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!