2019 WINTER CONFERENCE
Economic Development Association of Minnesota
## Minnesota Manufacturing

<table>
<thead>
<tr>
<th>Total Manufacturers</th>
<th>8,360</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 – 4 employees</td>
<td>3,220</td>
</tr>
<tr>
<td>5 – 9 employees</td>
<td>1,400</td>
</tr>
<tr>
<td>10 – 19 employees</td>
<td>1,175</td>
</tr>
<tr>
<td>20 – 49 employees</td>
<td>1,243</td>
</tr>
<tr>
<td>50 – 99 employees</td>
<td>598</td>
</tr>
<tr>
<td>100 – 249 employees</td>
<td>452</td>
</tr>
<tr>
<td>250 – 499 employees</td>
<td>174</td>
</tr>
<tr>
<td>500 – 999 employees</td>
<td>68</td>
</tr>
<tr>
<td>1000+ employees</td>
<td>30</td>
</tr>
</tbody>
</table>
Manufacturers Are Statewide

- 8,360 manufacturers in Minnesota
- 49/51 percent metro/non-metro
- 13% of jobs and 15% of wages
- 317,200 manufacturing jobs
- 1 in 8 state jobs is in manufacturing
- 1.9 supporting jobs = 33% all jobs
- 704,850 supporting jobs
- $1,264 average weekly wage
- 1,023,785 direct and indirect Minnesota jobs
- **10,105 open jobs today**

Sources:
Helping Manufacturing Enterprises Grow Profitably
2019 Survey of Minnesota Manufacturing Executives
Health Care Costs Continue To Top the List of Concerns

Concerns Ranked by % Concern (8-10)

- The costs of health care coverage: 60%
- Attracting qualified workers: 47%
- Government policies and regulations: 40%
- Retaining qualified workers: 36%
- Costs of employee salaries and benefits: 27%
- Developing future leaders: 25%
- Economic and global uncertainty: 20%
- Getting your products to market: 15%
- Competition from foreign sources: 13%
When It Comes To Impacting Growth, The Qualified Worker Shortage Is A Bigger Deal

“What would you say are the one or two biggest challenges your company is facing that might negatively impact future growth?”

<table>
<thead>
<tr>
<th>Challenges</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attracting and retaining a qualified workforce</td>
<td>21%</td>
<td>29%</td>
<td>26%</td>
<td>34%</td>
<td>48%</td>
</tr>
<tr>
<td>Cost of health care insurance</td>
<td>31%</td>
<td>41%</td>
<td>34%</td>
<td>36%</td>
<td>36%</td>
</tr>
<tr>
<td>Increasing costs of energy and materials for your products</td>
<td>29%</td>
<td>20%</td>
<td>15%</td>
<td>18%</td>
<td>34%</td>
</tr>
<tr>
<td>Unfavorable business climate</td>
<td>48%</td>
<td>43%</td>
<td>40%</td>
<td>38%</td>
<td>17%</td>
</tr>
<tr>
<td>Lower sales for your products</td>
<td>31%</td>
<td>23%</td>
<td>32%</td>
<td>22%</td>
<td>17%</td>
</tr>
</tbody>
</table>
Distinguished Panelists

Jackie O’Connell  
President and CEO  
IPS Cranes

Joe Mulford  
President  
Pine Technical College

Tim Walker  
Director of Training and Development  
Pequot Tool and Manufacturing
SAVE THE DATE!!

Enterprise Minnesota’s
2019 State of Manufacturing®
Survey Release Event

Tuesday, May 14, 2019
3:00 p.m. – 6:00 p.m.

Earle Brown Heritage Center
Carriage Hall
6155 Earle Brown Dr
Brooklyn Center, MN 55430

Platinum Sponsors