

Thank you.

It's an honor for me to be here today to address Minnesota's good neighbors and long-time friends and partners.

Thank you all for inviting me!

The United States and Canada share a common border -- but you know as well as I do that we share much more than that.

We share common ideals, common principles and common goals -- which may explain why we do so much business with each other.

In 1999, more than 86 percent of Canada's exported goods went to the United States. Anyone care to tell me what you all are making up here that we don't have down there?

But it's true, the United States and Canada have the largest bilateral trading relationship in the world. Last year, total merchandise trade between our two countries was nearly 365 billion dollars . . . that's a billion dollars a day crossing the border.

What's even more important to me as Governor of Minnesota is that your country is our state's largest trading partner.

I realized just how important when I found out that Minnesota makes more money from exports to Ontario alone than we do from trade with all of Japan -- our second largest trading partner.

And Minnesota sold as much in manufactured products to Saskatchewan in 1999 as we sold to the entire country of Brazil.

It's good to know that Canada is equally committed to its partnership with Minnesota.

Minnesota has just two full-time consulates -- and one of them belongs to Canada. We appreciate the hard work of your Consul General, Susan Thompson -- and consider her to be a good friend of Minnesota.

You may not know this about me, but I'm somewhat competitive by nature.

And it's my understanding from some of the literature distributed by the Saskatchewan Trade and Export Partnership that the province of Saskatchewan is among the largest traders, per capita, in the world.

Apparently, half of the province's gross domestic product comes from export activity, and Saskatchewan companies that export account for one out of every three jobs.

That's phenomenal.

And frankly, the state of Minnesota, and others, could learn something from you. But, we're not doing too badly ourselves in Minnesota.

Look out now, because here comes my competitive side.

If Minnesota was a nation -- not a state -- we would actually rank 28<sup>th</sup> in the world in economic output (very similar to Denmark, Norway, Thailand, and South Africa).  
Not bad for the state of "Ya, sure, you betcha . . . eh?"

Minnesota's manufactured exports totaled \$9.2 billion in value in 1999. And exports during the first quarter of 2000 increased 12.6 percent over the first quarter of 1999.

We're hoping for a very good year.

Because Minnesota is centrally located in North America, we have:

- easy highway access
- more than 45-hundred miles of active railroad track
- five ports on the Mississippi river, including a freshwater cargo port in Duluth that connects goods by boat to anywhere in the world
- and the 10<sup>th</sup> busiest airport in the world with 26 airlines providing cargo service

There is nothing "landlocked" about Minnesota.

For the fourth year in a row, Minnesota was ranked the "Most Livable State" in the country by Morgan Quitno, an independent research company that rates all 50 states based on a variety of factors like health, income, housing, education and recreational facilities.

But, I'm not done yet . . . I'm just getting started.

- The Twin Cities area ranks first in the nation in the percentage of adults with high school diplomas and fifth in the nation in percentage of adults with college degrees.
- The Twin Cities of Minneapolis and St. Paul are home to 13 Fortune 500 companies.
- *World Trade* magazine called Minneapolis the second best city in the nation for international business.
- The Twin Cities is second only to New York in live theater, and is actually first in ticket purchases per capita.
- And, of course, Minnesota has 10,000 lakes (actually 15,000!) and 90,000 acres of parks.

I'm sure these lakes and parks are big reasons why about 550-thousand Canadians visit Minnesota annually. It's not surprising to me that Minnesota is considered by many to be a great tourist attraction. And we thank Winnipeg, Manitoba and Toronto as areas that continue to generate the most tourist traffic from Canada to Minnesota.

Keep it up . . . we love to have you visit.

Oh, but there's more . . .

Minnesota inventions include:

- The enclosed shopping center . . . the Mall of America is proof that this concept is still alive and well, thanks to a little help from the Ghermezian Organization out of Edmonton, Alberta.

Minnesota is also responsible for:

- The shopping bag . . . a necessity when visiting the Mall of America.
- Post-it notes . . . what would we do without those?
- Rollerblades
- Wheaties
- The bundt pan . . . please don't ask me what you do with one of those because I wouldn't know . . . "bunt" is a baseball term to me.

And Minnesota is a leader in the medical field.

In fact, Minnesotans have racked up some impressive historic research feats, including:

- performing the first open-heart surgery
- inventing the blood pump
- inventing the cardiac pacemaker
- administering the first clinical use of cortisone therapy
- inventing the anesthesia monitor
- leading the way in organ transplantation
- performing the first successful bone-marrow transplant
- pioneering the mechanical heart valve design
- being the first to use artificial blood in a patient

And of course, Rochester, Minnesota is home to the world-renowned Mayo Clinic - - a facility with a reputation matched by few.

The reason I bring these "Minnesota messages" to you is three fold:

Number 1: I'm proud of the accomplishments of my state.

Number 2: I would be remiss as the Governor of Minnesota if I didn't promote the virtues of the state. And,

Number 3: I'm speaking to an audience that understands how important these things are to promoting trade, and becoming a successful export market.

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Your theme for this event is: "Building Partnerships -- A World of Opportunities."

That's what it's all about folks.

By building partnerships, you can't help but open yourselves up to "a world of opportunities."

It's a similar theme that I have for my administration:

"Minnesota -- A World Competitor, A Leader Among States and Nations."

We have to compete in a global marketplace today, or we will surely be left behind. I'm gonna go out on a limb here and assume that many of you are familiar with the Molson commercial called "I Am a Canadian."

Molson apparently wants Canadians to be as proud of their beer as they are of their country.

I don't know about the beer - but I believe people should be proud of their history, their heritage, their roots and their culture. I'm as proud to be an American as "Joe" in the commercial is proud to be a Canadian.

But another beer-maker has some good advice for all of us. August Busch III, of Budweiser renown reportedly said "In good times . . . we do business with friends.

In bad times . . . we do business with friends . . . *Make friends!*"

That's why I agreed to testify last March before a congressional panel in support of permanent normal trade relations with China.

It's my job to "do the right thing" when it comes to what's best for Minnesota -- and opening up new export markets for our products and services is the right thing to do.

It is vital to our economic health and continued growth in a global economy.

- Free trade fosters competition and innovation - and leads to higher productivity
- Companies that export tend to pay higher wages - and have better benefits
- And yes - companies that export DO create jobs, despite what the critics say.

One out of every eight manufacturing jobs in Minnesota depends on exports. And I'm told that Canada's manufacturing sector has added 220,000 new jobs since 1995 -- making that industry one of the strongest job creating engines in the Canadian economy.

So to those critics who talk about lost jobs, I say:

I'm afraid we WILL LOSE jobs - or the opportunity to create job -- if we DON'T encourage Minnesota companies to export.



The U.S. market is only so big - and we can't hide from the fact that the world is our marketplace.

And that's why I'm here today.

- We need to work together and support each other in ways that benefit us all in this world-wide economy.
- We need to encourage more partnerships like Image Wireless Communications in Saskatchewan - and A-D-C Telecommunications in Minnesota. By working together, Image Wireless can provide high-speed Internet access to its Saskatchewan customers.
- By working together, Canada will help Minnesota build its first light rail transit line - linking downtown Minneapolis with the international airport and the Mall of America. Minnesota has invested as much as \$65 million in Canada's Bombardier Transit Corporation to build as many as 22 rail cars for the line now under construction. The first car will arrive in 2002 - just in time to test the line's operational readiness. And just in time to fulfill a dream of mine. I said from the very beginning of my term as Governor that I want to ride a train by the end of my first term.
- We need to support the Canada-U.S. Partnership and its effort to make it easier to move goods, services and people across the border.

There are nearly 600 new jobs today - with more on the way - in St. Cloud, Minnesota, thanks to Winnipeg's New Flyer Industries, which expanded its operations and built a new bus plant in Minnesota. Now it's a strong employer that is contributing to the economies of both Canada and Minnesota.

And I have another proposition for you -- and a great opportunity to build another successful partnership:

On May 24<sup>th</sup> in Hoyt Lakes, Minnesota, about 1400 employees of the L-T-V taconite plant were notified that the plant will close its operations for good next summer.

Last year, the plant produced seven million tons of taconite iron ore pellets used in making steel. But now is unwilling to make the necessary capital investment in new equipment that would allow them to produce the ore at a competitive market price.

I promised the steelworkers, miners, and other employees of that plant that between now and next summer, I would go into any boardroom anywhere in the world and tell them about northern Minnesota and the great people we have there who are ready, willing, and able to go to work.

So why am I telling you about L-T-V?

Because this gathering is better than any boardroom I can think of, and you ought to know about opportunities like this.

Because people like you make things happen.



You have connections, you network, you're in the real world of business, trade and opportunities.

There's a mine and a taconite plant just waiting for a new occupant and a new purpose.

But the greatest asset is the workforce. And today it's hard enough to find good people for jobs. Hoyt Lakes now has 1400 workers -- a literal "gold mine" wrapped in a taconite mine for any future employer.

My goal is to keep that workforce alive and well and happily working in northern Minnesota. And we're exploring all options to do that.

So, any entrepreneurs here with some good ideas . . . don't be shy to tell me about them.

I am here today because I know that opportunities abound to build on the partnerships we already have, and to create new relationships with our friends to the north -- and strengthen the bonds we have forged through the centuries.

By working together, we will not fail.

Thank you for the opportunity to put my "two cents" into these discussions. And by the way, I'm going to be sure to count those two cents when we run our next export numbers for Minnesota. Thanks again.