

MINNESOTA'S

FOOD AND BEVERAGE INDUSTRIES

WHY MINNESOTA?

Our food and beverage industries are among the nation's strongest thanks to our culture of innovation, specialized workforce, and robust manufacturing and agricultural sectors. You'll find farmers, scientists, manufacturers, marketers, retailers, and distribution networks – all in one convenient place.



INNOVATION INCUBATOR

- **4th in food product patents per capita**; a food/agriculture R&D leader
- **A collaborative ecosystem** fostering innovation through public-private partnerships, deep-bench academic and business expertise, and a growing number of business accelerators
- **4th in 5-year business survival**, providing a nurturing environment for startups to grow

SPECIALIZED WORKFORCE

- **4th in food and agricultural technicians**
- **Almost twice the concentration of food scientists and technologists** as the national average (location quotient: 1.95)
- **3rd highest in % of people with a high school degree** (93.4%)
- **11th highest in % with a bachelor's degree or above** (36.7%)



CONVENIENT LOCATION

- **Easy access to markets** across the continent and abroad with north-central location; over 50% of U.S. population within a day's truck drive; 8 commercial ports on Great Lakes and Mississippi River; excellent rail and road networks
- **Best airport of its size in North America:** Minneapolis-St. Paul International ranked No. 1 (2016, 2017, and 2018); non-stop flights to 167 domestic and international destinations; over 38 million passengers a year
- **6th in infrastructure** based on road quality, use of renewable energy, and broadband access (U.S. News and World Report)

SECTOR STRENGTH

Food and beverage manufacturing

- **893 business establishments**; 50% located in Greater Minnesota
- **\$28.3 billion** in total product sales, ranking 10th nationally
- **51,540 employees** statewide, ranking 11th nationally
- **4th in value of crops**, with in-state suppliers for many product ingredients



Food and beverage exports

- **\$1.9 billion** in food and beverage products exported from Minnesota in 2018
 - **Canada, Mexico, Korea, Japan and China** are the top five markets
- Major exports:** food by-products; milled grain and oilseed; meat; dairy and eggs; beverages; and prepared flour and grain products





GLOBAL GIANTS; THRIVING STARTUPS

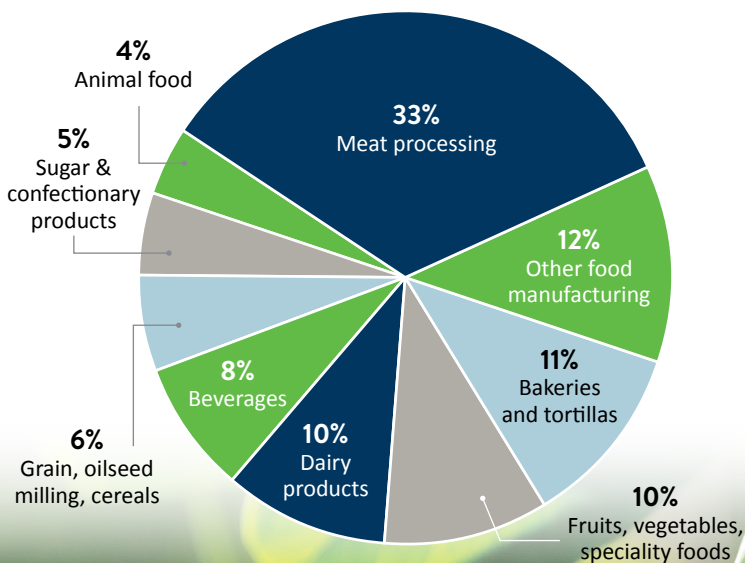
- **5 of the 30 largest food and agriculture companies** are based in Minnesota
- Headquarters for Fortune 500 food giants **General Mills, Supervalu, Land O'Lakes, and Hormel**
- **Cargill and Rosen's Diversified** are among the largest private food sector firms based here
- Foreign-owned food companies with significant operations in Minnesota include **Kerry, Ornuu, and Agropur**
- Startups and established firms thrive by meeting demand with product and distribution innovations. A few examples:
 - **Bizzy Coffee:** organic, cold-brew coffee
 - **Fulton, Lift Bridge, Summit, and Surly:** four of MN's 150+ craft breweries
 - **JonnyPops:** all-natural frozen fruit confections
 - **Puris:** non-GMO, organic pea protein, starch, and fiber
 - **Redhead Creamery:** artisan cheeses
 - **Revol Greens, Living Green Farms:** sustainable produce
 - **SnoPac:** certified organic frozen fruits and vegetables
 - **WholeMe:** healthy convenience foods



PLENTIFUL BUSINESS RESOURCES

- **Minnesota Department of Employment and Economic Development** offers business information, location assistance, business financing programs, and specialized employee training programs
- **Minnesota Department of Agriculture** provides assistance for food and beverage startups, companies scaling nationally, and exporters, including: cost sharing for store demos, coordination of tradeshow participation, and grant programs for equipment and facilities
- **University of Minnesota** has many food science experts and supports the industry through research at its Food Industry Center, Sensory Center, and its pilot plant
- **Grow North MN** provides information and programs to help Minnesota's food and agriculture entrepreneurs grow and scale their businesses faster
- **Agricultural Utilization Research Institute** partners with businesses and entrepreneurs to develop new uses for agricultural products
- **Techstars Farm to Fork Accelerator** is a Minnesota mentorship-driven accelerator for startups from around the world that's co-funded by Cargill and Ecolab
- **Enterprise Minnesota** provides assistance and consulting on manufacturing

A BROAD RANGE OF PRODUCTS



A TOP SPOT FOR BUSINESS

- **50+ national top 10 rankings** in six business-related categories; see CompareMN.com
- **A top 10 State for Business 11 times** (CNBC, 2007-2019), including first and third (2015, 2017)
- **4th per capita** in Fortune 500 headquarters (17 total)
- **#1 Best State to Raise a Family** and **Highest median family salary** when adjusted for cost of living (WalletHub, 2020)
- **3rd best quality of life** (Forbes and CNBC, 2019)

Visit CompareMN.com/food