

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.