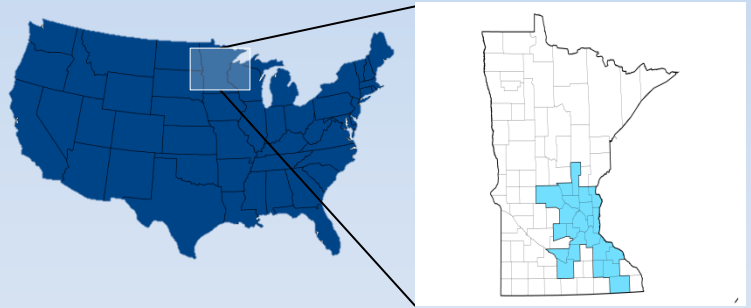


Investing in Manufacturing Communities Partnership

Minnesota Medical Manufacturing Partnership



The Community

Minnesota, one of the world's largest medical device clusters, is recognized as a leading innovator in cardiac, neurology, urology, orthopedic, spine, audiology, and combination devices. Medtronic, the world's largest medical technology company, has its U.S. headquarters in Minneapolis. The Minnesota Medical Manufacturing Partnership (MMMP) region also contains a rich ecosystem of talented professionals and academics, resulting in numerous start-ups that spur the local economy.

The Vision

To build on its comparative advantages and the foundational strengths of its medical technology sector, MMMP has crafted a strategy to strengthen the ecosystem for entrepreneurship, globally brand and market Minnesota's medical and life sciences cluster, and optimize the regional talent base via training and educational programs focused on medical devices and medical manufacturing. In addition, the MMMP region will maintain and widen the region's competitive advantage in operational costs to continue and strengthen its ecosystem.

The Strategy

Workforce and Training: The overall medical device ecosystem requires a highly specialized workforce, with strong and active partnerships across government, academic, private, and non-profit sectors. The MMMP region has a strong educational foundation, with 18% of all degrees in STEM fields. Ensuring a competitive workforce for the medical device/life sciences industry will involve a strategy focused on engaging communities of color and immigrant populations, college-ready high school graduates, and training for the future workforce.

Supplier Networks: Minnesota functions as one of a handful of international hubs for the medical device industry and is one of the largest medical device and life sciences manufacturing clusters. However, challenges include seeking ways to commercialize and produce medical products with local Minnesota-based firms. To maximize this market opportunity, MMMP proposed to establish more regional outreach centers to strengthen the supplier network and cultivate manufacturing suppliers that are capable of meeting the production needs of the evolving medical device industry.

Research and Innovation: Although Minnesota has an already robust ecosystem for innovation, the medical device industry is rapidly and constantly changing. In order to ensure continued success, the region proposes establishing educational and mentoring

programs to educate employees and students in the field. In addition, the region proposes a heightened level of interaction and collaboration among all three sectors (public, private, and academic), including funding, to address the area's current challenges.

Infrastructure and Site Development: Medical device manufacturers require: sites that are served with high quality, reliable power, Internet, telecommunications, and municipal utilities; accessibility to a skilled production workforce; and accessibility to an efficient highway system to receive supplies and ship finished goods. The region's rural workforce is no longer able to meet the needs of manufacturers in these areas. The region proposes a strategy to include increasing affordable housing near the existing operations, creating quality employment opportunities in low-income neighborhoods, and redeveloping brownfields for medical innovation and manufacturing.

Trade and Investment: With a growing global market, the United States – and Minnesota in particular – have lost the clear competitive edge in the medical device industry. The public sector, in partnership with the non-profit and academic sectors, can play a significant role in helping companies prepare for growth through international trade. The region proposes increased levels of state investments in trade promotion that are better matched by the needs of the medical technology and life sciences industries to establish the region as a leading center for the medical device industry.

Operational Improvement and Capital Access: The Greater MSP region boasts the second lowest operating costs among the top 15 life science markets in the U.S. It should continue to improve their resource efficiency as well as reduce the environmental and social footprint of manufacturing and supply chain activities. Due to a long history of medical device innovation in Minnesota and the presence of several corporate headquarters of medical device companies, the region is already equipped with an ecosystem of legal, accounting, financing, and management professionals. The MMMP proposes a comprehensive assessment to identify the financing issues, as well as an approach involving investment tax credits and guaranteed loan programs.

The Partnership

Nonprofit: Enterprise Minnesota; Greater MSP; Initiative Foundation; LifeScience Alley; Rochester Area Economic Development Inc. **Chamber of Commerce:** Greater Mankato Growth. **Private Collaboration:** Greater St. Cloud Development Corporation.

Government Entity: Metropolitan Council; Minnesota Department of Employment & Economic Development. **Higher Education Institution:** Minnesota State Colleges & Universities; South Central College of Mankato; University of Minnesota, Office of Economic Development. **Nonprofit Government Agency:** Saint Paul Port Authority.