



The Minnesota Advantage

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Minnesota Trade Office

Agenda – Minnesota Advantage

- Profile
- Priority Industries
- Medical Sector #1
- Start-up Scene
- Incubators
- Financial Incentives

Minnesota Profile



POPULATION of 5,700,000 • “#1 least stressed” (2020) • “#2 best place” (2021) *US News & World Report*

Minnesota is a convenient center of commerce with deep ties to Japan

Japan is Minnesota's 4th largest
export partner at \$1.3 B (2020)

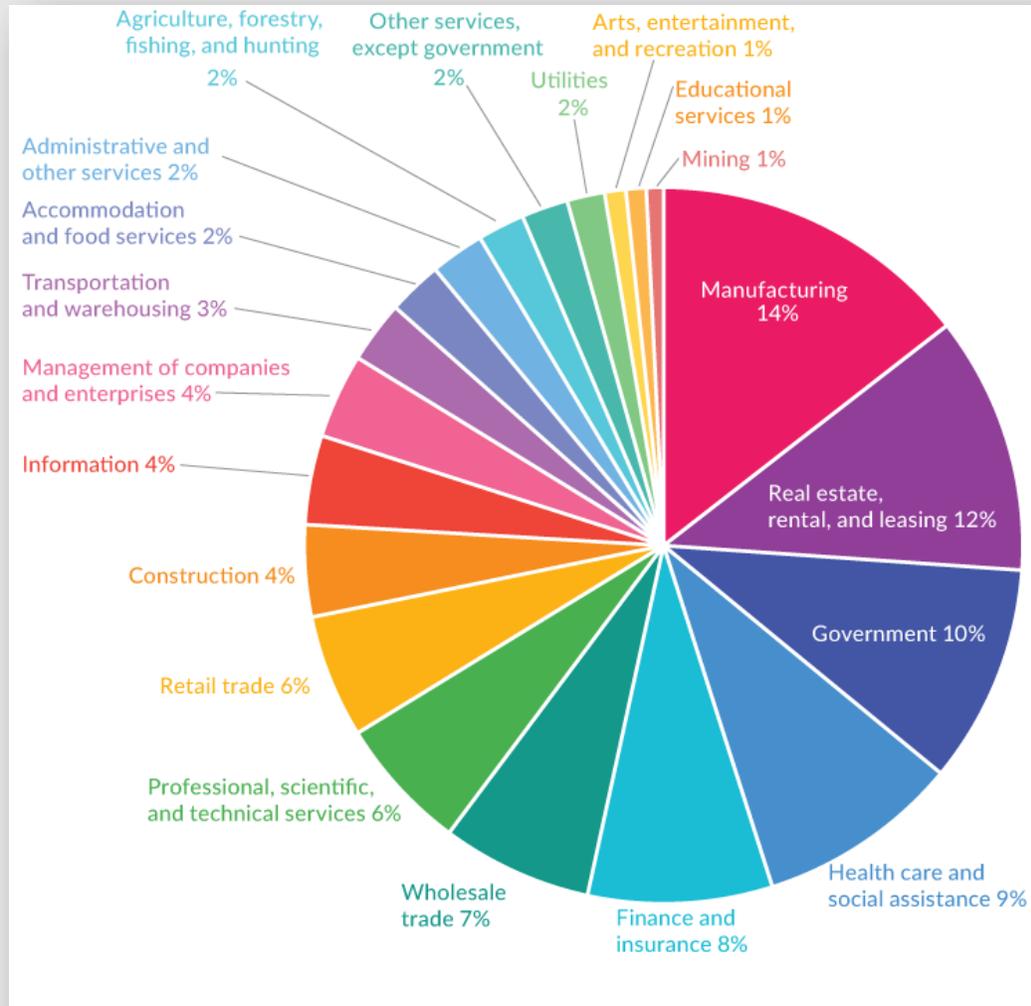
Nagasaki-Saint Paul is
1st sister city in Asia (1955)

ダルース港

Iron ore was shipped to Japan's steel mills
from Port of Duluth on Lake Superior (1960s)



Minnesota enjoys a diverse, stable economy



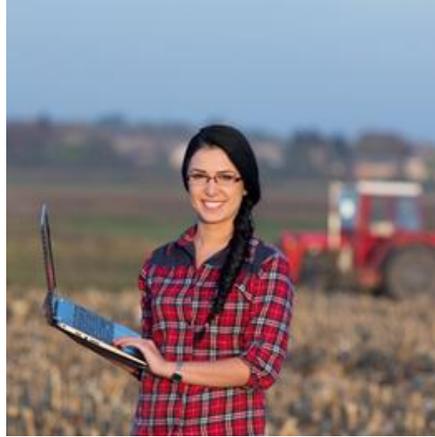
“Minnesota Management & Budget Office forecasts \$1.6 billion surplus...” - Feb. 26, 2021

Minnesota's priority industries



1. LIFE SCIENCES

- Medical devices
- Digital/Health IT
- Biotech/ pharma
- Personalized medicine
- Regenerative medicine
- Healthcare/Telemedicine



2. AGRITECH, FOODTECH

- Agricultural technology
- Animal science
- Precision farming
- Food processing



3. CLEAN TECHNOLOGIES

- Water technology
- Biofuels
- Solar energy
- Wind energy

Minnesota's priority technologies



4. ADVANCE MANUFACTURING

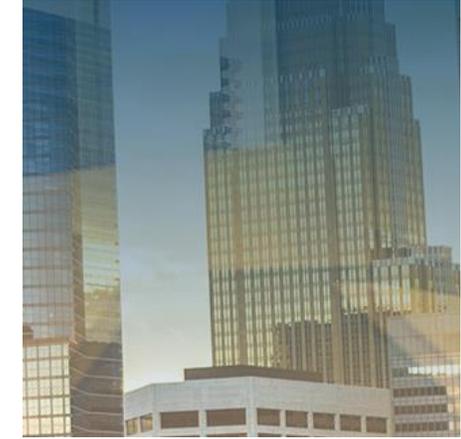
across many industries,
with particular strengths in:

- Medical devices
- High-tech machinery
- Electronics, semiconductors
- Vehicles and aerospace



5. CONNECTING THE WORLD

- IT Information Technology
- IOT Internet of Things
- FinTech
- Data Centers and broadband network



6. BUSINESS EXPERTISE

- Banking and Finance
- Insurance
- Professional, Legal and Business Services
- Logistics & Distribution

近鉄エクスプレス
日本通運
郵船ロジスティクス

Diverse Minnesota-Born Corporations

3M



ECOLAB

Cargill


GENERAL MILLS

Hormel
Foods

MAYO
CLINIC


Medtronic
Further Together


TARGET.

usbank


ARCTIC CAT

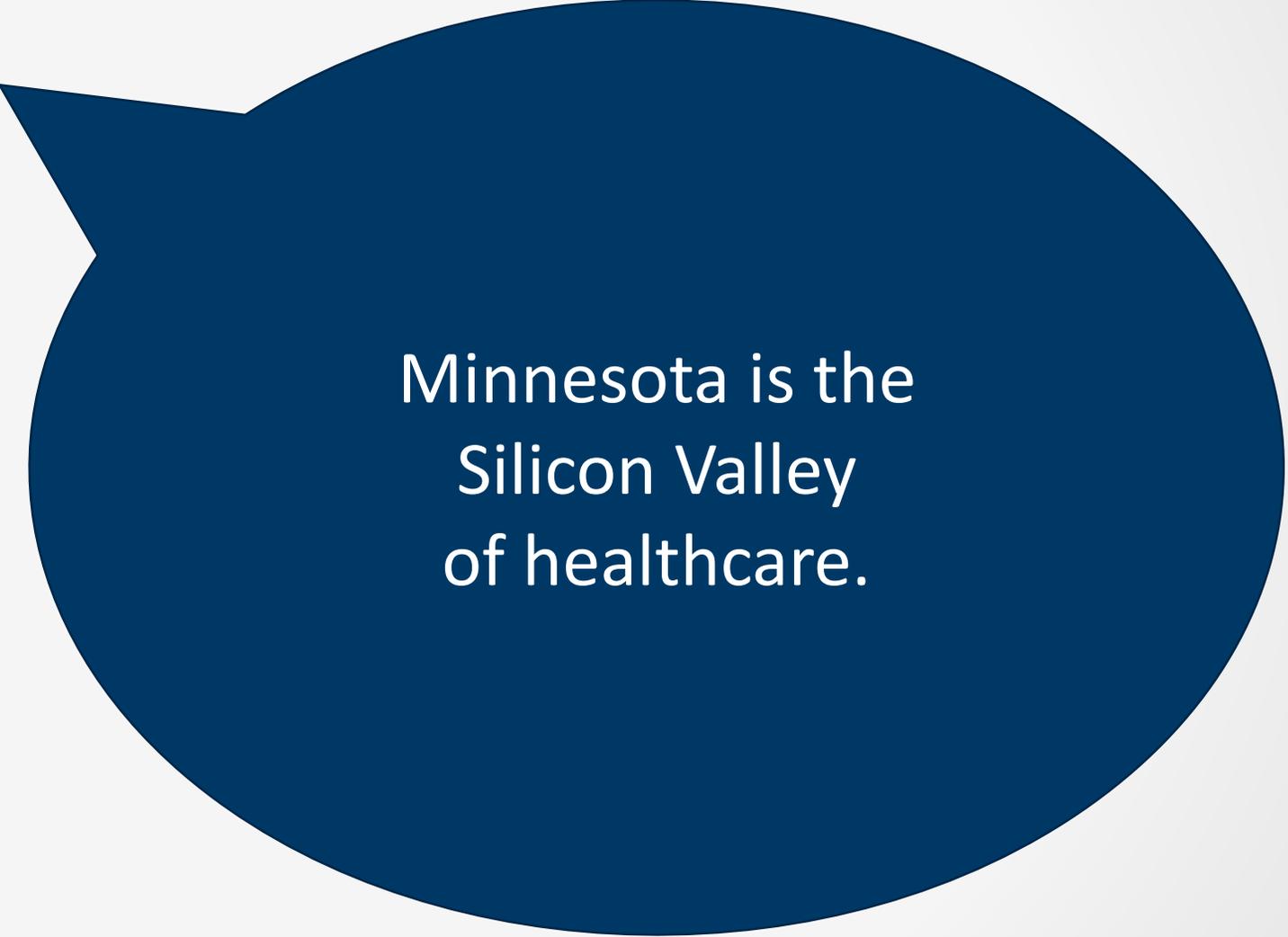
 **Xcel Energy**

UNITEDHEALTH GROUP

 **C.H. ROBINSON**
WORLDWIDE, INC.

 **POLARIS**
The Way Out.

Some people say...



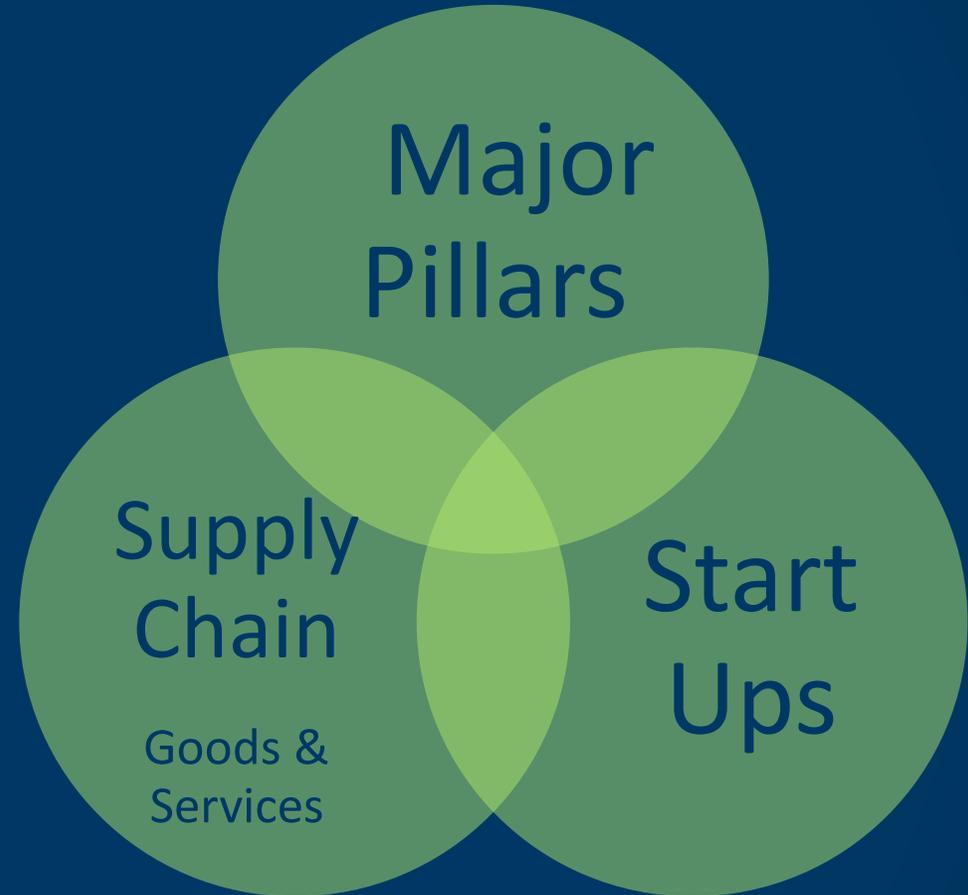
Minnesota is the
Silicon Valley
of healthcare.

**Minnesota is the world's
#1 health technology
innovation cluster**

Minnesota Ecosystem is structured for success

The world's leading health technology innovation cluster

- Medical devices
- Digital health
- Biopharmaceuticals
- 3D and bio-printing
- Wearables
- Personalized medicine
- Pharmacogenomics
- Telemedicine & mIoT
- Health care, etc.





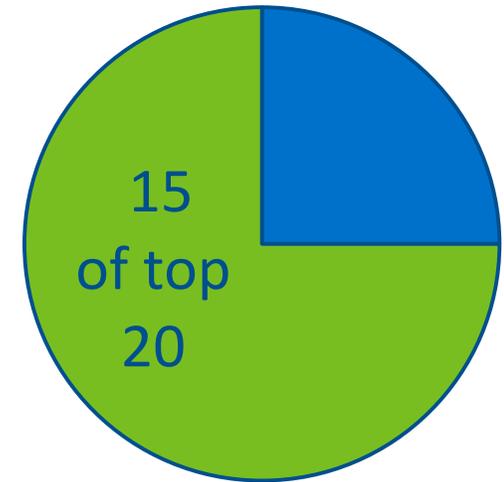
Minnesota Medical Ecosystem is Home to the Best

- #1 ranked hospital Mayo Clinic
- #1 world's largest medical company Medtronic
- #1 largest \$242B private health insurer United HealthGroup
- #1 largest digital health company Optum
- #1 largest industry trade association Medical Alley
- #1 concentration of medtech workers in the US
- #1 in medical technology patents per capita (#2 total)
- #1 for FDA clearances. PMA 6 months faster than US average
- #1 Best State for Health Care (WalletHub, 2019)
- 1st Stem Cell Institute in the US (at University of Minnesota 1999)
- 15 of top 20 largest med device companies
- 10 of top 20 largest med device company HQ- global or divisional
- 1,000+ healthcare companies, employ 500,000+ Minnesotans
- And millions more employed worldwide

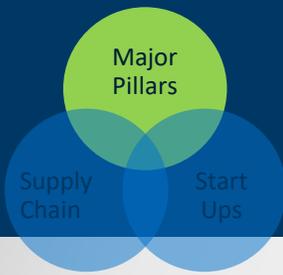


1000+
healthcare
companies

Medtronic
Further, Together



largest medical
device companies
are in Minnesota



Minnesota Medical Ecosystem

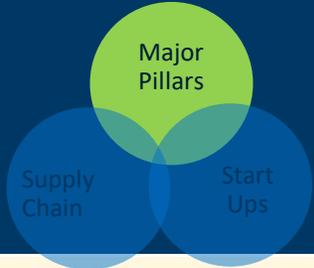
The Medical Alley Association is the largest medical trade group in US, with over 600 companies.

- For nearly 15 years MA has worked with Japanese members to support US market entry, corporate development, and research projects.

MEDICAL ALLEY

Foundational members include Mayo Clinic. The Big Three. Plus:





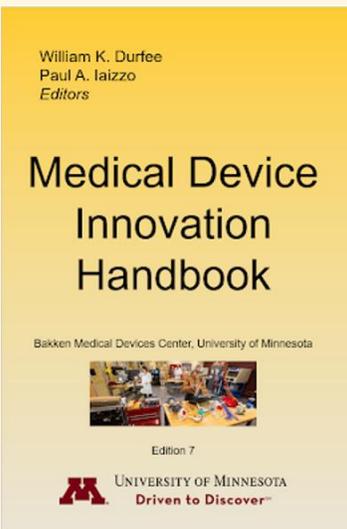
Minnesota Medical Ecosystem



Bakken Medical Devices Center

The Medical Devices Center named for Mr. Earl Bakken, Medtronic founder, sits within the Institute for Engineering in Medicine at the University of Minnesota

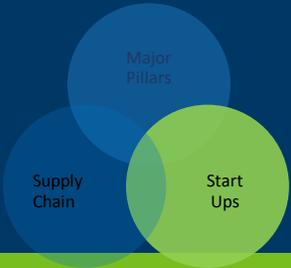
- 20th International [Design of Medical Devices Conference \(umn.edu\)](http://umn.edu) April 12-14, 2021
- Bootcamp for Innovation Fellows since 2008
- And so much more....
- Several Japanese corporations have sent Visiting Engineers to MDC



Minnesota's Medical Ecosystem



- MD/Researchers from Japan in
- Cancer
 - Skeletal Muscle
 - Neuro
 - Stem Cells



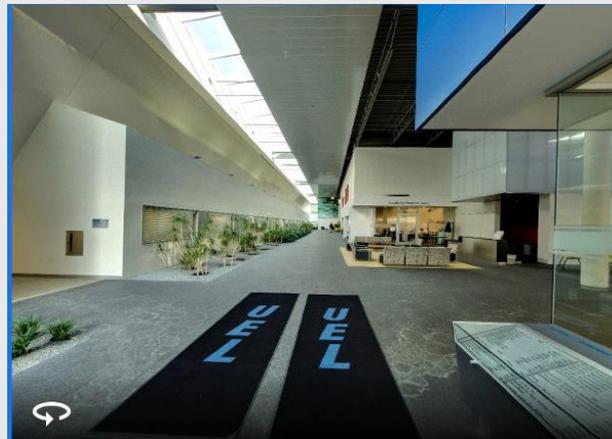
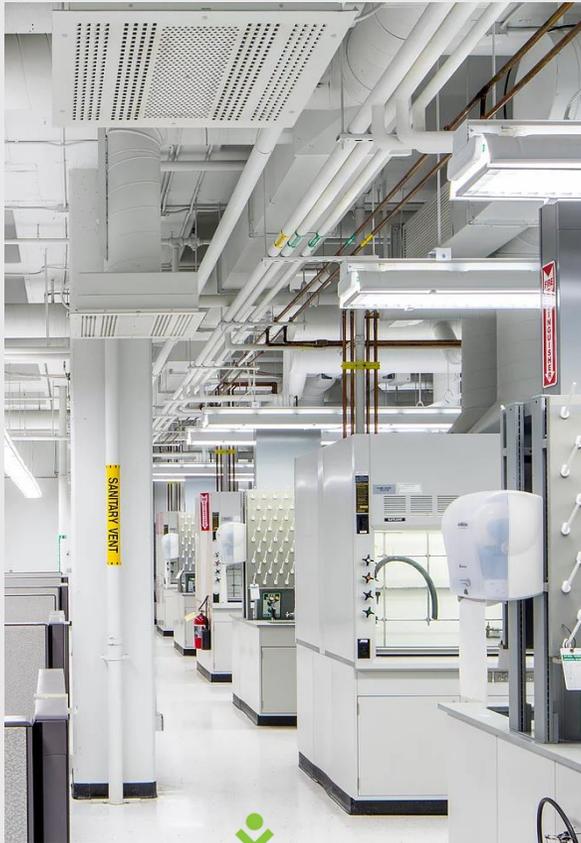
Minnesota Start-Up Ecosystem



Mayo Clinic Business Accelerator



Minnesota Medical Ecosystem: A Soft Landing



Financial Incentives: Minnesota invests in companies who invest in growth



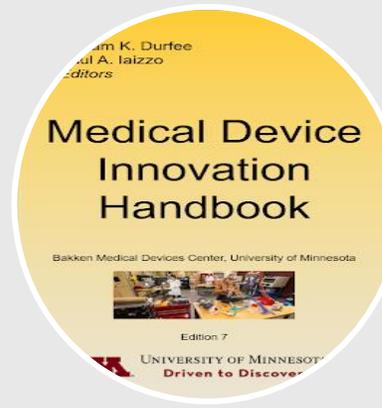
R&D tax credit: 10% tax credit for increasing research activities on first \$2 million of expenses; 2.5% thereafter



Grants: up to \$1 million in rebates after a company invests \$500,000 or more in real property improvements and creates 10 or more jobs



Low interest loans: for capital investments and job creation – portions of which may be forgiven – that operates through our city partners



Training Grants: up to \$400,000 for training employees

Minnesota offers a combination of incentives based on the investment amount, the number of jobs and the “weight” of jobs

Financial Incentives: Tax Exemptions Reduce Business Costs

Business taxes are competitive and reduced by:

- Machinery, inventory and other personal property are exempt from property tax
- Key manufacturing inputs are exempt from sales tax
- Advantageous corporate income tax apportionment
- Data Centers receive tax exemptions
- + Local city and regional incentives



[Business Climate / Economic Development \(mn.gov\)](http://mn.gov)



Minnesota State Capitol

Thank You

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