



Request for Council Action

TO: Mayor and City Council
THROUGH: Tim Murray, City Administrator
FROM: Deanna Kuennen, Comm & Econ Dev Director
MEETING DATE: August 13, 2019
SUBJECT: Approve Travel Request for Community & Economic Development Director to Attend the Midwest-Japan Conference with Governor Walz and DEED Commissioner Grove

Background:

The State of Minnesota is being very deliberate and intentional in their efforts to show a united front, throughout the state and at all levels of government, as they promote Minnesota as a place for foreign direct investment (FDI). As such, the Governor's Office and the leadership at the Department of Employment and Economic Development (DEED) have extended an invitation to a very select group of local community partners, to travel with Governor Walz, Commissioner Grove, and MN Trade Office/DEED staff to the Midwest US-Japan Association 2019 Conference in Tokyo. This is the first time such an invitation has ever been extended—it's being done to demonstrate that Minnesota has a coordinated approach to international business development, and local governments are not only an equal partner, but also a critical partner in building international business relations.

Community and Economic Development Director Kuennen has received an invitation to join the Governor and Commissioner to represent the City of Faribault at the conference. The State of Minnesota recognizes that they cannot grow FDI alone, nor can they speak to exactly what is being done at the local level. The leadership at DEED and at the Governor's Office recognizes Faribault as a shining example of what it looks like to work collaboratively with partners to promote international business development, and the State promotes Faribault as a model for non-metro communities excelling in both FDI and foreign business relations. The diversity of FDI in Faribault is unique for communities of our size, as well as Faribault's demonstrated ability to meet the needs of global businesses.

Included in this opportunity is the unprecedented one-on-one time with Governor Walz and Commissioner Grove, a seat at the VIP table at the conference with the Governor and Japanese business executives, a meeting with the Japanese External Trade Relations Organization (JETRO) Chairman, a meeting with the US Commercial Services, numerous networking opportunities with Japanese industry leaders, and meetings with the press. Minnesota will also be hosting a business reception where the Japanese leadership of Daikin will be providing the toast/speech. Furthermore, Governor Walz will be delivering remarks at one (or more) session at the conference, highlighting specific recent Japanese investments in Minnesota including Daikin's \$40M Faribault project. Total cost for participation, including conference registration, lodging, and airfare is estimated to be \$3700.

The Midwest US-Japan Association is comprised of ten member states plus corporations with direct economic ties to Japan. The focus of the annual meeting/conference is to reinforce the economic, political, and cultural ties that link the national economy of Japan to the Midwest. More information about the Association and Annual Conference can be found here: <http://www.midwest-japan.org/register/>

This opportunity will continue to promote and highlight Faribault's FDI narrative and global economy. Participation will also contribute to the State of Minnesota and Governor Walz's positioning of Minnesota as a place for doing business.

Recommendation:

Approve travel request for Community & Economic Development Director Deanna Kuennen to attend the 2019 Midwest US-Japan Association Annual Conference, September 8-10, 2019, with Governor Walz, DEED Commissioner Grove, and DEED/MN Trade Office Staff – *to promote Minnesota and Faribault as a place for growing foreign direct investment.*

Attachments:

- City of Faribault Conference Request Form

CITY OF FARIBAULT
SEMINAR/CONFERENCE/COURSE
REQUEST FORM

Date of Request: 8/7/2019

1. Complete request form and attach a copy of any materials provided concerning the content of the course, seminar, or conference, with this request.
2. Submit request form with attached materials to your departmental supervisor for review.
3. Your departmental supervisor will notify you as soon as a decision is made concerning your request.

Name: Deanna Kuennen

Department: Community & Economic Development

Name of Sponsoring Organization: State of Minnesota Trade Office / DEED / Governor Walz

Title of Seminar/Conference/Course: Midwest US-Japan Association Annual Conference

Date(s) of Seminar/Conference: September 8-10, 2019

Location: Tokyo, Japan

Estimated City Costs:

Tuition/Registration	\$ <u>600</u>
Transportation	\$ <u>2000</u>
Lodging	\$ <u>1000</u>
Misc. (food, etc.)	\$ <u>100</u>
Total	\$ <u>3700</u>

Reason for Attendance:

Invited by the Governor's Office, Economic Development Commissioner Grove, and DEED/ MN Trade Office leadership to promote MN as a place for foreign direct investment. This is the first time that select community partners are invited to travel with the Governor, Commissioner, and Staff to the Midwest US-Japan Association Conference. Faribault was selected due to our success in growing a global economy and recent FDI announcements. In addition, the State of MN views Faribault as a model for how non-metro communities can grow and support foreign business relations. Participation includes unprecedented one-on-one time with the Governor and Commissioner, a seat at the VIP table at the conference with Japanese business leaders, a meeting with the JETRO Chairman, a meeting with US Commercial Services, networking with Japanese business executives, and meetings with the press. Furthermore – Governor Walz will be highlighting during his remarks, recent Japanese investments such as Daikin. This opportunity will continue to highlight Faribault's FDI narrative as a global economy – and our collaborative relationship with the State. It will also promote Faribault as a leader in outstate MN in regards to attracting and growing foreign owned companies, our community's competitiveness and readiness to welcome international business.

Approval of Department Director

Date: _____

Approval of City Administrator

Date: _____