

618 - MINNEAPOLIS

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV HOSP. & MEDICAL EQUIP, INSTRUM.  
THROUGH CORPORATE LIAISON CALLS TO MAJOR COMPANIES IDENTIFY  
EXPANSION PLANS FOR COMPANIES, EXPLAIN OPPORTUNITIES OFFERED  
BY INVESTMENT IN CDA & IDENTIFY SPECIFIC OPPORTUNITIES IN  
COMM. AND INFORM. EQPT. IND.

INCREASE THE NUMBER OF CORPORATE VISITS.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY  
FOLLOW-UP WITH LEADS IDENTIFIED AT BIO-MEDICAL SEMINAR AND  
INCREASE CONTACTS WITH BIO-MEDICAL AND MEDICAL DEVICES  
MANUFACTURERS.

THERE ARE 300 COMPANIES IN MINNESOTA IN  
THE MEDICAL SECTOR. WE PLAN TO MEET 30.

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS  
THROUGH CORPORATE LIAISON CALLS TO MAJOR COMPANIES IDENTIFY  
EXPANSION PLANS FOR COMPANIES, EXPLAIN OPPORTUNITIES OFFERED  
BY INVESTMENT IN CANADA AND IDENTIFY SPECIFIC OPPORTUNITIES IN  
COMM AND INFORM. EQPT. IND. (COMPUTERS).

INCREASE THE NUMBER OF CORPORATE VISITS.

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK  
THROUGH CORPORATE LIAISON CALLS TO MAJOR COMPANIES IDENTIFY  
EXPANSION PLANS FOR COMPANIES, EXPLAIN OPPORTUNITIES OFFERED  
BY INVESTMENT IN CANADA AND IDENTIFY SPECIFIC OPPORTUNITIES IN  
AGRI AND FOOD PROD. AND SERV. INDUSTRIES (SEMI & PROC. FOOD & DRK).

INCREASE THE NUMBER OF CORPORATE VISITS.

AGRI & FOOD PRODUCTS & SERVICE FEED, FERTILIZER & VET PRODUCTS  
THROUGH CORPORATE LIAISON CALLS TO MAJOR COMPANIES IDENTIFY EXPANSION  
PLANS FOR COMPANIES, EXPLAIN OPPORTUNITIES OFFERED BY INVESTMENT IN  
CANADA, AND IDENTIFY SPECIFIC OPPORTUNITIES IN AGRI & FOOD PRODUCTS  
AND SERVICE INDUSTRIES (FEED, FERT.).

INCREASE THE NUMBER OF CORPORATE VISITS.

SERVICE INDUSTRIES TOURISM  
THROUGH CORPORATE LIAISON CALLS TO MAJOR COMPANIES IDENTIFY EXPANSION  
PLANS FOR COMPANIES, EXPLAIN OPPORTUNITIES OFFERED BY INVESTMENT IN  
CANADA, AND IDENTIFY SPECIFIC OPPORTUNITIES IN SERVICE INDUSTRIES  
(TOURISM).

INCREASE THE NUMBER OF CORPORATE VISITS.

NON SECTORALLY ORIENTED ACTIVITIES

MAINTAIN & IMPROVE CONTACTS WITH BANKING, LEGAL, & FINANCIAL COMMUNI-  
TY. CONDUCT INFORMAL SESSIONS WITH PROFESSIONAL GROUPS TO IMPROVE  
KNOWLEDGE OF BUSINESS & INVESTMENT CLIMATE IN CANADA.

IMPROVE KNOWLEDGE BASE OF PROFESSIONALS  
ADVISING COMPANIES ON INVESTMENT DECISIONS

FOLLOW-UP LEADS DEVELOPED AT INVESTMENT SEMINAR PLANNED FOR DES  
MOINES, IOWA AND OMAHA, NEBRASKA IN FEBRUARY 1987.

INTERVIEWS WITH 15 - 20 NEW INDUSTRIAL  
DEVELOPMENT PROSPECTS.