japan in Chicago.

Missouri Partnership's Dennis Pruitt is available to assist any Japanese companies interested in learning more about doing business in Missouri. Missouri's goal is to make sure you have the tools, resources and information needed to succeed in our innovative and progressive business climate.

## For more information on Missouri, contact:

Dennis Pruitt, Vice President, Business Development, Missouri Partnership;  
Email: [dennis@missouripartnership.com](mailto:dennis@missouripartnership.com); Phone: 314-932-3972.



# State of Nebraska



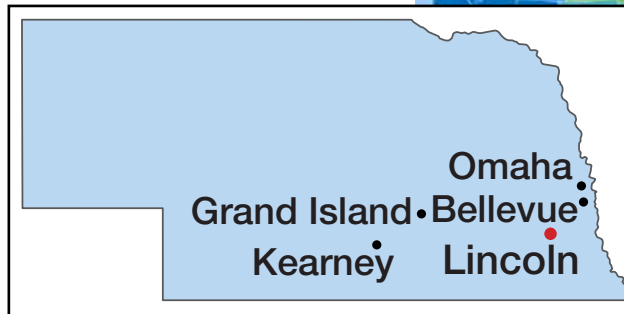
**Pete Ricketts**  
Governor,  
State of Nebraska

“For decades, the relationship between the Japan and the United States has played an enormously important role in world politics, creating new economic opportunities in both countries and strengthening security.

Japan is Nebraska’s number one direct international investor, and the largest export market for beef, our state’s number one product.

We invite you to explore the great opportunities awaiting you in the Good Life as the deep friendship our state shares with Japan continues to grow and flourish.”

## Nebraska Snapshot



**State Capital:** Lincoln, Nebraska

**Major Cities:** Omaha, Lincoln, Bellevue, Grand Island, Kearney

**State Population (2017):** 1.92 million

**GSP (2017):** \$119.59 billion

**Top 3 Categories of Exports to Japan:** Beef, Pork, Corn

**State Targeted Industries:**

- Agribusiness and Food Processing
- Biosciences
- Advanced Manufacturing
- Renewable Energy
- Consulting Services

## Nebraska Profile:

For Nebraska, our trade relationship with Japan is one of our most important. Japan is Nebraska’s fourth largest export market and largest direct international investor. Because of this, Governor Pete Ricketts has made strengthening the partnerships between Nebraska and Japan a top priority by expanding exports, attracting new direct investment, and creating new partnerships.

International markets are critical to creating opportunities for Nebraska’s farm and ranch families. Japan is Nebraska’s largest export market for beef, pork, and eggs and, overall, it is our second largest agricultural export market. Japan accounts for 29% of Nebraska’s beef exports and 56% of pork exports. Thanks to the efforts of many Nebraskans over the years, trade missions continue to promote Nebraska’s quality agricultural products in Japanese restaurants.

Major Japanese companies like Kawasaki Heavy Industries, Ltd., Marubeni Corporation, American Shizuoka Corporation, and Itochu Corporation have invested in Nebraska. About 35 Japanese-owned companies employ 9,400 Nebraskans in communities throughout the state including David City, Lincoln, Norfolk, Omaha, and Ogallala among others. Nebraska is a great place for Japanese investment because the state is well-known for its business-friendly climate in the United States: #1 for fiscal condition (Mercatus Center), #2 for regulatory environment (Forbes), and as #5 for best states for business (Forbes).

Over the years, Nebraska has also established a number of partnerships to strengthen ties between the two countries. Omaha, Nebraska and Shizuoka City, Shizuoka Prefecture have been sister cities for over 50 years, and have participated in a number of cultural exchanges through that partnership. Hastings also has a sister-city relationship with Ozu in Ehime Prefecture. In July 2018, Governor Ricketts hosted Governor Toshizo Ido of Hyogo Prefecture at the State Capitol in Lincoln. Hyogo Prefecture is home to the city of Kobe, where Kawasaki is headquartered in Japan. Like Nebraska, Hyogo has agriculture and manufacturing as two of its top industries. During the visit, the two Governors signed a memorandum of understanding to help strengthen ties between the two states.

In September 2018, Nebraska had the honor of hosting the 50th Annual Conference of the Midwest U.S. - Japan Association (MWJA), an association of 10 American states committed to growing economic opportunities between Japan and the American Midwest. About 400 leaders in business and government attended the conference along with about a dozen governors from both countries.

Because of our shared values of loyalty, hard work, and strong families, Nebraska and Japan’s relationship has a bright future for years to come.

## For more information on Nebraska, contact:

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# State of North Dakota



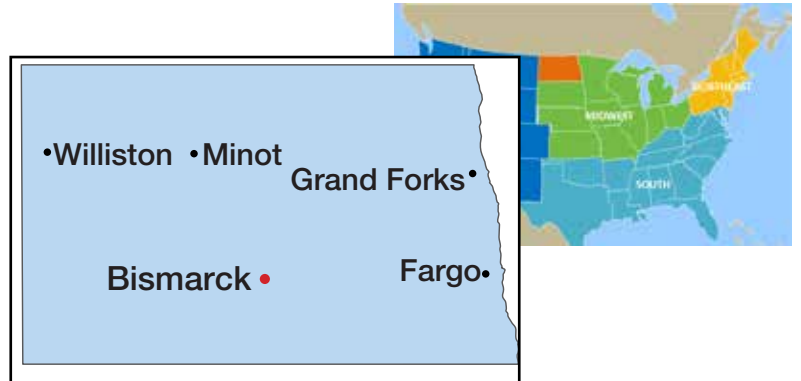
**Doug Burgum**  
Governor,  
State of North Dakota

“North Dakota is a state with unlimited promise and potential. Markets for North Dakota products like soybeans, cereal grains, aviation equipment and much more reach far beyond our state’s borders.

International trade, direct investment and partnerships are keys to growing North Dakota.

We are committed to the continuation of our strong economic and trade partnership with Japan.”

## North Dakota Snapshot



**State Capital:** Bismarck, North Dakota

**Major Cities:** Fargo, Grand Forks, Minot, Bismarck, Williston

**State Population (2017):** 0.76 million

**GSP (2017):** \$51.6 billion

**Top 3 Categories of Exports to Japan:** Soybeans; Civilian airfare, engines, equipment; Front end shovel loaders

**State Targeted Industries:**

- Agriculture
- Energy
- Technology
- Tourism
- Advanced Manufacturing

## North Dakota Profile:

North Dakota, with its growing economy and diverse natural resources, is one of the best locations in the U.S. for new and expanding businesses. Global companies like Microsoft Corporation, Caterpillar Inc., Deere & Company, United Technologies Corporation, Archer Daniels Midland Company, Cirrus Design Corporation, Case New Holland Industrial N.V., Iberdrola, S.A., Doosan Bobcat Inc., Amazon.com, Inc., Cargill, Incorporated, Monsanto Company Inc. and Northrop Grumman Corporation have growing operations in North Dakota.

Business incentives, government accessibility and workforce performance, combined with North Dakota’s favorable position as one of the lowest-cost states for operating a business, are driving international companies to consider North Dakota for their operations.

The North Dakota Trade Office is leading the effort to attract

businesses to our state. The trade office is the catalyst in a collaborative effort among the state’s universities, state and federal government agencies and private export service professionals that provide North Dakota companies with the support they need to succeed in the global marketplace. Its unique structure, a private-public, non-profit partnership, enables it to move at the speed of international business.

Combined with a legendary work ethic and a highly educated workforce, North Dakota has become a dynamic place to live, work, invest and be in business.

## For more information on North Dakota, contact:

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## State of Ohio



**Mike DeWine**  
Governor,  
State of Ohio

“Ohio and Japan share a special investment relationship, and my administration is committed to bolstering those ties.

This June, I discussed the advantages of investing in Ohio with senior JETRO officials at the SelectUSA Summit in Washington, DC.

In September, Ohio will move ahead by bringing its largest contingent to the Midwest U.S.-Japan Association Annual Conference.

We look forward to advancing our partnership and sharing successes that benefit both Ohio and Japan.”

### Ohio Snapshot



**State Capital:** Columbus, Ohio

**Major Cities:** Cincinnati, Columbus, Cleveland, Toledo, Dayton

**Population (2017):** 11.6 million

**GSP (2017):** \$645.8 billion

**Top 3 Categories of Exports to Japan:** Aircraft, Spacecraft and Parts; Industrial Machinery, Including Computers; Vehicles and Parts

**State Targeted Industries:**

- Advanced Manufacturing
- Automobile
- Healthcare
- Technology
- Energy & Chemicals

### Ohio Profile:

Shige Yoshida toured the United States in the mid-1970s in search of the perfect location to build a factory for Honda. He chose Ohio, won over by the friendly residents and affordable cup of coffee. Today, Ohio is the state with the largest investment from Honda and the home of its largest R&D center outside of Japan. In addition to Honda, Topre Corporation, Weastec, Inc., and Pilkington North America Inc., a subsidiary of Japan-based NSG Group, all have made recent investments in Ohio.

Ohio and Japan have a long history in business. Japan accounts for 29 percent of Ohio's international investment, with 798 establishments employing 70,405 Ohioans. There are fifteen sister city and prefecture relationships between Ohio and Japan including the state of Ohio and Saitama Prefecture; Bellefontaine and Suzuka city, Mie; and Cincinnati and Gifu city, Gifu.

Located in the Great Lakes region of the United States, Ohio has the seventh largest state economy; a dedicated, loyal workforce; and diverse industries that help the make the state attractive to international companies. It is a one-day drive from more than 60 percent of the U.S. and Canadian populations, which means customers are within reach.

Ohio has four major assets that make it universally business-friendly:

- A competitive business climate featuring a growth-friendly tax structure, state budget reserves, diverse industry sectors and continued private sector job growth providing stability and predictability for businesses operating here.
- An integrated infrastructure connected by highways, intermodal facilities,

airports, water and low-cost energy enables companies to obtain raw materials, produce goods and deliver products to market more efficiently and cost-effectively.

- A skilled workforce trained at world-class education institutions and known for a strong work ethic and manufacturing expertise contributing to lower turnover and higher productivity.
- A robust research and innovation network consisting of collaborative public and private organizations, accessible academic and clinical resources, and active venture capital and business supporters helping Ohio companies continuously improve their competitive positions.

Ohio organizations are working to evolve the state's relationship with the Japanese business community as well as the many Japanese partners. In 2017, a delegation of Japanese business leaders from Keidanren gathered in Ohio. Despite Japan having significant investment in 14 other states, Ohio was the only state the delegation chose to visit twice. Hiroshige Seko, Japan's minister of economy, trade and industry visited Ohio in late 2018, expressing Japan's continued dedication to strengthening the partnership with Ohio even further.

What happens in Ohio impacts the world and that's why companies across the U.S. and around the globe have proudly selected Ohio. Ohio invites you to expand, grow and thrive with us. Get started by visiting [jobsohio.com](http://jobsohio.com).

### For more information on Ohio, contact:

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# State of South Dakota



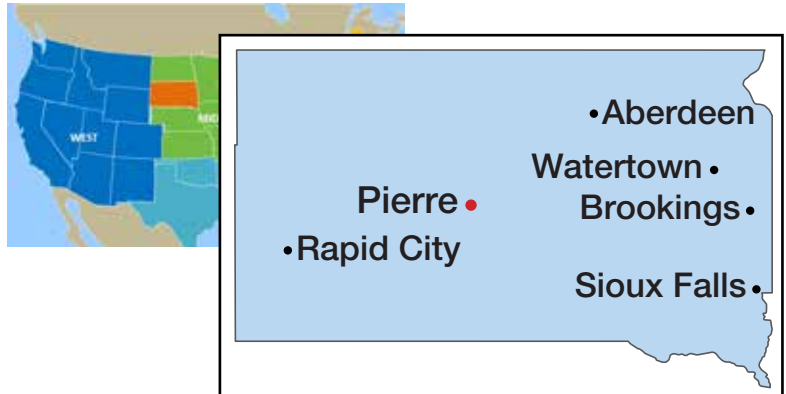
**Kristi Noem**  
Governor,  
State of South Dakota

“Greetings! South Dakota is ready to be your next business location. From low operating costs (6th lowest in the nation) and a business-friendly tax environment (second best tax climate in the nation), to a skilled, productive and growing workforce, we are ready

to help your company grow.

Additionally, as the geographic center of the United States, it's easy to make a global connection. Please continue reading our state's profile for a full overview of South Dakota.”

## South Dakota Snapshot



**State Capital:** Pierre, South Dakota

**Major Cities:** Sioux Falls, Rapid City, Aberdeen, Watertown, Brookings

**State Population (2017):** 0.87 million

**GSP (2017):** \$49.6 Billion

**Top 3 Categories of Exports to Japan:** Food Manufacturing; Minerals & Ores; Fabricated Metal Products

**State Targeted Industries:**

- Bioscience
- Cybersecurity
- Manufacturing
- Precision Agriculture
- Value-Added Agriculture

## South Dakota Profile:

South Dakota is the premier location for corporate success. We're fiscally stable and responsible, we have a GSP that is growing faster than most other states, and we have a growing and educated workforce. In the last 10 years, South Dakota has the highest manufacturing growth rate in the nation, growing 55.7 percent compared to a national average of only 29.64 percent. We're one of only three states that saw an increase in manufacturing workforce in the last 10 years.

Businesses in South Dakota enjoy no corporate income tax, no personal income tax, no personal property tax, no business inventory tax and no estate or inheritance tax. Not only do we keep taxes low, our incentives will help your business flourish. South Dakota's tax climate is one of the best in the nation – Number 2 to be exact. Our low operating costs mean your business has more room to grow and earn a bigger profit. In South Dakota, we don't believe in red tape and we don't believe in overtaxing our businesses, either.

Access to top government officials, in addition to tax refunds, tax abatements, workforce training and internship grants, easy

permitting and low-interest loans, all showcase to the South Dakota advantage. When it comes to your business, we make it our mission to see you succeed.

Recently, the company of Terex underwent an expansion and South Dakota has several large foreign companies that demonstrate a strong international presence - Toshiba (Japanese), AKG (German), Bel Brands (French), Marmen (Canadian), Agropur (Canadian), Glanbia (Irish).

The South Dakota Governor's Office of Economic Development (GOED) has an array of financial programs and resources that can help make your transition easy and manageable. From land and equipment purchases, to infrastructure development, the GOED is here to help. Visit [www.sdreadytowork.com](http://www.sdreadytowork.com) for a complete overview. We'd love to show you why South Dakota should be your company's next location. [www.sdreadytowork.com](http://www.sdreadytowork.com).

## For more information on South Dakota, contact:

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# State of Wisconsin



**Tony Evers**  
Governor,  
State of Wisconsin

“ For years, Wisconsin has enjoyed a strong relationship with Japan.

Many Wisconsin-made goods are well-known in Japan, from Harley Davidson motorcycles to GE Healthcare life science products.

With a highly educated, highly skilled workforce, Wisconsin is a great place for Japanese businesses to locate and invest. I invite you to learn more about our beautiful state and friendly people. ”

## Wisconsin Snapshot



**State Capital:** Madison, Wisconsin

**Major Cities:** Milwaukee, Madison, Green Bay, Kenosha, Racine, Appleton, Oshkosh, Eau Claire, La Crosse, Wausau

**State Population (2017):** 5.79 million

**GSP (2017):** \$292.48 billion

**Top 3 Categories of Exports to Japan:** Industrial Machinery, Medical and Scientific Instruments, Electrical Machinery

**State Targeted Industries:**

- Advanced Manufacturing
- Food and Beverage
- Energy, Power and Control
- Water Technology
- Biohealth

## Wisconsin Profile:

Companies looking to start, relocate or expand their operations in Wisconsin benefit from the state's central location, reliable infrastructure, talented workforce and business-friendly policies—all of which create competitive advantages that help businesses capitalize upon regional, national and global market opportunities.

Uniquely positioned for delivering products to many major North American cities within a single business day, Wisconsin affords companies convenient access to domestic and international markets. The world's busiest multimodal transportation hub is located just 89 km south of the state's border. Wisconsin's extensive transportation network relies on nine major highways covering more than 18,990 km to move products to market and connect businesses to major industrial cities throughout the Midwest. Eight commercial airports serve major industrial and metropolitan areas statewide. Wisconsin is also surrounded by three of the nation's greatest waterways—Lake Michigan, Lake Superior and the Mississippi River—and 39 million tons of product is transported annually from 13 commercial ports located along these bodies of water.

Wisconsin's long history of innovation continues to fuel new solutions to challenges facing people and companies, nations and our very planet, with some of the most respected companies in the world drawing upon Wisconsin's plentiful natural resources, its renowned research capabilities and the can-do spirit of its citizens to grow and succeed.

Wisconsin is recognized nationally and globally as a leader in both emerging and established industries. This industry leadership is driven by an integrated

cluster development strategy that sparks further innovation, enhances collaboration and spurs big ideas throughout the state.

Developing its next generation of leaders has always been crucial to the industries in Wisconsin. The state's university system, anchored by the University of Wisconsin—Madison, supports the researchers, companies and policy-makers across the state that are working together to improve business outcomes, health, nutrition and quality of life worldwide. Wisconsin's university system consistently ranks among the nation's best in size and quality, and the state was the first to develop a technical college system, giving Wisconsin more than 100 years' experience training its workforce to fulfill ever-changing industry demands.

From global manufacturers to leading food producers and biomedical companies, businesses of all kinds are taking advantage of the many benefits Wisconsin offers, including the state's business-friendly tax policies. Notable Japanese businesses with operations in Wisconsin include Fujifilm Holdings Corporation, Hitachi Metals Ltd., Kikkoman Corporation, Komatsu, Ltd., and Seiko Epson Corporation.

If you're ready to take the next step, Wisconsin is ready for you. Visit [InWisconsin.com](http://InWisconsin.com) for more information.

## For more information on Wisconsin, contact:

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# JETRO Chicago

**Contact JETRO Chicago • [www.jetro.go.jp/usa/](http://www.jetro.go.jp/usa/)**

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