



Americana Rendez-Vous – Bienvenue au Minnesota

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Themes:

- 1) General Information About Minnesota
- 2) Why and How to Operate in Minnesota
- 3) Green Technology in Minnesota
 - a) Energy Generation
 - b) Energy Efficiency
 - c) Water Technology

Merci beaucoup Écotech Québec and Réseau Environment

General Information on Minnesota

- Population
 - 5.5m in State
 - 3.5m in Twin Cities (Minneapolis and Saint Paul)
- Population Centers
 - Metro – 75 km x 75 km
 - Wheel of Cities – Rochester 120 km; Saint Cloud 100 km; Duluth 240 km
- Distance from Montréal
 - 2 hour flight MSP → YUL
 - 2:15 flight YUL → MSP

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
- Ethos of Place

General Information on Minnesota

- Special Relationship with Canada and Québec
 - Voyageurs and Cities
 - Love of Disappointing Hockey Teams
 - Jacques Lemaire
 - #1 Trading and Investment Partner
 - Hundreds of Canadian Companies Operating in Minnesota
 - Toques
- Governance
 - Budget Surplus and Investments

General Information on Minnesota

- Been Surrounded by Minnesota Products Your Whole Life



Why and How to Operate in Minnesota

- Why?
 - Top 30 world economy
 - Leader in Green Technology
 - Commercial and Political Leadership in Green Technology
 - Water Legacy Amendment
 - Clean Energy Standard
 - Xcel Energy's Initiative
 - Governor's Initiative

Why and How to Operate in Minnesota

- Why? (continued)
 - Taxes
 - Single-Factor with No Throwback Rule
 - No Taxes on Machinery or Inventory
 - Projects
 - Destination Medical Center
 - Ford Site (Saint Paul)
 - Rice Creek Commons (Arden Hills)
 - Hillcrest (Saint Paul)

Why and How to Operate in Minnesota

- Why? (continued)
 - Global Connections
 - Nordic Cities Initiative
 - North Rhine-Westphalia (NRW)/German Energiewende
 - Leadership
 - Water Cluster
 - Grey to Green Conference
 - Landfill Negative Initiative - Rochester

Why and How to Operate in Minnesota

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

Why and How to Operate in Minnesota

- How? (continued)

- Map of Process

- Steps from Ford Site

- 1) Municipality Determines to Redevelop Parcel

- 2) Municipality Determines Scope of Green Technology Supported by Public Policy**

- 3) Developer Selected

- 4) Plans**

- 5) Refinement

- 6) Determine Efficiencies to Gain with Project

- 7) Review and Refinement

Green Technology in Minnesota

Three Areas of Concentration

- 1) Energy Generation
- 2) Energy Efficiency
- 3) Water

Nearly 60,000 jobs

- 75% in Efficiency; 12% in Renewable; 6% Advanced Grid; 5% Transportation
- 74% are Companies <20 Employees

Fastest Sector for Growth – 4.6% for 2019

Green Technology in Minnesota – Energy Generation

Facts:

- Lack of Natural Carbon-Based Energy Sources
- Concern About Sustainability and Environment
- Political Standard
 - 30 Year Commitment

Result:

- Portfolio Standard – 25% Renewable (5 Years Ahead of Schedule)

Green Technology in Minnesota – Energy Generation

Solar

- Dramatic Growth
 - 100 Community Solar Gardens in 2018
 - First US Solar and Storage Project
 - 18% Increase in Solar Jobs – Increased by 6,000 Jobs while US Trend was Negative
- 23% Reduction in Cost to Install and Operate Solar

Wind

- Already at 18% of Total Power
- Cost competitive –16% Reduction in Cost to Install and Operate Wind

Green Technology in Minnesota – Energy Efficiency

Maximizing Efficiency Within System

- 3M
- Siemens Digital Grid
- Saint-Gobain/Sage Glass

Efficiency and Advanced Grid

- 3,500 jobs in Advanced Grid Alone (Storage, Micro and Smart grid)

Impetus from Municipalities and Regions

Green Technology in Minnesota – Water

Love and Appreciation of Water – Water Legacy Amendment

Water Treatment/Water Reuse and Capture/Agricultural Management

Companies

- Suez
- Dow Water & Process Solutions
- EcoLab
- Pentair
- DeZurik (Booth #504 with Provan)

Minnesota Trade Office – www.mn.gov/deed/invest

Americana Landing Page – www.comparemn.com/americana

Minnesota Department of Commerce - www.mn.gov/commerce/industries/energy

Clean Energy Economy Minnesota - www.cleanenergyeconomymn.org



Thank You!

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