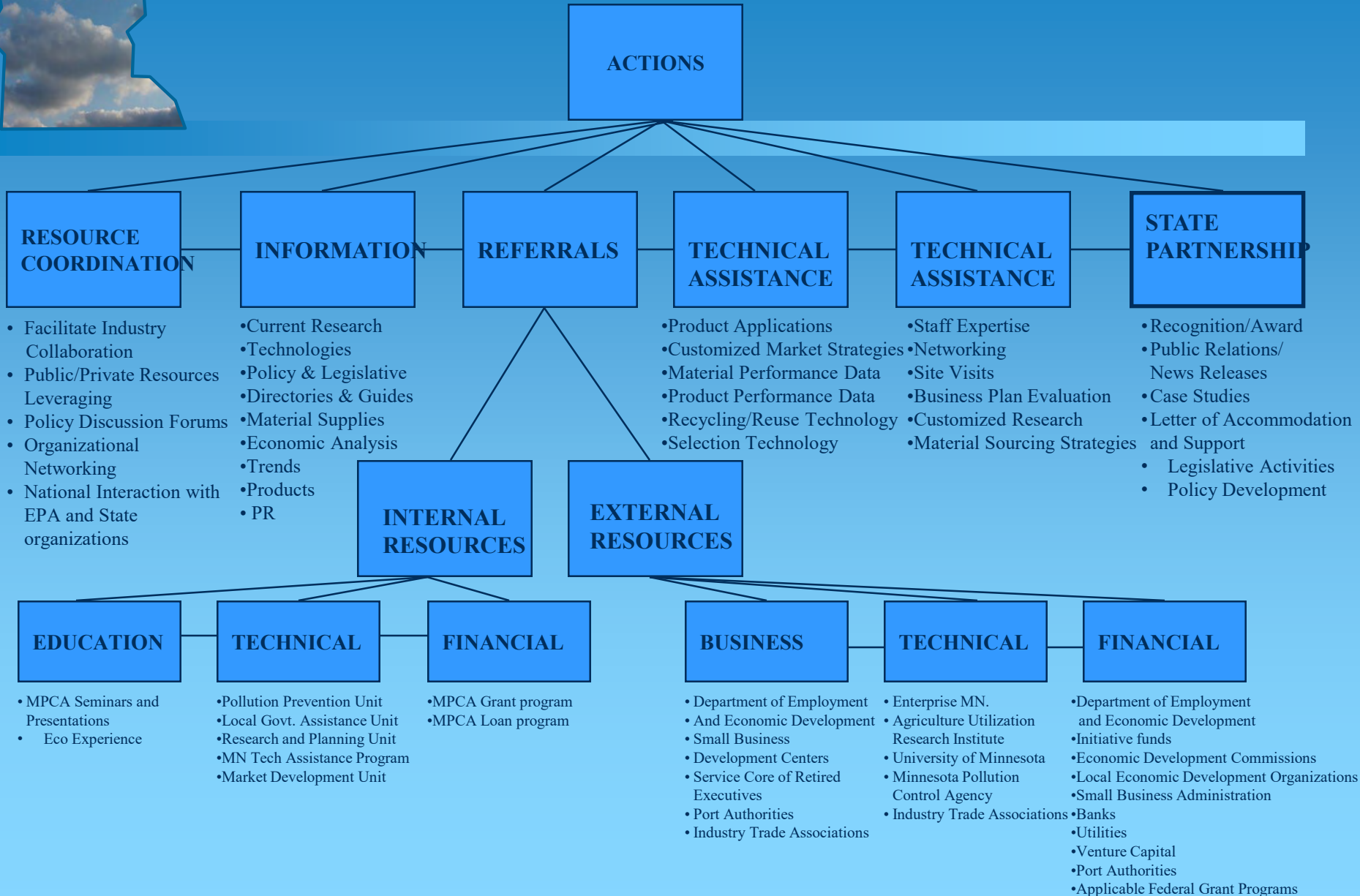




Market Development in Minnesota



Market Development Services



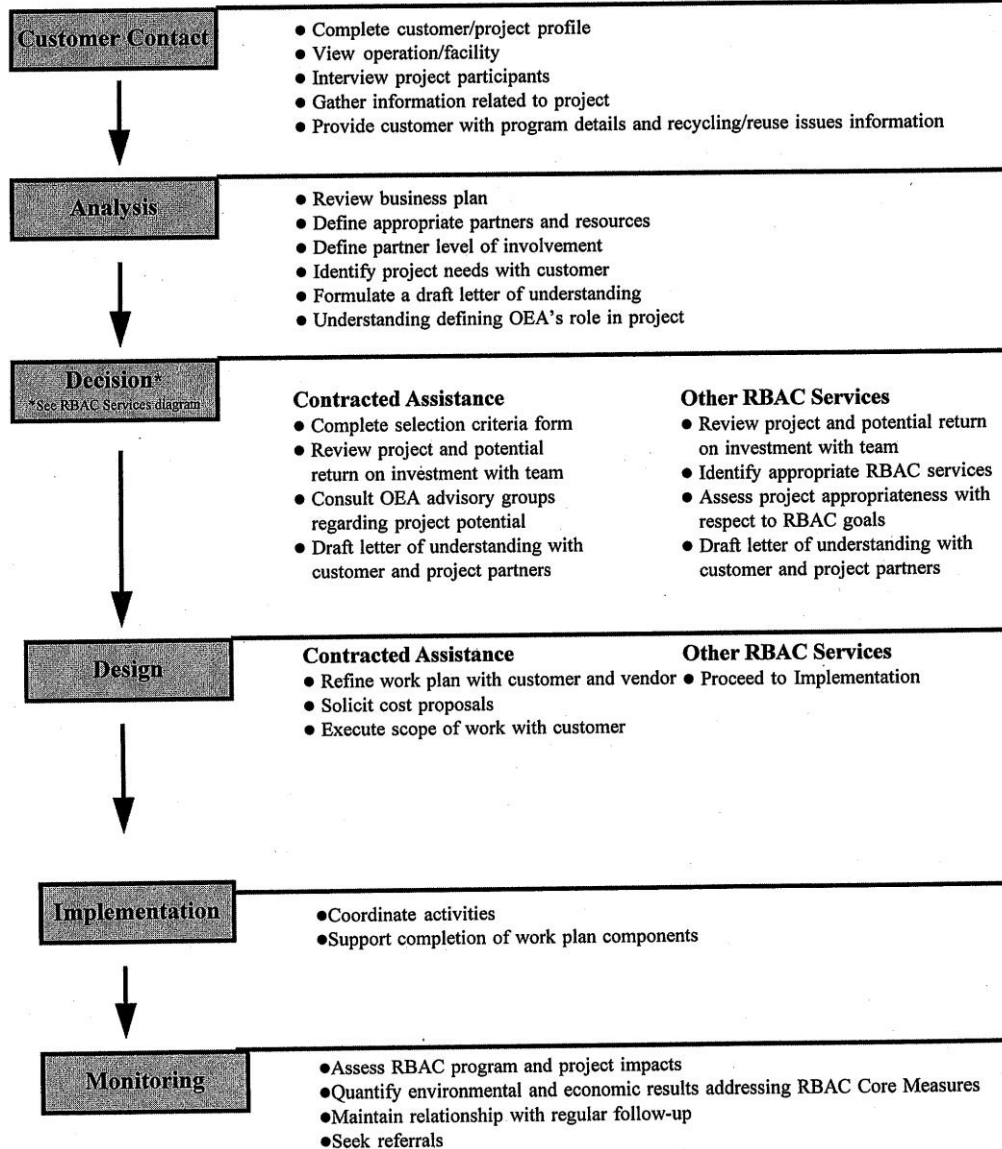


Non Monetary Assistance

- **Facilitating meetings**
- **Keeping the Project Focused**
- **Technical Assistance**
- **Referrals**
- **Needs Assessment**



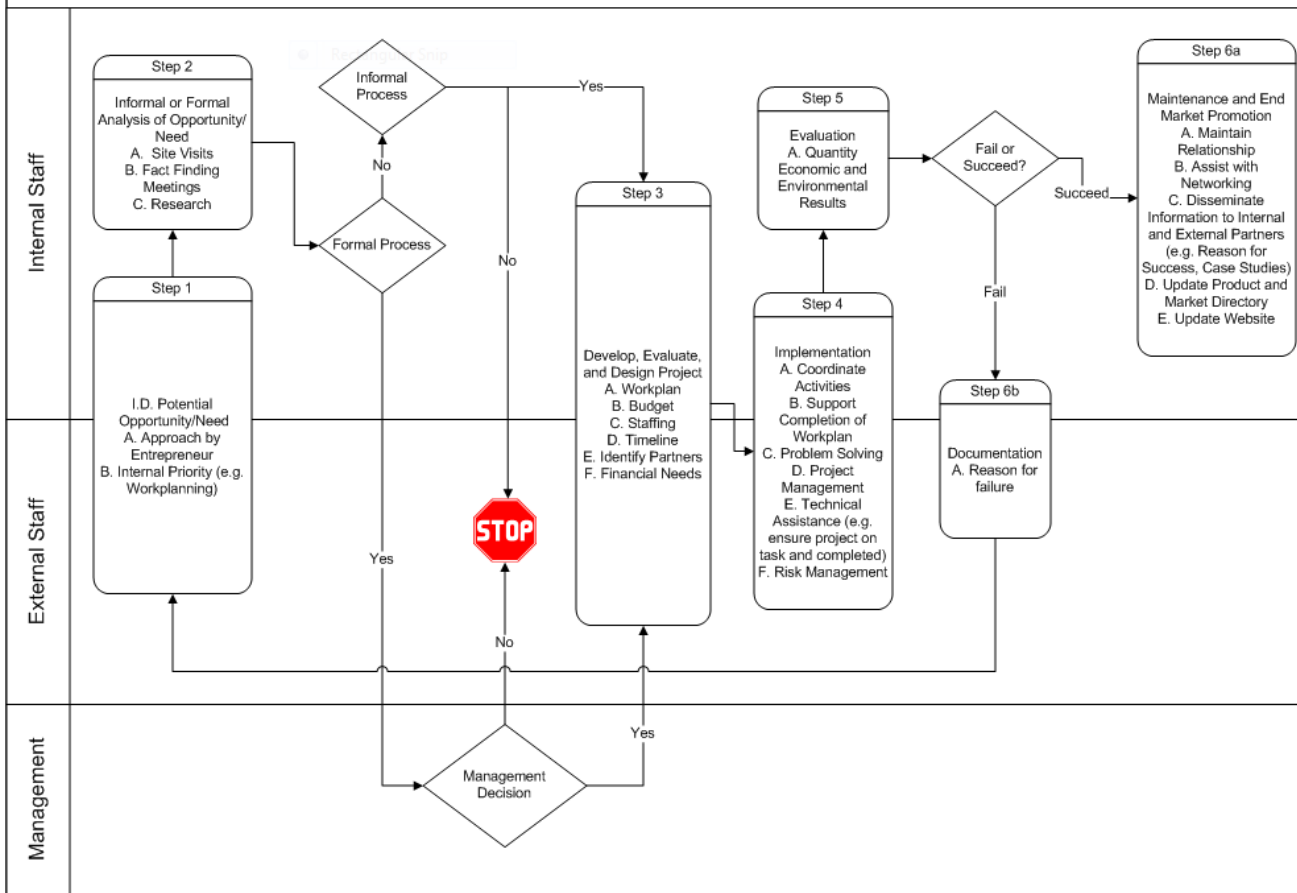
Service Delivery Flow Chart





Recycling Market Development - January 5, 2012

Creators Peder Sandhei & Mark Rust	Page 1 of 1	Prepared by Linda Grant	Date 01/06/12
Process Name Recycling Market Development		Process Owner Mark Rust	





Examples of Assistance

- **Major paper company acquiring another facility**
 1. **Facilitated discussions with financial community**
 2. **Brainstormed options with economic development authority**



Economic activity associated with Minnesota's value-added recycling manufacturers	2004 Employment	2011 Employment
Direct jobs at companies using recycled materials in the manufacturing process	9,003	15221
Estimated indirect jobs Impacts on local suppliers statewide, unadjusted for displacement effects.	3,057	11641
Estimated induced jobs Long-term effects on personal income and consumer spending, localized and statewide.	7,200	10119
Total estimated jobs	19,260	36981
Total estimated wages and salary disbursements The monetary remuneration of employees, including compensation of officers, commissions, tips, and bonus and receipts-in-kind that represent income to the recipient.	\$760 million	\$1.96 Billion
Total estimated tax revenue on direct jobs Business/personal state income taxes, sales tax, excise tax and miscellaneous taxes, and business taxes.	\$64 million	\$272 million
Total estimated value-added activity Contribution to Gross State Product analogous to GDP (gross domestic product), output excluding the intermediate inputs (primarily compensation and profit).	\$1.29 billion	\$3.8 billion
Total estimated gross economic activity Amount of production in total sales, includes intermediate goods purchased as well as value-added (compensation plus profit).	\$2.98 billion	\$8.5 billion

Source scenarios calculated using Regional Economic Models, Inc. (REMI) Minnesota Forecasting and Simulation Model, March 2011, Minnesota Pollution Control Agency, Wayne Gjerde.



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