

# **EXHIBIT P**

## FW: you've been busy!

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**From:** "Ho-Kim, Thu-Mai (DEED)" <"/o=exchangelabs/ou=exchange administrative group (fydibohf23spdlt)/cn=recipients/cn=560758d7716d40aa8f8ba991c687b848-thu-mai ho-">  
**To:** "Young, Neal (DEED)" <neal.young@[REDACTED]>  
**Date:** Mon, 16 Oct 2017 11:10:44 -0500

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hi Neal

I received this question from Val this morning. Do you have the completions degrees by institution?

I had previously generated the Workforce Availability Report for my HQ2 group of occupations for the 5 states, but don't know if the regional completions by institutions matches 100% with the data you provided (with the 3 years' completions).

Do you still have that chart?

Thanks!  
Thu-Mai

**From:** Valerie Vannett [mailto:Valerie.Vannett@[REDACTED]]  
**Sent:** Monday, October 16, 2017 10:42 AM  
**To:** Ho-Kim, Thu-Mai (DEED) <thu-mai.ho-kim@[REDACTED]>  
**Subject:** RE: you've been busy!

Yes, agreed – they are doing a lot of cutting/editing today so I imagine we'll find out which direction they decided to go.

Could you check on a question I received concerning doc Num 6? Neal gave me that so I'm not sure what all was submitted (I suspect it came from Maura's 'group'). Maybe EMSI can augment the detail they're asking for?.....

And with regard to #6 and the relevant degrees from universities and community colleges, there was a simple and excellent chart showing 3 years with total grads, etc. Can you tell me by chance which universities and community colleges are the primary schools for the relevant degrees? I just want to point out U of M, St. Thomas, etc etc to this chart. Not all 20+ in our region unless they truly all have relevant grads.

**From:** Ho-Kim, Thu-Mai (DEED) [mailto:thu-mai.ho-kim@[REDACTED]]  
**Sent:** Monday, October 16, 2017 10:37 AM  
**To:** Valerie Vannett <Valerie.Vannett@[REDACTED]>  
**Subject:** RE: you've been busy!

Interesting that people were sending in full testimonials! Mine were just brief sentences appearing in press articles. Maybe they should take out the one in the Arts section then, if there aren't going to be others.

Thanks!  
Thu-Mai

**From:** Valerie Vannett [mailto:Valerie.Vannett@[REDACTED]]  
**Sent:** Monday, October 16, 2017 10:36 AM  
**To:** Ho-Kim, Thu-Mai (DEED) <thu-mai.ho-kim@[REDACTED]>

**Subject:** RE: you've been busy!

Hi Thu-Mai,

I gave them (our marketing head and his 'writer' team) a separate sheet with all the quotes/testimonials you had sometime last week. I don't know what they did with them so I left one or two in the text almost as a reminder to them(!).

Our marketing head had talked about getting full letters as testimonials, so perhaps was leaning against sprinkling them, but then I didn't hear where they landed on that 'testimonials' part of the rfi so don't know what they'll end up doing....

Val

**From:** Ho-Kim, Thu-Mai (DEED) [mailto:thu-mai.ho-kim@  
**Sent:** Monday, October 16, 2017 8:46 AM  
**To:** Valerie Vannett <Valerie.Vannett@  
**Subject:** you've been busy!

Hi Val,

Was looking at the Box files, and it looks like you guys have been busy putting together a final package. It looks good!

I noticed that you included one business quote in the Arts section (#8; from Brunsfeld exec about supporting the arts). I have a bunch more that I think that you could sprinkle here and there, that would work out well. Amazon had mentioned in the RFP that they'd be interested in testimonials from companies.

I collected these quotes mostly from the expansion news stories. Magda included (an earlier version of) my list into the Summary\_Markets and Innovation file at the end, but I think they would work better if they were used sparingly in the appropriate sections.

Here are some I would most recommend (also so that the Brunsfeld one isn't sticking out as the only inclusion). But consult the list if you'd like to see more.

- **For the Diversity area in the Additional Considerations (#9):**

*"Diversity is a competitive weapon for 3M as it spurs new ideas and fresh perspectives, which powers our creativity," said 3M Chairman, President and CEO Inge Thulin. "From appointing women to top leadership positions to our new expanded parental leave benefits, we are creating an even more diverse and inclusive culture where women and men have an equal opportunity to grow, succeed and advance in our enterprise."*

- **For living in Minneapolis (#8) or quality of life:**

*"The attraction is the neighborhood. "Our tenants love being here because everything is so close — restaurants, parks, the river. And it's small enough so everyone knows each other."*

Gina Lampe, leasing manager of Brunsfeld North Loop in Minneapolis.

- **Civic engagement**

*"We deeply believe that we have a responsibility to give back to this community. I think it's part of the reason why Minnesota and the Twin Cities are such great places to live and work. People who live here are generous with both their time and wallet, and that's important." — Phil, Trier, Twin Cities Market President.*

- **For tech (#5)**

*"We are very pleased with the continued growth in the Minneapolis market," said Kevin Ooley,*

President of DataBank. "The MSP-2 data center is rapidly becoming an important hub for regional interconnection and peering. We are seeing strong growth from our existing customers and the quality of the location and design has allowed us to support the needs of regional enterprise businesses looking for premier colocation and cloud services."

- **For logistics (airport, #7):**

"Minneapolis is Delta's second-largest hub so we have a great mix of local and connecting passengers. We have a fantastic group of employees and we love innovation. ... We just run a great operation here in Minneapolis, across the board. It's a great place to test technology and we've been quite successful at it," said Toby Broberg, Vice President of Operations-Minneapolis, Delta Air Lines (Delta Air Line's top executive in the Twin Cities).

- **For workforce area**

"We think the secret sauce is our workforce. We really think that differentiates us in the industry," said Rick Trontvet, Digi-Key Vice President of Administration and Human Resources. "And, so our real desire here was to build here and expand our footprint here."

And

"I moved (Mardil Medical) from Research Triangle Park, North Carolina, to Minnesota because the talent is here and I can do everything I need from Plymouth." - Mardil Medical CEO Jim Buck

And

"We've got a really strong work ethic here in Minnesota. That's really hard to find." Jeff DeGrange, VP of Direct Digital Manufacturing

- **Working well with government (engaged govt):**

"We want to extend a huge 'thank you' to state legislators, community leaders, and countless others who have helped us achieve this milestone in our expansion project," said Rick Trontvet, Digi-Key Vice President of Administration and Human Resources. "We are excited for the opportunity to continue serving our community and state by bringing more investment and more jobs to Northwest Minnesota." And

"It's tremendously gratifying when a major employer like Prime Therapeutics determines Eagan has what it takes for their continued success," said Eagan Mayor Mike Maguire. "Prime's strategic decision to unite operations here on a single corporate campus," he added, "not only builds on our more than decade long relationship, but it keeps and concentrates several thousand highly skilled jobs in Eagan. We are both proud of the continued momentum this brings to maintaining the exceptional quality of life Eagan is known for."

- **Business climate**

"We are excited to be part of this community and to work closely with startup, business, and government leaders to further establish the Twin Cities as a hub for creativity, entrepreneurship, and innovation," Megan Dodds, WeWork's Midwest director, said in the release.

And

"The Twin Cities is a tremendous place to conduct business in," Winnebago CEO Michael Happe said. "There are lots of very successful companies are here. It's a great talent pool to pull from. That was our first objective." (Winnebago Industries is legally based in Iowa, but Winnebago's executives do their business out of an expanding executive office in Eden Prairie, Minnesota.)

Let me know if you have any questions or comments.

**Thu-Mai Ho-Kim | Senior Economic Analyst**

Economic Analysis Unit, Operations Division

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