



## **STEP - Manufacturing**

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**Outgoing- Contract Manufacturing in Minneapolis  
January 22-23, 2019  
Minneapolis, MN**

# **TRIP REPORT**





## CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

### Overview/Mission Description

STEP coordinated a Saskatchewan delegation to travel down to Minneapolis, Minnesota on an educational trip to identify opportunities to engage in business down in this market pertaining to the Contract Manufacturing sector. Working with the Canadian Consulate and various associations in the area, to help facilitate two full days of meetings between businesses and directors of projects for networking and education on current projects and plans for this industry.



## CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

Minnesota is a strategic target for Canada being logistically close to get products back and forth for production and distribution into market as well as the similarities in markets and conditions. For Canadian companies, Minneapolis offers a well balanced, multi-sector economy, with buying habits and preferences much the same as our domestic market, while still being manageable and easy to access.

### **Summarized Agenda**

**Contract Manufacturing in the US  
Minneapolis, MN**

**January 22-23, 2019**

***Tuesday, January 22, 2019***

07:00 – 08:00	Continental Breakfast at Hotel	
09:00 – 10:00	Tab Borden/Ellen Muller- Trade Commissioner	<b>Canadian Consulate Boardroom</b> 701 4 <sup>th</sup> Avenue South Tel: 612-333-4641
12:00 – 13:00	Lunch with Barbara Mattson Minnesota Trade Office	<b>Normandy Kitchen</b> 405 South 8 <sup>th</sup> Street
13:30 – 15:00	Frank Ongaro Minnesota Mining	<b>Hyatt Place Minneapolis Boardroom</b> 425 7 <sup>th</sup> Street South Tel: 612-333-3111
15:00 – 16:30	Jim Alexander, Director, Design Engineering Southwest Light Rail Transit Project Metropolitan Council/Metro Transit	<b>Hyatt Place Minneapolis Boardroom</b>
18:30	Dinner	<b>Hells Kitchen</b> 80 S 9 <sup>th</sup> Street

***Wednesday, January 23, 2019***

07:00 – 08:00	Continental Breakfast at Hotel	
08:30 – 10:00	Kathi/Sean Minnesota Chamber of Commerce	<b>Hyatt Place Minneapolis Boardroom</b>
10:30 – 12:00	Michelle Jobst MANA Board Member, Jobst Inc.	<b>Hyatt Place Minneapolis Boardroom</b>
12:15 – 13:30	Lunch – Michelle Jobst	<b>Mercury Dining Room and Rail</b> 505 Marquette Ave. S
14:00 – 15:30	Tonya Bauer St. Paul Port Authority  Jennifer Erickson Greater MSP	<b>Hyatt Place Minneapolis Boardroom</b>
16:00 – 16:30	Debrief	<b>Hyatt Place Minneapolis Boardroom</b>

**Market Information**

The market for contract manufacturers is quite saturated in the area and there is a substantial amount of competition for work. Minnesota and the United States have initiatives in place to promote buying American and buying Minnesota which hurts Canadian products. However, current unemployment is at an all time low of 2.8%, they are struggling in all industries to find labor to do work and with a big influx of investment coming in over the next two to three years they are going to be in a very tough spot to find labor and capacity. There is also a lot of uncertainty with the United States and China and that may be bad news for any new investment between the countries.

## Results

STEP recruited 6 companies for this mission originally but dropped down to 2 companies participating. The Sask. Showcase continues to be very useful at educating Saskatchewan companies as well as the Export market about opportunities to work together and the capabilities of the province. There are quite a few advantages for the United States, currently Saskatchewan has several markets that are slow; mining and oil and gas with a large amount of capacity and experience to take on projects. The weaker Canadian dollar works in our favor to attract business across the border.

### Quantitative Results

Trade Leads: 4

New In Market (NIM): 2

# of Companies Participating: 2

# of Companies Represented: 15

## Recommendations

- The Sask Showcase is a good mix of Education and networking. It's a short, cost – effective, easy trip to make to Minneapolis, flights and transportation are easily accessible. There needs to be stronger networking opportunities for future trips, continuous connection into this market will be key to establishing meetings going forward without hiring the services of a networking group.
- STEP coordinates the logistics and itinerary for the Saskatchewan group. It is recommended to continue to stay at the Hyatt Place downtown as it is right next door to the Canadian Consulate and there is meeting space available. The price is very reasonable and with the SKYWALK you can get anywhere indoors.



## CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

- It is recommended to continue to promote and support our SK Showcases into the US/Minnesota, there is good opportunities to make connections and suppliers should continue to be present in this market.
- Use of Global Resource Associates would be very useful but also very expensive as it is a charge per meeting they set up

### **STEP Contact for Further Information**

For further information, please contact:

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CONNECTING **SASKATCHEWAN**  
BUSINESS WITH THE WORLD