

Executive Summary:

The Greater Minneapolis Saint Paul Region is an ecosystem of companies, academia, organizations, and partnerships that are tackling and solving world programs. The Region will provide provides the Army Futures Command with an immediate integration into a culture of innovation, excited partners, and a great place to live.

NEED TO REFERENCE THE "BIG 6 CATEGORIES"

Innovation underpins our economy. Our region has a history of creating products and services to solve problems. This applied innovation has led to creation of some of the greatest consumer brands, products, industries and platforms. We are seeing the same spirit fueling our start-up scene, especially in technology. And we have mentors, networks and capital to help the entrepreneurs succeed. Our legacy of innovation is driving the future. Our economy has always been focused on what is over the next horizon.

Our companies are ready to work with you. In fact many of them already are working with the DOD. 3M, ATK, Par Systems, Polaris are just a few that are DOD contractors. Add to those many more with the capacity, intellectual property, and engineering capabilities and you have a potent mix of organizations to drive your success. The region is home to 17 Fortune 500 headquarters, all started and grown here. We have numerous mid-sized companies. All are ready to meet you and contribute to your success. Partnership is ingrained in our culture and a best practice in business.

**add language about small business ecosystem?

We have the workforce you need and are working to make it stronger. Our workforce is extraordinary. Well-educated and well-trained. Our workers have helped many companies grow and succeed. They will help the Army Futures Command succeed here too. Our region has come together to ensure that our workforce will stay strong for the future. Hundreds of organizations are collaborating to attract and retain talent and create opportunity for all workers. We will meet the talent needs that lie ahead.

Our government and business community is ready to help you succeed. We invest in education, infrastructure, and civic assets to ensure business has what it needs to be successful. Our public sector leadership is creative and collaborative to support truly ground-breaking initiatives that impact the long-term vitality of the region. Our private sector leaders meet regularly to discuss what will make our region a globally-leading place do business. This agenda for regional improvement has created cross-regional initiatives to address our economic health, workforce development and infrastructure needs.

Finally, **this is a great place to live.** People who move here, stay here. People who grew up here and moved away, come back. We have seen growth in total population and millennial population in recent years. Our community is open, affordable, and filled with opportunity. Even in the winter. Whatever your passions -- sports, parks and trails, biking, arts, food, health and fitness, -- you can exercise them in the Minneapolis-Saint Paul region. Our quality of life rivals that of any major U.S. city.

Commented [VMCMNMA1]: I believe this is where the link between small (and large) business and the Army's 6 modernization priorities would make sense, but only to highlight, then in a subsequent area of this document or as an appendix include a matrix that succinctly links the business to the categories; Long-range precision fires, next Generation Combat Vehicle, Future Vertical Lift, Army Network, Air Missile Defense, Soldier Lethality.

Commented [VMCMNMA2]: Consider adding this verbiage: "Our business development enterprise is your ADVON party into the business community. We provide the liaison to the thought incubators of our community so you will have immediate access and immediate integration." Or words to that effect.

In Minneapolis St. Paul, the current age of great disruption doesn't feel all that disruptive to us at all. We have learned to thrive on change, by investing in our people, our cities, our future. We look forward to further discussions with the Army Futures Command. We hope this document is the beginning of a long relationship.

Minneapolis-Saint Paul. Business and People Prosper Here.

Minnesota does have conventional military assets and personnel, with 21,823 defense personnel in the state, primarily in the Minneapolis-St. Paul metropolitan area.

However, the area would never be mistaken for a hotbed of traditional military activity. Nonetheless, the Greater Minneapolis Saint Paul Region has a diverse, global and innovative economy that has the perfect blend of assets for Army Futures Command.

Take a look at our largest defense contractors. While there are obvious defense-oriented companies like Alliant Techsystems, BAE Systems and General Dynamics, there are also other contractors that are among the Greater Minneapolis Saint Paul Region's most innovative companies, including UnitedHealth Group, Honeywell, Medtronic and 3M.

Overall, the Department of Defense spent \$4.3 billion on contracts in Minnesota in Fiscal Year 2015, with \$3.3 billion in Hennepin County.

Top Defense Contractors	FY 2015
UnitedHealth Group	\$2.8 billion
Alliant Techsystems	\$240 million
BAE Systems	\$156 million
Cummins	\$141 million
General Dynamics	\$76 million
Honeywell	\$20 million
Polaris Industries	\$16 million
Medtronic	\$13 million
3M	\$12 million
Altron	\$12 million

Commented [VMCMNMA3]: Opportunity to expand this chart and identify which companies are currently developing in the 6 modernization priorities. (Add 6 columns to this chart...)

Source: Office of Economic Adjustment, U.S. Dept. of Defense.

Minnesota also has a variety of small, innovative businesses looking to work with the DoD through SBIR and STTR contracts. Since 1982, 873 Minnesota firms have won nearly \$231 million in DoD funding from these programs.