



PROMOTING GROWTH AND SHARED PROSPERITY FOR A BETTER MIDWEST

Resecuring Midwest U.S.-Canada Trade and Supply Chains in a Time of Changing Geopolitics

Laurence Reszetar – January 20, 2022

Perspectives from the Trade Office

- 1) Background on the Minnesota Trade Office
- 2) Canadian Relationship
- 3) What the Future Could Hold Under USMCA

Background on the Minnesota Trade Office

- Minnesota Trade Office

- 3 Responsibilities: Assist Minnesota's business, entrepreneurs, and communities with export promotion and assistance; expand foreign investment in Minnesota; serve as the official protocol office

- Staff

- 11 in Minnesota; Overseas Contractors

- Services

- Consultations
- Research
- Assistance with Domestic and Foreign Governments
- Trade Shows and Missions
- Concierge Service for Foreign-Owned Enterprises

- Grants

- Up to \$7,500 for Approved Export Development Activities
- Various economic incentives for companies investing in Minnesota using DEED programs



Background on the Minnesota Trade Office

- Audience/Clients

- Export

- SMEs
- Higher Education

- Investment Promotion

- Midsized & Large Companies
- Companies Already Operating in Minnesota
- Small or startup companies with growth potential

- Protocol

- Governor, Legislature

- In Your States

- Three Forms

- Public
- Public-Private
- Private

Canadian Relationship



Canadian Relationship

- Broad View
 - Historic relationship
 - Consulate in Minneapolis
 - Arbitrariness of Border
 - #1 trading partner
 - Just under \$5 billion in exports in 2020
 - Trade deficit but because of intermediate goods – imported goods are passed on
 - Hundreds of locations of Canadian companies operating in Minnesota and Minnesotan companies operating in Canada



Canadian Relationship

- Form and Function

- Ease of Doing Business
- Similarities of Challenges
 - Workforce
 - Changing Industries

- Sectors of Importance

- Energy
- Environment
- Manufacturing
- Services
- Agriculture
- Digital Trade
- Logistics/Infrastructure

What the Future Could Hold Under USMCA



What the Future Could Hold Under USMCA

- Informed by COVID-19
 - Essential Services
 - Supply Chain and Sourcing Challenges
 - Border Cities
- Digitalization
 - Digital Trade
 - Cybersecurity
- Climate Solutions
 - Electrification and Cross-Border Manufacturing (Heliene; New Flyer)
 - Protein Production
- Workforce Challenges and Cooperation





Thank You!

