



2011 Bioscience Marketing Report

Report to the Legislature
as required by 2007 Legislative Session (Chapter 135, H.F. 122, Section 3, Subd. 2)

January 24, 2012
Author: Sarah Walbert
Minnesota Department of Employment and Economic Development

Total cost of salaries, printing, and supplies in
developing/preparing this report is \$ 517.01
(reported as required by Minn. Stat. 3.197)

2011 Bioscience Marketing Report

The 2007 Legislative Session appropriated \$125,000 to market Minnesota “bioscience business opportunities to other states and other countries” with an emphasis on “opportunities outside of the seven-county metropolitan area” (Chapter 135, H.F. 122, Section 3, Subd. 2).

The funds have been applied over a 5-year period with nearly 95% expended prior to 2011, as reported annually. The balance of \$6,847 for calendar year 2011 was applied towards the BIO International Convention Minnesota pavilion and an annual Minnesota Bioscience Directory. As described below, DEED strives to leverage all resources at every opportunity by collaborating with business, educational and community economic development partners to most efficiently market Minnesota’s competitive edge in the bioscience arena.

MARKETING OUTCOMES

The marketing program in 2011 maintained its focus on heightening the visibility of Minnesota’s bioscience capabilities and continued to look for marketing opportunities that emphasize Greater Minnesota through three ongoing initiatives:

- Identify and Meet with Targeted Qualified Prospects
- Raise Minnesota’s Profile at Events and Optimize Outcomes
- Enhance Collateral Materials for Lasting Impact

In 2011 the bioscience marketing fund balance of \$6,847 was applied directly to two specific and recurring promotional efforts within two of the broad initiatives. In any marketing program, results are rarely immediate; however our sustained efforts are beginning to show results as highlighted below.

1. Marketing Initiative: Raise Minnesota’s Profile at Events and Optimize Outcomes

BIO International is the premier trade show for the bio industry. Leveraging the bioscience program funds allowed participation again in the largest annual bioscience industry convention. BIO 2011 gave Minnesotans access to 15,626 industry leaders from 48 states and 65 countries, an increase over 2010.

Minnesota’s BIO 2011 pavilion provided a full “turnkey” service to Minnesota’s emerging companies, communities and key institutions such as Mayo Clinic and the University of Minnesota’s Institute for Therapeutics Discovery and Development. Minnesota also co-hosted a VIP international business networking reception of over 400. Participating were Canadian Ambassador Doer, Manitoba’s Premier Selinger, Wisconsin’s Governor Walker and Mayo Clinic Medical Director, Dr. Patricia Simmons. The bioscience marketing fund provided about 10% of the BIO 2011 budget, and the remainder was raised by DEED’s Office of Business Development through exhibitor participation and sponsorships.

2011 Bioscience Marketing Report

Fifty-five delegates representing 27 entities were part of the Minnesota BIO 2011 team.

- By conservative estimates, the delegates reported making over 100 leads, and 300 new contacts.
- Greater Minnesota communities or businesses were represented from Kandiyohi, Moorhead, Rochester, Willmar and Worthington as well as St. Cloud State, People's Cooperative Services and the Southwest Initiative Foundation.
- The newly launched Minnesota Clinical Research Alliance represented around 10 firms and capitalized on our pavilion to promote the state's capabilities on the global stage.
- Thanks to a brochure co-developed with Mayo Clinic's Decade of Discovery Diabetes program, Minnesota was able to differentiate its capabilities from other competing states. One early outcome is ongoing talks between a leading European institute and Mayo Clinic.
- Two companies displayed their equipment which helped to draw a continuous stream of visitors to the Minnesota pavilion. One was a St. Cloud manufacturer who first met their international joint venture partner at a BIO convention several years ago; and the other a Florida firm we originally pursued at BIO 2009 who subsequently chose to expand operations in Minnesota.

Here is a sampling of comments about Minnesota's BIO participation from a post-event survey:

- ✓ "I had access to people who are otherwise difficult to schedule a meeting with. The collegiate atmosphere made the connections more memorable and important."
- ✓ "Well done again this year even with the pending shutdown."
- ✓ "The events that MN does is [*sic*] the most valuable of the things you do. The booth is a helpful home base."
- ✓ "Thank you to everyone at DEED for making this possible."

2. Marketing Initiative: Enhance Collateral Material for Lasting Impact

The Minnesota Bioscience Directory is by far the most requested and widely disseminated marketing piece. It is published by another of DEED's key collaborators, the Twin Cities Business. Funds were used for a well placed advertisement in the 2011-12 issues at a negotiated reduced rate. A two-fold objective is achieved by raising Minnesota's stature not only with audiences outside our borders, but also with our own players in Minnesota's bio cluster.

The advertising fee also included listing in a valuable online directory. Unlike other magazine ads, this directory has a shelf life of a year and is an indispensable resource which we distribute worldwide and at all events to well over 1,000 qualified recipients each year. We also receive repeated requests for the Directory from organizations such as MNSCU schools like Anoka Ramsey Community College. The directory is attached with the hard copy version of this Report. Or refer to the website:

<http://www.tcbmag.com/factfinder/biosciences/index.aspx?djoPage=biosciences>

2011 Bioscience Marketing Report

DEED PARTNERS

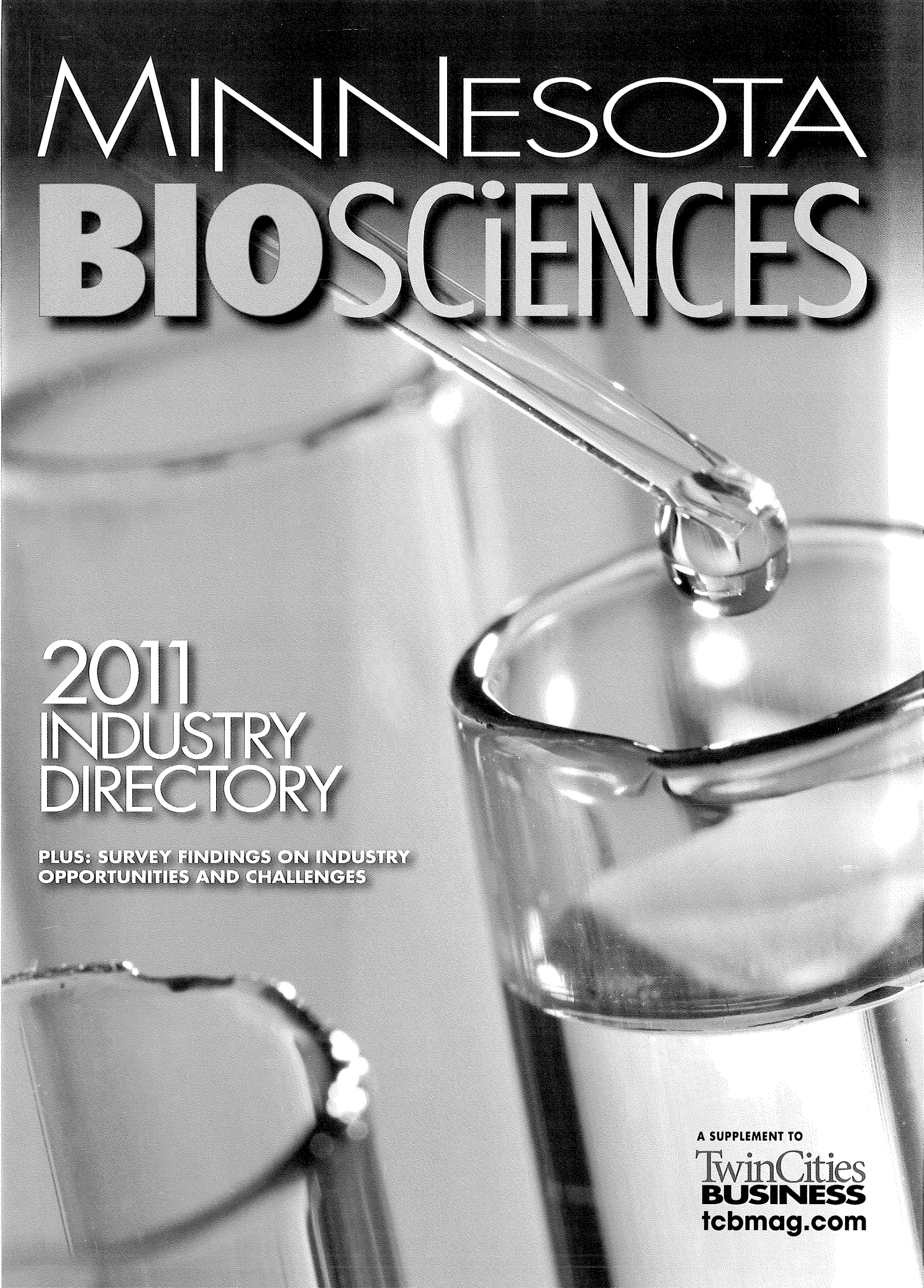
DEED has coordinated and funded bioscience marketing efforts in collaboration with a wide range of groups to promote the strengths of Minnesota to national and international audiences. The groups include:

- University of Minnesota
- MNSCU
- Mayo Clinic
- BioBusiness Alliance of MN
- Life Science Alley
- Greater MSP
- Minnesota Clinical Research Alliance
- Regional Initiative Foundations
- Fargo/Moorhead Economic Development Corporation
- Greater Mankato Growth
- MinnWest Technology Campus
- Rochester Area Economic Development
- St. Cloud Area Partnership
- Worthington Regional Economic Development Corporation
- Economic development groups from Greater Minnesota

The Positively Minnesota Marketing Partnership is also invited to participate in any and all of our efforts. Many of the organizations named above are members of the Partnership. In addition, DEED has a close working relationship with the BioBusiness Alliance and Life Science Alley and Greater MSP since its formation in 2011. We work in partnership to identify prospects that fit into key strategic areas of bioscience.

Conclusion

The small fund balance was expended in 2011 and no bioscience marketing funds remain for calendar year 2012. The bioscience marketing fund supported strategic marketing efforts with targeted implementation, and it enabled DEED and the state to reach multiple audiences, leverage Minnesota's strengths, and attract new business to our state as documented annually.



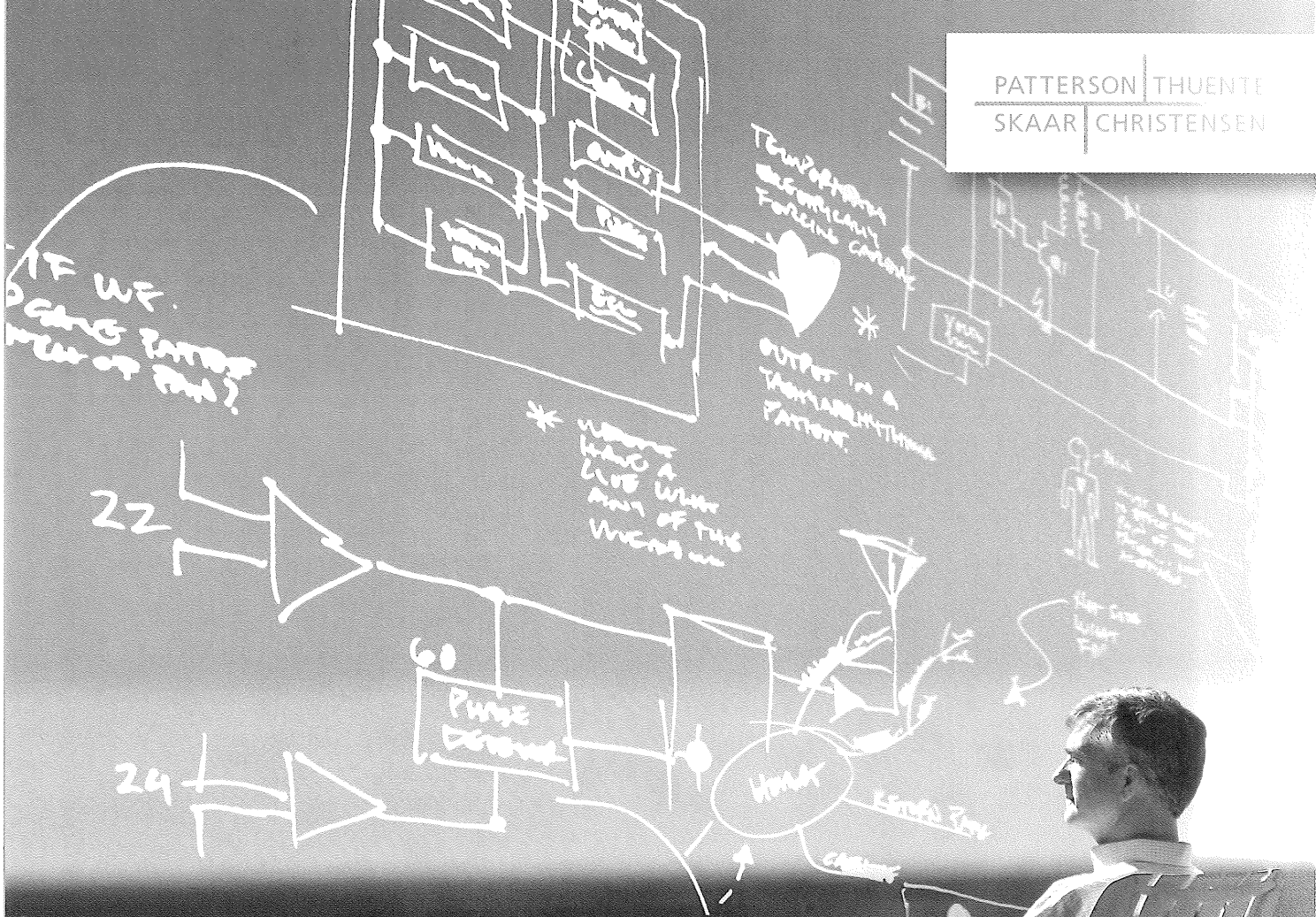
MINNESOTA **BIO**SCIENCES

2011
INDUSTRY
DIRECTORY

PLUS: SURVEY FINDINGS ON INDUSTRY
OPPORTUNITIES AND CHALLENGES

A SUPPLEMENT TO

TwinCities
BUSINESS
tcbmag.com

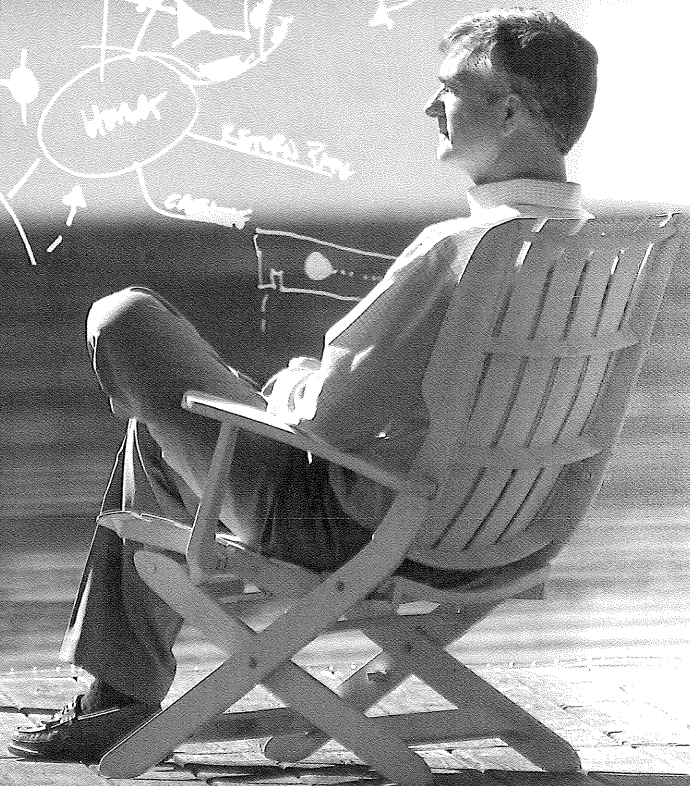


PATENTED PASSION

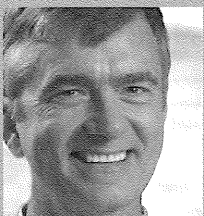
"Patterson shares my passion. The firm is immersed in medical technology. I bring an idea to Patterson, they do the rest—and they do it right."

- Mark Kroll

#1 IN MEDICAL DEVICE PATENTS WORLDWIDE




291 PATENTS AND COUNTING



Mark Kroll has a passion for developing technologies that improve and save lives. It's driven him to become the world's leader in medical device patents. And when it comes to those patents, his intellectual property law firm is Patterson, Thuente, Skaar & Christensen.

Read more about Mark Kroll, his passion and his Patterson partnership at:
WWW.PTSLAW.COM/KROLL

There's a reason Minnesota has more Fortune 500 companies per capita than any state



Angel tax credits now
available in Minnesota!

Innovation is in our
genes – just ask **3M,**
Cargill, Medtronic,
Upsher-Smith and
Mayo Clinic.

We're breaking new
ground through the
Minnesota genomics
partnership and its Decade
of Discovery to **conquer**
diabetes. And we're
exploring new frontiers
in bioinformatics with the
IBM Blue Gene project.

These companies are part
of the momentum that has
made the state the place
to start, expand or relocate
a company.

There's a reason why
world-renowned
companies embrace
Minnesota – we know
how to grow them and we
know how to keep them.

POSITIVELY
Minnesota

Department of Employment and Economic Development

651-259-7432 • TTY/TDD: 651.296.3900 • www.PositivelyMinnesota.com

BIO-SCIENCES

Opportunities and Challenges

COMPILED BY
CHRISTA MELAND

Minnesota has a history of strength in the biosciences. It pioneered the world of pacemakers, has long dominated the cardiovascular device market, and is home to medical device giants like Medtronic, Inc., and St. Jude Medical, Inc. Additionally, the University of Minnesota has conducted a variety of groundbreaking research projects, having scored a particularly big hit with the anti-AIDS drug Ziagen.

The state's biosciences industry is also a powerful economic engine that has created

and continues to support tens of thousands of jobs, according to state data.

Although there are numerous feathers in Minnesota's cap, local biosciences companies do face some challenges.

In early 2011, when the directory on the following pages was being compiled, a representative of each company was asked to share information about its growth, successes, and challenges through a brief and anonymous survey. Below is a snapshot of the state's biosciences industry through the eyes of the 120 who shared information through the survey.

Revenue Shows Positive Signs

The vast majority of respondents indicated that revenue is remaining steady or growing—a positive sign for the industry and the future of biosciences in Minnesota.

In 2010:

60 percent of respondents saw their revenue increase—27 percent of whom reported a boost of by 15 percent or more. Meanwhile, 24 percent experienced revenue growth of 5 to 15 percent, and 9 percent saw a revenue jump of less than 5 percent. **26 percent** indicated that revenue remained flat. **13 percent** of respondents saw a decline in revenue.

By most accounts, 2011 is expected to be even better:

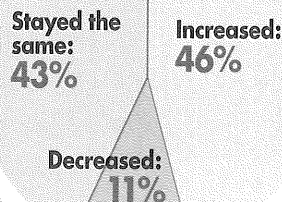
67 percent of respondents expect revenue to increase at least 5 percent—and 32 percent anticipate an increase of 15 percent or more. Meanwhile, 14 percent expect revenue to jump less than 5 percent. **14 percent** expect revenue to remain flat. **6 percent** expect revenue to decline.

When asked what accounted for revenue increases, many respondents indicated that they expanded their market penetration and/or developed new products. One company indicated that the recession's negative impact on its customers actually helped it: "Our clients have laid off a considerable number of employees and need more external resources."

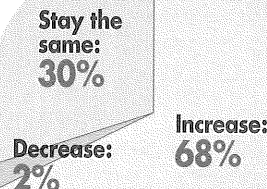
Work Force Reductions Minimal

While many Minnesota employers have shed jobs in recent months amid challenges related to the still-recovering economy, companies in the biosciences industry appear to be holding their own through the lingering effects of the recession.

In 2010, the size of respondents' work force:



In 2011, respondents expect their work force to:



Angel Tax Credit

Minnesota's angel investor tax credit gives a 25 percent tax break to investors and funds that provide as much as \$4 million in seed money to businesses focused on high technology or new proprietary technology. Many biosciences investors qualify for the credit.

The credit is available for investments made in companies that are less than 10 years old, have fewer than 25 employees, and have less than \$2 million in previous equity investments. The businesses also must be based in Minnesota and have at least 51 percent of their workers and their full payroll based within the state.

In 2010, the tax credit spurred \$28 million in funding for 67 Minnesota companies—and those companies collectively created 47 jobs. Meanwhile, angel investors collected slightly more than \$7 million in credits from the state. Because \$11 million worth of credits was available in 2010, almost \$4 million in remaining funding rolled over into 2011—bringing the total available to approximately \$16 million this year. The state will fund \$12 million in credits annually between 2012 and 2014, and credits cannot exceed \$125,000 per person per year.

Survey respondents had mixed views of the credit.

One respondent called it "terrific," but said that it's "only a start in tax incentives when you look at other states." Numerous others said that the credit is too narrow in scope.

Another respondent called the credit "a failed economic development policy," adding: "It does not align need for capital with investors if a firm has already raised over [\$2 million]" but isn't quite to the commercialization point. Such firms have proven themselves as having a likelihood of success, so that critical "tipping point" is a time to encourage additional investment rather than discourage it, the respondent contends.

Among survey respondents:

28 percent expect the angel investor tax credit to help them secure investments.

17 percent said that the credit makes them more likely to stay in Minnesota long-term.

55 percent expect the credit to help attract bioscience start-ups to the state.

45 percent think the credit will help retain bioscience companies that are already in Minnesota.

54 percent believe the credit will help keep bioscience-related jobs within the state.

39 percent expect the credit to help the local bioscience industry to rebound from the recession.

Doing Business in Minnesota: Many Benefits, Some Drawbacks

Benefits listed by respondents:

- University of Minnesota research pipeline and the school's adjunct faculty
- Medical device talent within the state: "This is the home of medical device innovation," one respondent wrote. Another commented that there's "a large number of experienced and qualified people to draw from when we hire someone."
- Good work ethic
- Close proximity to local angel and venture capital funds that work specifically with medical device companies

Drawbacks listed by respondents:

- Lack of available capital for companies in the biotech arena: "The local venture community is unequipped and uninterested in investing in the biopharmaceutical space," one respondent wrote. "If I had to do it over again, I would have founded the company on either coast. The venture firms that operate in this space are located there and are not interested in traveling to Minnesota."
- Lack of early-stage funding that's available: One respondent complained that there is "no help getting very new start-ups off the ground."
- High taxes. Minnesota's 9.8 percent corporate tax rate (as of March 2011) is the third highest among all states, and it has long been criticized as being a significant hindrance to the growth of the state's business community.

INNOVATION SPOTLIGHT



NONIN MEDICAL – THE INVENTOR OF FINGERTIP PULSE OXIMETRY AND A GLOBAL LEADER IN NONINVASIVE PHYSIOLOGICAL MONITORING

In 1995, Nonin Medical founder Phil Isaacson invented the world's first fingertip pulse oximeter to remotely monitor a patient's blood oxygen saturation levels without wires, and from anywhere in the world. Today, Nonin Medical's award-winning, interoperable, Continua™-certified, oximeter products are used the world over by clinicians, mountain climbers and military field medics. In addition, leading OEM partners also integrate Nonin's accurate, low power oximetry into their multiparameter physiological monitoring systems.

In October, Nonin's fingertip pulse oximeters were again challenged to work under extreme conditions, this time monitoring the blood oxygen saturation levels of 33 miners who were trapped 2,000 feet below ground in a Copiapo, Chile mine for more than two months. Until that point, no one in recorded history had ever survived so long after being trapped underground. Confidently, all 33 miners were rescued—and Nonin Medical, working with OEM partner Zephyr Technologies—delivered.

For more potentially groundbreaking results, we invite you to partner with us.

Clinical Testing • Technology Development • Employment

Innovators in medical devices, sensor design and signal processing

Developers and manufacturers of eHealth, branded and OEM pulse oximeters, regional oximeters, sensors, software and accessories



Nonin Medical's Onyx® II, Model 9560 fingertip pulse oximeter with Bluetooth® wireless technology (circled, above) monitors the vital signs of miner Jorge Galleguillos during his dramatic rescue from a collapsed Chilean copper mine last October.

INDEX

Medical Device Manufacturers

3M Company	6
AB Ortho.....	6
AbbeyMoor Medical, Inc.....	6
Ability Building Center.....	6
Accellent, Inc.	6
Acist Medical Systems, Inc.	6
Activar Technical Products Group ...	6
Activeaid, Inc.....	6
Acumen Technologies.....	6
Advanced Circulatory Systems, Inc. 6	
Advanced Medical Electronics Corporation.....	6
Alexandria Research Technologies, LLC	6
Altimate Medical, Inc.....	6
American Medical Systems Holdings, Inc.	6
American TeleCare, Inc.	7
Angeon Corporation.....	7
Annex Medical, Inc.	7
Anulex Technologies, Inc.....	7
Apnex Medical, Inc.	7
Arkray USA, Inc.	7
Arobella Medical, LLC	7
Atek Medical	7
Ativa Medical, Inc.	7
Augustine Biomedical + Design, LLC	7
Automated Control Systems.....	7
Bacoustics, LLC.....	7
Beckman Coulter, Inc.....	7
Benchmark Electronics, Inc.	7
BioDrain Medical, Inc.	7
BioMedix.....	7
Biotel, Inc.	7
Birchwood Laboratories, Inc.	8
Bird & Cronin, Inc.	8
Bose Corporation - ElectroForce Systems Group.....	8
Boston Scientific Corporation	8
Brennen Medical, LLC.....	8
BridgePoint Medical	8
Canvys.....	8
Carbon Medical Technologies, Inc. 8	
Cardia, Inc.	8
Cardiac Concepts, Inc.	8
Cardiacom, LLC.....	8
Cardiovascular Systems, Inc.	8
CareFusion	8
CarTika Medical, Inc.	8
Castlewood Surgical	8
Celleration, Inc.....	8
CHF Solutions, Inc.	8
Circle Biologics, Inc.	8
Clarus Medical, LLC.....	9
CloSys Corporation	9
CoAxia, Inc.	9
Coloplast Corporation	9
Compass International.....	9
CoreSpine Technologies, LLC.....	9
Corventis, Inc.....	9
Covidien / Uni-Patch.....	9
Creganna-Tactx Medical.....	9
CVRx, Inc.	9
Dane Technologies.....	9
Data Sciences International (DSI)....	9
Devicix, LLC	9
Dgimed Ortho, Inc.	9
DiaSorin, Inc.....	9
DJO Global, Inc.	9
Donatelle.....	9
Dymedix Corporation	10
Electromed, Inc.	10
Entellus Medical.....	10
EnteroMedics, Inc.....	10
Epion Medical, Inc.	10
Esox R&D, Inc.	10
Evergreen Medical Technologies, LLC.....	10
Exos Corporation	10
Express Diagnostics Int'l, Inc.....	10
Formacoat, LLC	10
Galil Medical, Inc.	10
GeaCom, Inc.	10
Gel-Del Technologies, Inc.	10
Global Medical Instrumentation, Inc.	10
Greatbatch Medical	10
GT Urological, LLC	10
Gyrus ACMI	10
Harbinger Medical, Inc.....	10
HEL, Inc.	11
Hemosphere, Inc.....	11
Hibernicor, LLC.....	11
Hill-Rom, Inc.....	11
Hutchinson Technology, Inc.	11
Hypertension Diagnostics, Inc.....	11
Impres Medical, Inc.	11
Imricor Medical Systems, Inc.	11
Incisive Surgical, Inc.	11
Innovize	11
InSitu Technologies, Inc.	11
Integra Lifesciences.....	11
International Medical, Inc.	11
Interrad Medical, Inc.	11
IntriCon Corporation	11
Ionix Medical, Inc.....	11
Key Surgical	11
Kips Bay Medical, Inc.	11
Lake Region Medical	12
Laser Peripherals, LLC.....	12
Lifecore Biomedical, LLC.....	12
Lumen Biomedical, Inc.	12
Lutonix, Inc.	12
McLean Medical and Scientific, Inc.	12
Med-Pac, Inc.	12
Medafor, Inc.....	12
Medi-Stim USA, Inc.	12
Medical Concepts Development ...	12
Medical Innovations International, Inc.	12
Medical Products Resource.....	12
Medrad	12
Medtronic, Inc.....	12
Mendell, Inc.....	12
Micromedics, Inc.	12
Minnesota Medical Development, Inc.	12
Minnesota MedTec, Inc.....	12
Minnetronix, Inc.	13
Minntech Corporation	13
Mocon, Inc.	13
MR Instruments, Inc.	13
MRI Robotics, LLC	13
NeoChord, Inc.....	13
Neurostream Technologies Corporation.....	13
NeuroVasx, Inc.	13
Nonin Medical, Inc.	13
Nortech Systems, Inc.	13
NuGyn, Inc.....	13
OrthoCor Medical.....	13
Osborn Medical Corporation	13
Osprey Medical, Inc.....	13
Otto Bock HealthCare	13
Outsource Technologies.....	13
Pedia Pals	13
PMT Corporation.....	13
PolyChrome Medical, Inc.	14
Prevent Products, Inc.	14
ProUroCare Medical, Inc.	14
Pursuit Vascular	14
QRS Diagnostic, LLC	14
Quality Tech Systems, Inc.	14
R4 Vascular, Inc.	14
RespirTech, Inc.	14
Rochester Medical Corporation	14
Scanlan International, Inc.	14
ScyFix	14
Shape Medical Systems, Inc.	14
Signus Medical, LLC	14
Smiths Medical	14
SMT Health Systems, Inc.	14
Sorin Group Cardiac Rhythm Management.....	14
Spineology, Inc.	14
St. Jude Medical, Inc.	15
Sterling Critical Products, LLC	15
SuperDimension, Inc.....	15
Surgical Technologies, Inc.....	15
Synovis Life Technologies, Inc.	15
Tactile Systems Technology, Inc.....	15
Tamarack Habilitation Technologies.....	15
Timm Medical Technologies, Inc. ...	15
Torax Medical, Inc.	15
Tornier	15
Twin Star Medical, Inc.	15
UlltiMed, Inc.	15
Urologix, Inc.....	15
Uromedica, Inc.	15
Uroplasty, Inc.....	15
Vascular Solutions, Inc.	15
Vertebral Technologies, Inc.	15
Via Biomedical, Inc.	15
VTI/ABS, Inc.	16
Väsamed, Inc.	16
Waters Medical Systems, LLC	16
Wilson Wolf Manufacturing Corporation.....	16
Winkley Orthotics and Prosthetics	16
Wound Care Technologies, Inc.....	16
WR Medical Electronics Company	16
Zimmer Spine.....	16
Advanced Photodynamic Technologies, Inc.	16
Agricultural Utilization Research Institute	16
Algos Preclinical Services, Inc.	16
Alquest, Inc.....	16
AminoAcids.com	16
Aspen Research Corporation.....	16
ATS Labs.....	16
Aveka Group	16
Berman Center.....	17
Biotest Laboratories, Inc.	17
Biovet USA	17
ChRi Laboratories, Inc.....	17
Courante Oncology.....	17
Crane Engineering	17
CSI Testing, Inc.	17
DaVita Clinical Research.....	17
DDL, Inc.	17
Douglas Scientific.....	17
Dow Water & Process Solutions....	17
Embryo Corporation.....	17
Exosome Diagnostics	17
Gut Bugs, Inc.	17
IBM Corporation	17
Immunochemistry Technologies, LLC.....	17
Innovative Surface Technologies, Inc.	17
The Integra Group.....	17
Interpoll Laboratories, Inc.....	18
KMI Diagnostics, Inc.....	18
LKT Laboratories, Inc.....	18
Martell Biosystems, Inc.....	18
MD Biosciences, Inc.	18
Medallion Labs	18
Medical Imaging Solutions	18
Medpace Medical Device, Inc.....	18
Medtox Scientific, Inc.	18
Memorial Blood Centers	18
Minnesota Valley Testing Laboratories, Inc.	18
Northwoods DNA, Inc.....	18
Pace Analytical Life Sciences, LLC. 18	
Palen Kimball, LLC	18
PaR Systems, Inc.....	18
Prism Research, Inc.	18
Regulatory & Clinical Research Institute, Inc.	18
Solutions Engineering, LLC.....	19
Surgical Training Solutions, Inc.	19
Three Rivers Pathology, PA	19
Traut Companies	19
TÜV SÜD America, Inc.....	19
ViroMed Laboratories.....	19
WuXi AppTec.....	19
Biologics	
Airmed Biologics, Inc.....	19
BioE, LLC	19
Biovest International, Inc.	19
Brinton Laboratories	19
Epitopix, LLC.....	19
Excorp Medical, Inc.	19
GeneSegues, Inc.	19
Heartland Medical Distribution, LLLP.....	19
ImmuMed, Inc.....	19
Labs, Testing, and Research	
Acumen Healthcare Solutions, LLC.....	16

Immuno-Biological Laboratories, Inc.	19
International Medica Foundation	20
Microbiologics, Inc.	20
Miromatrix Medical, Inc.	20
Neuromics	20
Newport Laboratories	20
Nora Therapeutics, Inc.	20
ProtaTek International, Inc.	20
Psyncretis, Inc.	20
R & D Systems, Inc.	20
Spring Point Project	20

Pharmaceuticals and Nutraceuticals

Amerilab Technologies, Inc.	20
Antares Pharma, Inc.	20
Apothecary Products, Inc.	20
Best Veterinary Solutions, Inc.	20
Bimeda, Inc.	20
Bioenergy, Inc.	20
Biothera	20
Cima Labs, Inc.	21
CNS Therapeutics, Inc.	21
Colder Products Company	21
Eleos, Inc.	21
Eniva USA	21
Exsulin Corporation	21
Humanetics Corporation	21
Lonza, Inc.	21
Medisyn Technologies, Inc.	21
Nanocopoeia, Inc.	21
North Star Processing, LLC	21
Orasi Medical, Inc.	21
Paddock Laboratories, Inc.	21
PePTx, Inc.	21
R8Scan Corporation	21
Stewart Laboratories	21
SurModics, Inc.	21
Syntiron, LLC	22
Tapemark	22
Travanti Pharma, Inc.	22
UAS Laboratories, Inc.	22
Upsher-Smith Laboratories, Inc.	22
Wellness Resources, Inc.	22
ZirChrom Separations, Inc.	22

Agriculture—Seed and Crop, Herd

Ag Reliant Genetics, LLC	22
Archer Daniels Midland Company	22
Babcock Genetics, Inc.	22
BASF Plant Science	22
Betaseed, Inc.	22
Bio-Cat Microbials, LLC	22
BioMatrix International	22
Cargill, Inc.	22
CHS, Inc.	22
Cibus	22
Conklin Company, Inc.	22
Famo Feeds, Inc.	23
Feedlogic Corporation	23
Forage Genetics International	23
Genetipore USA	23
Grain Millers, Inc.	23
Hefty Seed Company	23
International Ag Labs, Inc.	23
Intervet/Schering-Plough Animal Health	23
Land O'Lakes, Inc.	23
Merotec Seeds	23
MGK	23
MJ Biologics, Inc.	23
Monsanto Company	23
The Mosaic Company	23
Mycogen Seeds	23
Pannar Seed, Inc.	23
Pioneer Hi-Bred International, Inc.	23

ProPig	24
Quali Tech, Inc.	24
Ralco Nutrition, Inc.	24
Renco Corporation	24
Ridley, Inc.	24
Sanimax	24
SarTec Corporation	24
Seeds 2000	24
Syngenta Seeds, Inc.	24
TechMix	24
TerraMax, Inc.	24
Wensman Seed Company	24
Zinpro Corporation	24

Industrial Biotech—Alternative Fuels, Renewable Energy

Absolute Energy, LLC	24
Advanced BioEnergy, LLC	24
Aeromix Systems, Inc.	24
Agri-Energy / Gevo Luverne	24
Agri-Waste Energy, Inc.	24
Al-Corn Clean Fuel	25
AMT Applied Membrane Technology, Inc.	25
ATMI, Inc.	25
Baumgartner Environics, Inc.	25
Bepex International, LLC	25
Bio-Plastic Solutions, LLC	25
BioCat Fuels	25
BioCee, Inc.	25
Biofuel Energy Corporation	25
Bioverse, Inc.	25
Bixby Energy Systems	25
Bushmills Ethanol, Inc.	25
Central Bi Products	25
Central MN Ethanol Co-op	25
Chippewa Valley Ethanol Company	25
Cima Nano Tech, Inc.	25
Cool Clean Technologies, Inc.	25
Corn Plus	25
Denco II, LLC	26
Eagle Bio-Fuels, LLC	26
Earthtech Energy, Inc.	26
Easy Energy Systems, Inc.	26
Ecolab, Inc.	26
Entegris, Inc.	26
Ever Cat Fuels, LLC	26
Fibrominn, LLC	26
Free Source Energies, LLC	26
GeoSystems, LLC	26
Granite Falls Energy, LLC	26
Hearland Corn Products	26
Heron Lake BioEnergy, LLC	26
Highwater Ethanol, LLC	26
I dex Health & Science, LLC	26
Invenery Cannon Falls	26
Midwest Biogas, LLC	26
Minnesota Soybean Processors	26
NatureWorks, LLC	27
NewBio E-Systems, Inc.	27
NewWater, LLC	27
Northern Technologies International Corporation	27
Novus Energy	27
Otter Tail Ag Enterprises, LLC	27
PhibroChem Ethanol Performance Group	27
Poet Biorefining	27
Polymer Energy, LLC	27
Receptors, LLC	27
Rushford Hypersonic, LLC	27
Segelis, Inc.	27
StarchTech, Inc.	27
SunRise Agra Fuels, LLC	27
U.S. Water Services	27
Valero Renewable Fuels Company, LLC	27

When You Discover The Greatest Thing Since $C_{16}H_{18}N_2O_5S^*$



you need patent attorneys who know their acidophiles from their zeolites.



SCHWEGMAN • LUNDBERG • WOESSNER
PATENT PROTECTION FOR BIOTECHNOLOGY

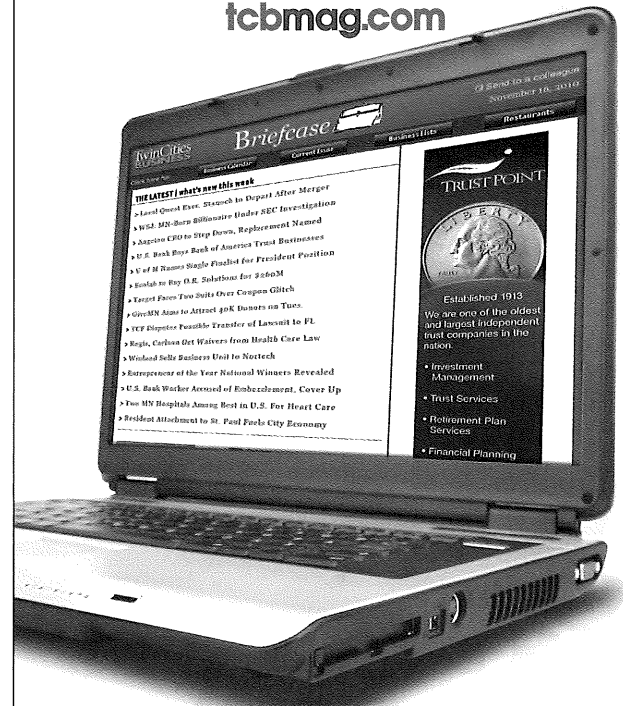
Minneapolis ■ Silicon Valley ■ Austin
www.slwip.com

*The chemical formula for penicillin

Subscribe to TCB Briefcase.

Your perfect source for local business news.

tcbmag.com



DIRECTORY

Medical Device Manufacturers

3M Company

3M Center
Maplewood, MN 55144
651-733-1110 • 3m.com
Public, 75,000 employees, founded 1902
Contact: Brad Sauer, executive vice president, health care business
E-mail: bsauer@mmm.com
Annual revenue range: More than \$100 million
Nature of business: Manufactures medical device products, including medical tapes and components, diagnostic components, and optical supplies; provides technologies and services for health care product development

AB Ortho

5929 Baker Road, Ste. 470
Minnetonka, MN 55345
952-288-2830 • abortho.com
Private, employees NP, founded 2004
Contact: Not provided
E-mail: info@abortho.com
Nature of business: Manufactures compression, radio-pressure, and acupuncture massage products for medical use

AbbeyMoore Medical, Inc.

501 E Soo St.
Parkers Prairie, MN 56361
218-338-6700 • thespanner.com
Private, 5 employees, founded 1996
Contact: John Reid, co-founder and CEO
E-mail: customerservice@abbeymoormedical.com
Nature of business: Develops and manufactures devices for the management of urinary voiding dysfunction

Ability Building Center

1911 14th St. NW
Rochester, MN 55901
507-281-6262 • abcinc.org
Private, 800 employees, founded 1956
Contact: Julia Ramsey, marketing representative
E-mail: juliar@abcinc.org
Nature of business: Manufactures the Protocol stool collection device, which was developed in conjunction with the Mayo Clinic's Rochester location; assembles, packages, and ships products as a fulfillment company

Accellent, Inc.

6420 Zane Ave. N
Brooklyn Park, MN 55429
763-535-1174 • accellent.com
Public, 3,000 employees, founded 1998
Contact: Jim Reed, vice president of sales and business development
E-mail: jim.reed@accellent.com
Annual revenue range: More than \$100 million
Nature of business: Provides manufacturing and engineering services to the medical device industry in the cardiology, endoscopy, drug delivery, neurology, and orthopedic markets

Acist Medical Systems, Inc.

7905 Fuller Road
Eden Prairie, MN 55344
952-995-9300 • acistmedical.com
Private, 225 employees, founded 1991
Contact: Thomas Morizio, president and chief operating officer
E-mail: thomas.morizio@acistmedical.com
Nature of business: Provides contrast delivery products and services for radiology and cardiology; products enable greater ease and control in obtaining quality images through CAT scans and magnetic resonance imaging (MRI)

Activar Technical Products Group

700 Industrial Cir. S
Shakopee, MN 55379
952-939-6921 • activartpg.com
Private, 40 employees, founded 1948
Contact: Jeff Petrich, sales manager
E-mail: jfpetrich@qdraw.com
Nature of business: Manufactures customized motion control products, spindles, and parts and devices for the medical industry, including blood separation devices

Activeaid, Inc.

101 Activeaid Road
Redwood Falls, MN 56283
507-644-2951 • activeaid.com
Private, 39 employees, founded 1965
Contact: Mark Oja, president and CEO
E-mail: Not provided
Nature of business: Develops and manufactures medical equipment for the handicapped and rehabilitation markets; products include wheel chairs, bath chairs, tilt chairs, and institutional parallel bars

Acumen Technologies

80 S. 8th St., Ste. 4848
Minneapolis, MN 55402
952-217-6366 • acumeninc.com
Private, 300 employees, founded 1984
Contact: John Dinusson, director of business development, North America
E-mail: jfd@acumeninc.com
Nature of business: Designs and manufactures medical devices for companies on a contract basis; offers medical device companies the option to manufacture and design products in China to reduce cost and development time

Advanced Circulatory Systems, Inc.

1905 County Road C W
Roseville, MN 55113
651-403-5600 • advancedcirculatory.com

Private, employees NP, founded 1997
Contact: Mike Black, CEO
E-mail: mblack@advancedcirculatory.com
Nature of business: Develops technologies to noninvasively increase circulation throughout the body, thereby improving the opportunity for survival and the quality of life for patients who experience major medical emergencies and life-altering circulatory conditions

Advanced Medical Electronics Corporation

6901 E Fish Lake Road, Ste. 190
Maple Grove, MN 55369
763-463-4814 • ame-corp.com
Private, employees NP, founded 1990
Contact: Gary Havey, president and co-founder
E-mail: products@ame-corp.com
Nature of business: Provides product-focused research and development and specializes in medical devices; capabilities include embedded systems design, electronics design, software development, prototype build, and system testing

Alexandria Research Technologies, LLC

15800 32nd Ave. N, Ste. 100
Plymouth, MN 55447
952-949-2235 • art-orthopaedics.com
Private, 11 employees, founded 2001
Contact: Wesley Johnson, CEO
E-mail: wesj@art-orthopaedics.com
Nature of business: Develops and manufactures implant and instrument systems for orthopedic surgery

Altimate Medical, Inc.

262 W 1st St.; P.O. Box 180
Morton, MN 56270
507-697-6393 • easystand.com
Private, 42 employees, founded 1987
Contact: Todd Tholkes, general manager
E-mail: todd@easystand.com
Nature of business: Designs, manufactures, and markets a product line that helps people with disabilities to support themselves in an upright position

American Medical Systems Holdings, Inc.

10700 Bren Road W
Minnetonka, MN 55343
952-930-6000 • americanmedicalsystems.com
Public, 1,230 employees, founded 1972
Contact: Lynne Gorski, corporate marketing manager
E-mail: lynne.gorski@ammd.com

For additional information about each company and more company listings—including food/ingredient manufacturers and testing companies, dairies, hearing device manufacturers, and eyewear companies—visit TCBmag.com and click on the "Business Lists" tab.

If you detect errors or omissions in this directory, please e-mail them to research@tcbmag.com, or call 612-373-9544.

Abbreviation: NP—Not provided

Annual revenue range: More than \$100 million
Nature of business: Develops, manufactures, and markets medical devices that restore male and female pelvic health

American TeleCare, Inc.

15159 Technology Dr.
Eden Prairie, MN 55344
952-897-0000 • americantelecare.com
Private, 55 employees, founded 1993
Contact: Sharon Kustritz, sales specialist
E-mail: info@americantelecare.com
Nature of business: Develops and markets several FDA-cleared telehealth medical devices and systems

Angeion Corporation

350 Oak Grove Pkwy.
St. Paul, MN 55127
651-484-4874 • angeion.com
Public, 127 employees, founded 1986
Contact: Philip I. Smith, president and CEO
E-mail: investor@angeion.com
Annual revenue range: \$25 million to \$100 million
Nature of business: Designs, manufactures, and distributes cardiorespiratory diagnostic systems, related software, and programs for the management and improvement of individuals' overall health and fitness

Annex Medical, Inc.

6018 Blue Circle Dr.
Minnetonka, MN 55343
952-942-7576 • annexmedical.com
Private, employees NP, founded 1988
Contact: Not provided
E-mail: contact@annexmedical.com
Nature of business: Develops and manufactures accessory devices for endoscopes; offers finished products on an original equipment manufacturer basis to companies marketing to end users

Anulex Technologies, Inc.

5600 Rowland Road, Ste. 280
Minnetonka, MN 55343
952-224-4000 • anulex.com
Private, 55 employees, founded 2001
Contact: P. Richard Lunsford, president and CEO
E-mail: customerservice@anulex.com
Nature of business: Develops proprietary medical technology to preserve and repair the soft tissue of the spine (annulus) for patients undergoing a surgical procedure to remove a herniated disc (discectomy)

Apnex Medical, Inc.

2890 Centre Point Dr.
St. Paul, MN 55113
651-757-4300 • apnexmedical.com
Private, employees NP, founded 2006
Contact: Nonie Tanner, office manager
E-mail: info@apnexmedical.com
Nature of business: Develops medical innovations to improve the health of people with sleep-disordered breathing, including a proprietary active implantable medical device for the treatment of obstructive sleep apnea

Arkray USA, Inc.

5198 W 76th St.
Edina, MN 55439
952-646-3200 • arkrayusa.com
Private, 138 employees, founded 1960
Contact: Jonathan Chapman, president
E-mail: chapmanj@arkrayusa.com

Nature of business: Manufactures and distributes diagnostic products and devices used to monitor chronic conditions, such as diabetes

Arabella Medical, LLC

5929 Baker Road, Ste. 470
Minnetonka, MN 55345
952-345-6840 • arabella.com
Private, 30 employees, founded 2004
Contact: Eliaz Babaev, president and CEO
E-mail: babaev@arabella.com
Nature of business: Designs, manufactures, and distributes medical ultrasound devices

Atek Medical

2600 Niagara Lane N
Minneapolis, MN 55447
800-690-2365 • atekmedical.com
Private, employees NP, founded 1982
Contact: Dave Mabie, vice president of business development
E-mail: dmabie@atekmedical.com
Nature of business: Serves the implantable and disposable markets; offers custom product design, launch, assembly, production, packaging, labeling, supply-chain management, sterilization management, and distribution

Ativa Medical, Inc.

1000 Westgate Dr., Ste. 100
St. Paul, MN 55114
612-293-3993 • ativamed.com
Private, 25 employees, founded 2005
Contact: Randy Seeliger, vice president of business development
E-mail: rseeliger@ativamed.com
Nature of business: Develops a comprehensive, point-of-care blood analysis system that allows clinicians to affordably perform 25 blood tests with a single portable device

Augustine Biomedical + Design, LLC

6581 City W Pkwy.
Eden Prairie, MN 55344
952-465-3500 • augustinebiomedical.com
Private, 23 employees, founded 2005
Contact: Scott Augustine, owner
E-mail: info@augbiomed.com
Nature of business: Develops new products for the medical industry; products include a system that maintains patient temperature and electrically heated warming vests

Automated Control Systems

3951 W 143rd St.
Savage, MN 55378
952-895-1222 • automatedcontrolsystems.net
Private, 10 employees, founded 1983
Contact: Bradley Tutch, president
E-mail: btutch@automatedcontrolsystems.net
Nature of business: Designs and manufactures medical products in the respiratory therapy area; specializes in oxygen concentrators and conserving devices

Bacoustics, LLC

5929 Baker Road, Ste. 470
Minnetonka, MN 55345
952-288-2820 • bacoustics.com
Private, 30 employees, founded 2005
Contact: Eliaz Babaev, president and CEO
E-mail: babaev@bacoustics.com
Nature of business: Develops ultrasound and ultrasonic technology for wound care, coating, and other applications

Beckman Coulter, Inc.

1000 Lake Hazeltine Dr.
Chaska, MN 55318
952-448-4848 • beckmancoulter.com
Public, 12,000 employees, founded 1935
Contact: John Blackwood, vice president and general manager of the immunoassay business
E-mail: jblackwood@beckman.com
Annual revenue range: More than \$100 million
Nature of business: Develops, manufactures, and markets products that simplify and automate complex biomedical testing; its diagnostic systems produce information used by physicians to diagnose disease, make treatment decisions, and monitor patients; its life science research instruments are used to study complex biological problems

Benchmark Electronics, Inc.

3535 Technology Dr. NW
Rochester, MN 55901
800-746-4363 • bench.com
Public, 11,000 employees, founded 1987
Contact: Paul Rice, group vice president
E-mail: paul.rice@bench.com
Annual revenue range: More than \$100 million
Nature of business: Provides contract manufacturing and design for medical devices

BioDrain Medical, Inc.

2060 Centre Pointe Blvd., Ste. 7
Mendota Heights, MN 55120
651-389-4800 • biodrainmedical.com
Public, 4 employees, founded 2002
Contact: Not provided
E-mail: info@biodrainmedical.com
Annual revenue range: \$1 to \$1 million
Nature of business: Develops products that safely dispose of fluids generated from surgical procedures

BioMedix

178 E 9th St.
St. Paul, MN 55101
651-762-4010 • biomedix.com
Private, 150 employees, founded 1997
Contact: Meg Heim, vice president of marketing
E-mail: mheim@biomedix.com
Nature of business: Develops noninvasive methods to detect peripheral vascular disease (PVD) and peripheral arterial disease (PAD) through simple, Web-enabled vascular testing devices, software, and services

Biotel, Inc.

1285 Corporate Center Dr., Ste. 150
Eagan, MN 55121
651-286-8620 • biotelinc.com
Public, 824 employees (including parent company), founded 1970
Contact: Not provided
E-mail: info@biotelinc.com
Annual revenue range: More than \$100 million (including parent company)
Nature of business: Designs, builds, and markets medical devices for cardiac monitoring and tissue management, including medical aspirators and infiltrators under subsidiary Braemar, Inc.; assists medical device and pharmaceutical companies with clinical trials under subsidiary Agility Centralized Research Services, Inc.

Birchwood Laboratories, Inc.

7900 Fuller Road
Eden Prairie, MN 55344
952-937-7943 • birchlabs.com

Private, 87 employees, founded 1979

Contact: Tim Brown, contract sales manager

E-mail: tbrown@birchlabs.com

Nature of business: Manufactures medical products such as shields, pads, and applicators for use in clinical settings

Bird & Cronin, Inc.

1200 Trapp Road
Eagan, MN 5512
651-683-1111 • birdcronin.com

Private, 120 employees, founded 1972

Contact: Not provided

E-mail: sales@birdcronin.com

Nature of business: Manufactures patient footwear, orthopedic products, and specialty patient care products; products are available in hospitals, emergency rooms, clinics, urgent care centers, and specialty practices

Bose Corporation - ElectroForce Systems Group

10250 Valley View Road, Ste. 113
Eden Prairie, MN 55344

952-278-3070 • bose-electroforce.com

Private, employees NP, founded 1989

Contact: Dave Santo, director of worldwide sales

E-mail: dave_santo@bose.com

Nature of business: Provides materials testing and durability simulation instruments to research institutions, universities, medical device companies, and engineering organizations worldwide

Boston Scientific Corporation

1 Scimed Pl.
Maple Grove, MN 55311

763-494-1700 • bostonscientific.com

Public, 25,000 employees, founded 1971

Contact: Hank Kucheman, executive vice president; president of the cardiology, rhythm, and vascular group

E-mail: hank.kucheman@bsci.com

Annual revenue range: \$5 million to \$25 million

Nature of business: Develops, manufactures, and markets medical devices that are used in a broad range of interventional medical specialties

Brennen Medical, LLC

1290 Hammond Road
White Bear Township, MN 55110
651-429-7413 • brennenmed.com

Private, employees NP, founded 1993

Contact: Dan White, vice president of sales and marketing

E-mail: dwhite@brennenmed.com

Nature of business: Manufactures and distributes products using porcine dermis and oat beta-glucan for the treatment of burns and wounds

BridgePoint Medical

2800 Campus Dr., Ste. 50
Minneapolis, MN 55441
763-225-8500 • bridgepointmedical.com

Private, 20 employees, founded 2006

Contact: Chad Kugler, chief operating officer

E-mail: ckugler@bridgepointmedical.com

Nature of business: Designs, develops, and commercializes devices, technologies, and techniques to treat coronary artery disease

Canvys

(a division of Richardson Electronics)

12975 16th Ave. N
Plymouth, MN 55441

763-550-9001 • canvys.com

Public, 125 employees, founded 1988

Contact: David Sorensen, director

E-mail: david.sorensen@canvys.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Designs and sources medical displays and software for radiology and surgical imaging; provides displays for medical equipment made by original equipment manufacturers

Carbon Medical Technologies, Inc.

1290 Hammond Road
St. Paul, MN 55110

651-653-8512 • carbonmed.com

Private, 20 employees, founded 1994

Contact: Tom Jaeger, CFO and vice president of finance

E-mail: info@carbonmed.com

Nature of business: Manufactures pyrolytic carbon-coated tissue markers and injectable urinary incontinence devices

Cardia, Inc.

2900 Lone Oak Pkwy., Ste. 130
Eagan, MN 55121

651-691-4100 • cardia.com

Private, employees NP, founded 1998

Contact: Not provided

E-mail: Not provided

Nature of business: Develops, manufactures, and markets transcatheter septal occluders

Cardiac Concepts, Inc.

12400 Whitewater Dr., Ste. 150
Minnetonka, MN 55343

952-540-4470 • cardiacconcepts.com

Private, employees NP, founded 2007

Contact: Bonnie Labosky, CEO

E-mail: Not provided

Nature of business: Develops an implantable device to improve the outcomes of heart failure by treating central sleep apnea

Cardiocom, LLC

7980 Century Blvd.
Chanhassen, MN 55317

952-361-6467 • cardiocom.com

Private, employees NP, founded 1997

Contact: Not provided

E-mail: info@cardiocom.com

Nature of business: Develops, manufactures, and markets telehealth devices for heart failure, diabetes, hypertension, chronic obstructive pulmonary disease (COPD), asthma, and other chronic conditions

Cardiovascular Systems, Inc.

651 Campus Dr.
St. Paul, MN 55112

651-259-1600 • csi360.com

Public, 265 employees, founded 1989

Contact: Kimberly Nickel, program manager

E-mail: knickel@csi360.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Assesses, develops, and commercializes medical devices for the treatment of cardiovascular disease

CareFusion

17400 Medina Road, Ste. 100
Plymouth, MN 55318

763-398-8300 • carefusion.com

Public, 2,500 employees, founded 1998

Contact: Scott Harvey, general manager

E-mail: scott.harvey@carefusion.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Manufactures long-term ventilation (LTV) and patient-triggered ventilation (PTV) series mechanical ventilators

CarTika Medical, Inc.

6550 Wedgwood Road N, Ste. 300
Maple Grove, MN 55311

763-545-5188 • cartikamedical.com

Private, 50 employees, founded 1993

Contact: Brad Knight, new business development manager

E-mail: info@cartikamedical.com

Nature of business: Engineers, prototypes, and manufactures catheters and other medical components

Castlewood Surgical

2415 Annapolis Lane, Ste. 100
Plymouth, MN 55441

763-205-1482 • castlewoodsurgical.com

Private, 15 employees, founded 2007

Contact: Not provided

E-mail: info@castlewoodsurgical.com

Nature of business: Manufactures and markets the Cyclone System, which allows surgeons to eliminate the aortic side-biting clamp in coronary artery bypass grafting

Celleration, Inc.

6321 Bury Dr., Ste. 15
Eden Prairie, MN 55346

952-224-8700 • celleration.com

Private, employees NP, founded 1999

Contact: Mark Wagner, CEO

E-mail: info@celleration.com

Nature of business: Designs, manufactures, and markets Mist Therapy, a painless, non-contact, low-frequency ultrasound technology that heals wounds via cellular stimulation, bacterial reduction, increased blood flow, and the gentle removal of tissue

CHF Solutions, Inc.

7601 Northland Dr., Ste. 170
Brooklyn Park, MN 55428

763-463-4600 • chfsolutions.com

Private, 50 employees, founded 1999

Contact: Ed Rychlick, director of marketing

E-mail: rychlick@chfsolutions.com

Nature of business: Manufactures medical devices for cardiac care; develops the aquapheresis therapy and the Aquadex FlexFlow Fluid Removal system

Circle Biologics, Inc.

3650 Annapolis Lane, Ste. 105
Plymouth, MN 55447

763-577-0900 • circlebiologics.com

Private, employees NP, founded 2008

Contact: Matt Kyle, president

E-mail: mkyle@circlebiologics.com

Nature of business: Develops, manufactures, and markets devices for accessing, processing, handling, and delivering biological, cellular, and regenerative therapies

Clarus Medical, LLC

1000 Boone Ave. N, Ste. 300
Golden Valley, MN 55427
763-525-8403 • clarus-medical.com

Private, employees NP, founded 2000

Contact: Scott Sundet, CEO and owner

E-mail: ssundet@clarus-medical.com

Nature of business: Designs, markets, and manufactures endoscopes for neuro, spinal, ear, nose, and throat, and airway management under the Clarus name and private label; also does engineering projects for other companies

CloSys Corporation

P.O. Box 120188
St. Paul, MN 55112
651-697-0812 • closyscorp.com

Private, 3 employees, founded 1999

Contact: Gervaise Wilhelm, CEO and director

E-mail: gervaise@comcast.net

Nature of business: Develops and manufactures vascular closure devices

CoAxia, Inc.

10900 73rd Ave. N, Ste. 102
Maple Grove, MN 55369
763-315-1809 • coaxia.com

Private, 20 employees, founded 1999

Contact: Richard Schallhorn, vice president of marketing, research and development, and operations

E-mail: info@coaxia.com

Nature of business: Development-stage medical device company; produces a catheter-based treatment for acute stroke

Coloplast Corporation

1601 W River Road
Minneapolis, MN 55411
612-337-7800 • us.coloplast.com

Public, 7,349 employees (including parent company), founded 1958

Contact: Eileen Ulicsni, executive assistant to the president

E-mail: useul@coloplast.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Provides ostomy care, urology and continence care, and wound and skin care products and services

Compass International

1815 14th St. NW
Rochester, MN 55902
507-281-2143 • ciimedical.com

Private, employees NP, founded 1986

Contact: Jon Rousu, president and CEO

E-mail: jon@ciimedical.com

Nature of business: Develops computer-based image-guided surgery (IGS) systems to facilitate minimally invasive surgery procedures

CoreSpine Technologies, LLC

5909 Baker Road, Ste. 550
Minnetonka, MN 55345
612-940-7670 • corespinetech.com

Private, 2 employees, founded 2005

Contact: Britt Norion, CEO

E-mail: britt@corespinetech.com

Nature of business: Develops a proprietary platform technology for advanced surgical devices that completely or selectively remove material from the lumbar disc space

Corventis, Inc.

1410 Energy Park Dr., Ste. 1
St. Paul, MN 55108
408-790-9300 • corventis.com

Private, employees NP, founded 2005

Contact: Not provided

E-mail: info@corventis.com

Nature of business: Develops and sells wireless cardiovascular devices; the Nuvant MCT System offers continuous surveillance of cardiac abnormalities to help physicians diagnose and treat cardiac arrhythmias; the Avivo MPM System monitors key vital signs to help physicians track patients' health status and detect potential health risks or worsening conditions

Covidien / Uni-Patch

1313 W Grant Blvd.
Wabasha, MN 55981
651-565-2601 • uni-patch.com

Public, 42,000 employees (including parent company), founded 1978

Contact: Keith Geolat, sales and marketing manager

E-mail: keith.geolat@covidien.com

Annual revenue range: More than \$100 million (including parent company)

Nature of business: Manufactures and distributes electrotherapy supplies and specialty contract manufactured products; manufactures hot and cold therapy gel packs and bottles its own line of Vitamin E and aloe vera-based skin care products

Creganna-Tactx Medical

2495 Xenium Lane N
Plymouth, MN 55441
763-559-6002 • cregannatactx.com

Private, 1,000 employees, founded 1980

Contact: John Vanden Hoek, director of business development

E-mail: john.vandenhoeck@cregannatactx.com

Nature of business: Designs, develops, and manufactures catheter-based products in the United States and Asia; offers custom extrusion, balloons, and braided shafts as components

CVRx, Inc.

9201 W Broadway Ave., Ste. 650
Minneapolis, MN 55445
763-416-2840 • cvrx.com

Private, employees NP, founded 2001

Contact: Phyllis Skoglund, office manager and executive assistant to the CEO

E-mail: pskoglund@cvrx.com

Nature of business: Develops active implantable technology for the treatment of high blood pressure, also referred to as hypertension

Dane Technologies

7105 Northland Terr.
Brooklyn Park, MN 55428
763-544-7779 • danetechnologies.com

Private, 75 employees, founded 1996

Contact: David Leckey, president of Dane Healthcare

E-mail: davidl@danetechnologies.com

Nature of business: Designs and manufactures power-assist devices used in hospital facilities for the safe and secure transport of patients; designs and manufactures a line of manual and power standing wheelchairs

Data Sciences International (DSI)

119 14th St. NW
New Brighton, MN 55112
651-481-7400 • datasci.com

Private, 200 employees, founded 1984

Contact: Dave Johnson, marketing communications manager

E-mail: djohnson@datasci.com

Nature of business: Manufactures wireless monitoring devices—implantable and external—for the collection of physiologic parameters for use in nonclinical studies

Devicix, LLC

7680 Executive Dr.
Eden Prairie, MN 55344
952-368-0073 • devicix.com

Private, 25 employees, founded 2004

Contact: Rick Stein, vice president of business development

E-mail: rstein@devicix.com

Nature of business: Contract medical device engineering firm; focuses on medical devices with attention placed on design controls and conformance to regulatory standards; experienced in orthopedics (spine and trauma), cardiology, dental, respiratory therapy, and fluid-delivery systems

Dgimed Ortho, Inc.

12400 Whitewater Dr., Ste. 2010
Minnetonka, MN 55343
952-582-6700 • dgimedortho.com

Private, 8 employees, founded 2008

Contact: Scott Youngstrom, chief operating officer and vice president of finance

E-mail: syoungstrom@dgimedortho.com

Nature of business: Manufactures and sells an intramedullary nail system designed to assist orthopedic surgeons in femoral and tibia fracture repairs

DiaSorin, Inc.

1951 Northwestern Ave.
Stillwater, MN 55082
651-439-9710 • diasorin.com

Public, 1,020 employees, founded 1989

Contact: Carroll Streetman, president

E-mail: carroll.streetman@diasorin.com

Annual revenue range: More than \$100 million

Nature of business: Develops, produces, and distributes immunoreagent kits for clinical diagnostics

DJO Global, Inc.

599 Cardigan Road
St. Paul, MN 55126
651-415-9000 • djoglobal.com

Public, 4,480 employees, founded 1977

Contact: Mark Francois, director of investor relations

E-mail: mark.francois@djoglobal.com

Annual revenue range: More than \$100 million

Nature of business: Manufactures and provides non-invasive medical products for pain management and physical rehabilitation

Donatelle

501 County Road E2
New Brighton, MN 55112
651-633-4200 • donatellemedical.com

Private, 400 employees, founded 1967

Contact: John Lindeen, senior director of sales and marketing

E-mail: john.lindeen@donatelle.net

Nature of business: Contract medical device manufacturer; offers complete engineering services, rapid prototyping, in-house tooling design and fabrication, processing capabilities for engineered resins, molding techniques, and precision machining for metal and plastic components

Dymedix Corporation

5985 Rice Creek Pkwy., Ste. 201
Shoreview, MN 55126
763-789-8280 • dymedix.com

Private, 10 employees, founded 1998

Contact: James Moore, director of marketing

E-mail: info@dymedix.com

Nature of business: Manufactures and distributes sensors and electrodes for sleep studies that use extremely sensitive polyvinylidene fluoride film technology

Electromed, Inc.

500 6th Ave. NW
New Prague, MN 56071
952-758-9299 • electromed.com

Public, 59 employees, founded 1992

Contact: Robert Hansen, CEO

E-mail: bhansen@electromed.com

Annual revenue range: \$5 million to \$25 million
Nature of business: Develops, manufactures, and sells its patented SmartVest Airway Clearance System that uses high-frequency chest wall oscillation to provide chest physiotherapy

Entellus Medical

6705 Wedgwood Ct. N
Maple Grove, MN 55311
763-463-1595 • entellusmedical.com

Private, employees NP, founded 2006

Contact: Not provided

E-mail: Not provided

Nature of business: Develops ear, nose, and throat device technology and treatment solutions

Enteromedics, Inc.

2800 Patton Road
St. Paul, MN 55113
651-634-3003 • enteromedics.com

Public, 30 employees, founded 2002

Contact: Greg Lea, senior vice president and CFO

E-mail: ir@enteromedics.com

Annual revenue range: Pre-revenue
Nature of business: Develops medical devices—using neuroblocking technology—that treat obesity, its associated co-morbidities, and other gastrointestinal disorders

Epien Medical, Inc.

4225 White Bear Pkwy., Ste. 600
St. Paul, MN 55110
651-653-3380 • epien.com

Private, 6 employees, founded 1997

Contact: Reginald Dupre, chairman

E-mail: rdupre@epien.com

Nature of business: Develops, manufactures, and licenses topical innovative therapies that remove and control pathogenic biofilms

Esox R&D, Inc.

500 E 26th St.
Minneapolis, MN 55404
612-872-4625 • esoxrd.com

Private, 3 employees, founded 2001

Contact: Bruce Wigness, president of research and development, and operations

E-mail: bwigness@esoxrd.com

Nature of business: Designs, develops, and manufactures medical devices, including implantable drug pumps, implantable vascular access ports, and specialized catheters

Evergreen Medical Technologies, LLC

1350 Energy Lane, Ste. 100
St. Paul, MN 55108
651-646-7700 • evergreenmedtech.com

Private, 9 employees, founded 2006

Contact: Randy Nelson, president

E-mail: rsnelson@evergreenmedtech.com

Nature of business: Provides concept and product development, manufacturing, and technical support for medical devices from early prototypes to finished products; subsidiary PhysioTest specializes in the independent mechanical reliability testing of medical devices

Exos Corporation

1122 Red Fox Road
Arden Hills, MN 55112
651-773-3181 • exosmedical.com

Private, 41 employees, founded 2007

Contact: Fariborz Boor Boor, president and CEO

E-mail: fboorboor@exosmedical.com

Nature of business: Manufactures and sells a dry-heat, fully customizable, adjustable, re-formable, waterproof splinting, casting, and bracing system

Express Diagnostics Int'l, Inc.

1550 Industrial Dr.
Blue Earth, MN 56080
507-526-3951 • drugcheck.com

Private, 65 employees, founded 2004

Contact: Aaron Wangen, marketing director

E-mail: aaron.wangen@drugcheck.com

Nature of business: Manufactures DrugCheck brand on-site drug testing devices for clinical and occupational drug testing

Formacoat, LLC

12500 Zinran Ave,
Savage, MN 55378
952-895-0200 • formacoat.com

Private, 16 employees, founded 2002

Contact: Mark Gross, CEO and owner

E-mail: mark.gross@formacoat.com

Nature of business: Performs contract manufacturing coating services for medical device manufacturers; concentrates on supplying coating services to medical device manufacturers that don't wish to develop or undertake hydrophilic coating operations themselves

Galil Medical, Inc.

4364 Round Lake Road
Arden Hills, MN 55112
877-639-2796 • galilmedical.com

Private, employees NP, founded 1996

Contact: Martin Emerson, president and CEO

E-mail: marty.emerson@galilmedical.com

Nature of business: Develops, manufactures, and markets an innovative cryotherapy technology that incorporates a powerful freezing platform to treat many types of malignant and benign tumors

GeaCom, Inc.

394 Lake Ave. S
Duluth, MN 55616
888-747-2937 • myphrazier.com

Private, 34 employees, founded 2007

Contact: Cassandra Bachtell, office manager

E-mail: cassandra.bachtell@geacom.net

Nature of business: Develops and manufactures Phrazier, a handheld device that can triage patients up to 90 percent faster and work with patients of any literacy, language, or culture more accurately than any other method known

Gel-Del Technologies, Inc.

1000 Westgate Dr., Ste. 127
St. Paul, MN 55114
651-209-0707 • gel-del.com

Private, 5 employees, founded 1999

Contact: David Masters, president

E-mail: info@gel-del.com

Nature of business: Uses a human-safe platform biomaterial technology to make medical devices using reproducible thermoplastic techniques into an unlimited number of shapes, sizes, and coatings for a wide variety of off-the-shelf product applications

Global Medical Instrumentation, Inc.

6511 Bunker Lake Blvd.
Ramsey, MN 55303
763-712-8717 • gmi-inc.com

Private, employees NP, founded 1996

Contact: Tom Fagrelus, vice president

E-mail: sales@gmi-inc.com

Nature of business: Provides new and remanufactured-to-specification scientific instrumentation; services research universities, medical and forensic investigators, biotechnology and pharmaceutical companies, hospitals, clinics, laboratories, chemical analysis companies, and environmental firms

Greatbatch Medical

2300 Berkshire Lane N
Minneapolis, MN 55441
763-951-8181 • greatbatchmedical.com

Public, 3,300 employees, founded 1970

Contact: Kathryn Tarquin, marketing

communications specialist

E-mail: ktarquin@greatbatchmedical.com

Annual revenue range: More than \$100 million

Nature of business: Designs and manufactures technologies used in medical devices for the cardiac, neurology, vascular, and orthopedic markets

GT Urological, LLC

1313 5th St. SE, Ste. 221
Minneapolis, MN 55414
612-379-3578 • gturological.com

Private, employees NP, founded 2005

Contact: Not provided

E-mail: info@gturo.com

Nature of business: Develops, manufactures, markets, and distributes products for urinary incontinence

Gyrus ACMI

6655 Wedgwood Road, Ste. 160
Maple Grove, MN 55311
763-416-3000 • gyrusmedical.com

Public, 1,600 employees, founded NP

Contact: Lorna Piche, senior manager of marketing communications

E-mail: lorna.piche@gyrusacmi.com

Annual revenue range: More than \$100 million (including parent company)

Nature of business: Manufactures the PK Technology bipolar tissue management system, which offers versatility in electrosurgery and is designed to be a safer, less expensive, and more versatile approach for cutting and coagulating tissue than traditional monopolar energy

Harbinger Medical, Inc.

10125 Crosstown Cir., Ste. 105
Eden Prairie, MN 55344
952-943-0061 • harbingermedical.com

Private, employees NP, founded 1992

Contact: Harold Hoium, president and chief scientific officer

E-mail: hhoium@harbingermedical.com

Nature of business: Develops a noninvasive cardiac diagnostic tool to aid physicians when they assess a patient's risk of arrhythmias

HEI, Inc.

1495 Steiger Lake Lane
Victoria, MN 55386
952-443-2500 • heii.com

Public, 180 employees, founded 1968

Contact: Dave Moldenhauer, general manager of microelectronics

E-mail: dave.moldenhauer@heii.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Provides microelectronic assembly contract manufacturing, high-density flex substrates, and medical design and box build; specializes in quick-turn, new product development and low- to medium-volume production runs for the medical, telecom, and industrial markets

Hemosphere, Inc.

6545 City W Pkwy.
Eden Prairie, MN 55344
952-582-6900 • hemosphere.net

Private, 17 employees, founded 1998

Contact: Connie Jeurissen, customer service manager

E-mail: cjeurissen@hemosphere.net

Nature of business: Develops and commercializes technologies that revolutionize care and restore quality of life for patients with compromised vasculature

Hibernicor, LLC

4386 Thielen Ave.
Edina, MN 55436
952-250-0944 • hibernicor.com

Private, employees NP, founded 2002

Contact: Not provided

E-mail: information@hibernicor.com

Nature of business: Manufactures a heart preservation device that allows for the prolonged preservation of a donor heart in the context of cardiac transplantation

Hill-Rom, Inc.

1020 W County Road F
St. Paul, MN 55126
800-426-4224 • hill-rom.com

Public, 6,500 employees, founded 1929

Contact: Chad Boerst, vice president and general manager

E-mail: chad.boerst@hill-rom.com

Annual revenue range: More than \$100 million

Nature of business: Manufactures hospital beds—including beds for specific departments such as the intensive care unit and operating room—and other furnishings for patient rooms and home health use; provides noninvasive devices that improve circulation and treat bed sores

Hutchinson Technology, Inc.

40 W Highland Park Dr. NE
Hutchinson, MN 55350
320-587-3797 • htch.com

Public, 2,546 employees, founded 1965

Contact: Not provided

E-mail: biom.usa@hti.htch.com

Annual revenue range: More than \$100 million

Nature of business: The company's biomeasurement division designs and manufactures devices, including the InSpectra StO₂ Tissue Oxygenation Monitor, which provides a reliable, continuous, and noninvasive measure of tissue oxygen saturation

Hypertension Diagnostics, Inc.

2915 Waters Road, Ste. 108
Eagan, MN 55121
651-687-9999 • hdii.com

Public, 6 employees, founded 1988

Contact: Greg Gueitler, president

E-mail: ggueitler@hdii.com

Annual revenue range: \$1 million to \$5 million

Nature of business: Designs, develops, manufactures, and markets proprietary, noninvasive medical devices that detect subtle changes in the elasticity of arteries

Impres Medical, Inc.

17113 Minnetonka Blvd., Ste. 112
Minnetonka, MN 55345
952-842-9322 • impresmed.com

Private, employees NP, founded 2000

Contact: Wally Danielson, CEO

E-mail: pwdanielson@impresmed.com

Nature of business: Develops Elate, a technology that offers nonsurgical, non-drug-based treatment for multiple gynecological disorders

Imricor Medical Systems, Inc.

400 Gateway Blvd.
Burnsville, MN 55337
952-818-8400 • imricor.com

Private, 11 employees, founded 2006

Contact: Steve Wedan, CEO

E-mail: info@imricor.com

Nature of business: Develops and manufactures magnetic resonance imaging- (MRI-) compatible cardiac electrophysiology products

Incisive Surgical, Inc.

14405 21st Ave. N, Ste. 130
Plymouth, MN 55447
952-591-2543 • insorb.com

Private, 31 employees, founded 2000

Contact: John Shannon, president and CEO

E-mail: shannon@insorb.com

Nature of business: Develops proprietary surgical solutions for skin closure; its Insorb product includes staples that are absorbed by the body

Innovize

500 Oak Grove Pkwy.
St. Paul, MN 55127
651-490-0000 • innovizesolutions.com

Private, 108 employees, founded 1958

Contact: Dave Jessen, owner and vice president of sales and marketing

E-mail: dave.jessen@innovizesolutions.com

Nature of business: Specializes in custom development and manufacturing in the personal care, patient care, diagnostics, and electronic markets; capabilities include converting and contract manufacturing for product designers, developers, and managers

InSitu Technologies, Inc.

539 Phalen Blvd.
St. Paul, MN 55130
651-389-1017 • insitu-tech.com

Private, employees NP, founded 1997

Contact: Amelia Ahmad, marketing manager

E-mail: sales@insitu-tech.com

Nature of business: Develops medical devices; specializes in intravascular stents and cardiovascular products

Integra Lifesciences

4849 White Bear Pkwy.
St. Paul, MN 55110
651-287-4300 • integra-ls.com

Public, 3,000 employees, founded 1985

Contact: Dan Reuvers, president of the surgical division

E-mail: dan.reuvers@integralife.com

Annual revenue range: More than \$100 million

Nature of business: Produces a broad range of surgical instrumentation, including table-mounted retractors

International Medical, Inc.

14470 W Burnsville Pkwy.
Burnsville, MN 55306
952-890-6547 • No Web site

Private, 6 employees, founded 1962

Contact: Lisa Watkins, manager

E-mail: Not provided

Nature of business: Manufactures anesthesia and respiratory equipment

Interrad Medical, Inc.

181 Cheshire Lane, Ste. 100
Plymouth, MN 55441
763-225-6699 • interradmedical.com

Private, 8 employees, founded 2004

Contact: Jeff Killion, vice president and chief marketing officer

E-mail: jeff@interradmedical.com

Nature of business: Develops the SecurAath Universal, a catheter securement device that uses a subcutaneous anchor, which does not require adhesives or sutures and eliminates the potential for suture needlestick injuries

IntriCon Corporation

1260 Red Fox Road
Arden Hills, MN 55112
651-636-9770 • intricon.com

Public, 626 employees, founded 1977

Contact: Scott Longval, CFO, secretary, and treasurer

E-mail: slongval@intricon.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Designs, develops, engineers, and manufactures body-worn devices for the hearing instrument and medical device industries

Ionix Medical, Inc.

6901 E Fish Lake Road, Ste. 188
Maple Grove, MN 55369
763-463-0000 • ionixmedical.com

Private, employees NP, founded 2002

Contact: Kai Kroll, CEO

E-mail: kroll@ionixmedical.com

Nature of business: Develops technology for minimally invasive prostate treatments

Key Surgical

8101 Wallace Road
Eden Prairie, MN 55344
800-541-7995 • keysurgical.com

Private, employees NP, founded 1988

Contact: Dorothy Nauman, director of marketing

E-mail: dorothy.nauman@keysurgical.com

Nature of business: Manufactures a complete line of sterile-processing, operating-room, and clean-room supplies that focus on cleaning, protecting, identifying, and packaging surgical instruments

Kips Bay Medical, Inc.

3405 Annapolis Lane N, Ste. 200
Plymouth, MN 55447
763-235-3540 • kipsbaymedical.com

Public, 13 employees, founded 2007

Contact: Michael Winegar, vice president of regulatory affairs and chief operating officer
E-mail: michael.winegar@kipsbaymedical.com
Annual revenue range: \$1 to \$1 million
Nature of business: Development-stage medical device company that provides therapeutic vascular technologies for cardiac surgery

Lake Region Medical

340 Lake Hazeltine Dr.
Chaska, MN 55318
952-448-5111 • lakeregionmedical.com
Private, 1,600 employees, founded 1947
Contact: Ron Von Wald, global director of marketing
E-mail: rvonwald@lakerng.com
Nature of business: Develops and manufactures class I, II, and III implantable and disposable single-use medical and surgical devices

Laser Peripherals, LLC

1000 Boone Ave. N, Ste. 300
Golden Valley, MN 55427
763-525-8460 • laserperipherals.com
Private, employees NP, founded 1987
Contact: Not provided
E-mail: info@laserperipherals.com
Nature of business: Manufactures and distributes reusable and single-use surgical laser fibers

Lifecore Biomedical, LLC

3515 Lyman Blvd.
Chaska, MN 55318
952-368-4300 • lifecore.com
Public, 130 employees, founded 1965
Contact: Larry Hiebert, vice president and general manager
E-mail: ldhiebe@lifecore.com
Annual revenue range: \$5 million to \$25 million
Nature of business: Manufactures sodium hyaluronate—a component in commercial, ophthalmic, orthopedic, aesthetic, and veterinary medical products, and in academic and corporate research

Lumen Biomedical, Inc.

10900 73rd Ave. N, Ste. 150
Maple Grove, MN 55369
763-577-9600 • lumenbio.com
Private, employees NP, founded 2003
Contact: Jason Galdonik, president
E-mail: jgaldonik@lumenbio.com
Nature of business: Develops and commercializes products for embolic protection and thrombus removal throughout the body

Lutonix, Inc.

7351 Kirkwood Lane N, Ste. 138
Maple Grove, MN 55369
763-445-2352 • lutonix.com
Private, 38 employees, founded 2007
Contact: Dennis Wahr, president and CEO
E-mail: dwahr@lutonix.com
Nature of business: Develops and commercializes a drug-coated balloon catheter for the treatment of vascular disease in the coronary and peripheral arteries

McLean Medical and Scientific, Inc.

292 E Lafayette Frontage Road
St. Paul, MN 55107
651-227-9953 • mcleanmedical.com
Private, 5 employees, founded 1981
Contact: Kenneth Blake, vice president and general manager
E-mail: blakek@scanlangroup.com

Nature of business: Offers complete medical instrumentation and device development services, including design engineering, manufacturability analysis, and computer-aided design; also provides original equipment manufacturing

Med-Pac, Inc.

P.O. Box 5
Lake Park, MN 56554
218-238-5100 • med-pac.net
Cooperative, 5 employees, founded 2000
Contact: Ralph Braaten, owner
E-mail: rbraaten@med-pac.net
Annual revenue range: \$1 to \$1 million
Nature of business: Develops and manufactures quick-change medical transport units for aircraft

Medafor, Inc.

2700 Freeway Blvd., Ste. 800
Minneapolis, MN 55430
763-571-6300 • medafor.com
Private, 36 employees, founded 1999
Contact: Not provided
E-mail: info@medafor.com
Nature of business: Develops, manufactures, and distributes hemostatic controls for surgery, trauma, and topical applications

Medi-Stim USA, Inc.

10200 73rd Ave. N, Ste. 112
Maple Grove, MN 55369
763-424-5821 • medistim.com
Public, 75 employees, founded 1999
Contact: Howie Milstein, president
E-mail: howie.milstein@medstimusa.com
Annual revenue range: \$5 million to \$25 million
Nature of business: Provides quality control technologies for cardiac, vascular, neuro, and transplant surgery

Medical Concepts Development

2500 Ventura Dr.
Woodbury, MN 55125
800-345-0644 • medconceptsdev.com
Private, 105 employees, founded 1984
Contact: Not provided
E-mail: Not provided
Nature of business: Manufactures surgical drapes

Medical Innovations International, Inc.

6256 34th Ave. NW
Rochester, MN 55901
507-289-0761 • medicalinnovations.com
Private, 25 employees, founded 1965
Contact: John Devlin, CEO
E-mail: johndevlin@miiq.com
Nature of business: Designs, develops, and manufactures new medical device ideas and products

Medical Products Resource

1166 Cliff Road E
Burnsville, MN 55337
952-882-1289 • m-p-r.com
Private, 10 employees, founded 1991
Contact: Elizabeth Piper, vice president of sales
E-mail: elizabeth@m-p-r.com
Nature of business: Manufactures and sells medical products for orthopedic and arthroscopic surgery

Medrad

9055 Evergreen Blvd. NW
Coon Rapids, MN 55433
763-780-4555 • possis.com; medrad.com

Private, employees NP, founded 1956
Contact: James Gustafson, vice president and general manager of Minneapolis operations
E-mail: Not provided
Nature of business: Manufactures and markets medical devices used to diagnose and treat disease; products include fluid-injection systems for radiology and cardiology, endovascular devices for the treatment of cardiovascular disease, and magnetic resonance-compatible accessories

Medtronic, Inc.

710 Medtronic Pkwy.
Fridley, MN 55432
763-514-4000 • medtronic.com
Public, 41,000 employees, founded 1949
Contact: Chad Cornell, vice president of corporate development
E-mail: chad.cornell@medtronic.com
Annual revenue range: More than \$100 million
Nature of business: Delivers innovative medical technology to manage chronic diseases; key therapeutic areas include cardiac rhythm disease management, spinal and biologics, cardiovascular, neuromodulation, diabetes, and surgical technologies

Mendell, Inc.

21463 Grenada Ave. S
Lakeville, MN 55044
952-469-5500 • mendell.com
Private, 80 employees, founded 1964
Contact: Bryan Bartz, president
E-mail: bryanb@mendell.com
Nature of business: Manufactures custom components for original medical device manufacturers and other technology-related original equipment manufacturers; products include implants and surgical instrumentation

Micromedics, Inc.

1270 Eagan Industrial Road
St. Paul, MN 55121
651-452-1977 • micromedics.com
Public, 40 employees, founded 1982
Contact: Craig Anderson, product manager
E-mail: info@micromedics.com
Annual revenue range: More than \$100 million (including parent company)
Nature of business: Manufactures and markets bioapplicator devices that are marketed under the FibrJet name; products offer innovations in single-use, surgical instruments for the delivery of one- or two-component biomaterials

Minnesota Medical Development, Inc.

14305 21st Ave. N, Ste. 100
Plymouth, MN 55447
763-354-7100 • 2mdinc.com
Private, 12 employees, founded 2001
Contact: Steve Nuss, chief marketing officer
E-mail: snuss@2mdinc.com
Nature of business: Identifies, develops, patents, and manufactures a range of unique medical devices, including the Rebound HRD (hernia repair device)

Minnesota MedTec, Inc.

11760 Justen Cir., Unit B
Maple Grove, MN 55369
763-428-3720 • minnesotamedtec.com
Private, 22 employees, founded 1996
Contact: Brian Packard, CEO
E-mail: info@minnesotamedtec.com

Nature of business: Manufactures plastic medical components, balloons, tubing, and delivery devices

Minnetronix, Inc.

1635 Energy Park Dr.
St. Paul, MN 55108
651-917-4060 • minnetronix.com
Private, 150 employees, founded 1996
Contact: Dave Anderson, business development manager
E-mail: danderson@minnetronix.com
Nature of business: Provides medical device outsourcing; specializes in the design, manufacture, and support of electronics-based medical devices; specialty areas include cardiovascular systems, point-of-care diagnostic instruments, therapeutic devices, implantable devices, and monitoring equipment

Minnotech Corporation

14605 28th Ave. N
Minneapolis, MN 55447
763-553-3300 • minntech.com
Public, 600 employees (including parent company), founded 1974
Contact: Chris Gustilo, marketing director
E-mail: cgustilo@minntech.com
Annual revenue range: More than \$100 million
Nature of business: Develops, manufactures, and markets medical devices, sterilants, and water purification products; products are used in kidney dialysis, open-heart surgery, endoscopy, and preparation of pure water for medical, industrial, and laboratory use

Mocon, Inc.

7500 Mendelssohn Ave. N
Minneapolis, MN 55428
763-493-6370 • mocon.com
Public, 135 employees, founded 1966
Contact: Darrell Lee, vice president and CFO
E-mail: dlee@mocon.com
Annual revenue range: \$25 million to \$100 million
Nature of business: Designs, manufactures, and markets high-technology instrumentation; provides consulting and development services

MR Instruments, Inc.

5601 Rowland Road, Ste. 145
Minnetonka, MN 55343
952-746-1435 • mrinstruments.com
Private, 17 employees, founded 2002
Contact: Char Cohodes, director of human resources and administration
E-mail: ccoholes@mrinstruments.com
Nature of business: Develops and manufactures radio frequency (RF) coils for use in magnetic resonance imaging applications

MRI Robotics, LLC

1000 Westgate Dr., Ste 150A
St. Paul, MN 55114
651-400-1114 • mrirobotics.com
Private, 1 employee, founded 2008
Contact: Blake Larson, president
E-mail: blake@mrirobotics.com
Nature of business: Develops and manufactures surgical robotics and image-guided interventions for the diagnosis and treatment of cancer

NeoChord, Inc.

11100 Bren Road W
Minnetonka, MN 55343
952-653-1301 • neochord.com
Private, 10 employees, founded 2007

Contact: John Seaberg, chairman and CEO
E-mail: jseaberg@neochord.com
Nature of business: Manufactures products for the treatment of structural heart disease—specifically, minimally invasive mitral valve repair

Neurostream Technologies Corporation

2 Carlson Pkwy., Ste. 155
Minneapolis, MN 55448
763-519-6100 • neurostream-technologies.com
Private, 70 employees, founded 2009
Contact: Russ Lundstrom, director of field clinical services
E-mail: russ.lundstrom@neurostreamtech.com
Nature of business: Develops and commercializes technologies and products that address unmet medical needs of patients suffering from neurological, neuromuscular, or movement disorders

NeuroVasx, Inc.

7351 Kirkwood Lane N, Ste. 112
Maple Grove, MN 55369
800-479-0256 • neurovasx.com
Private, 12 employees, founded 1997
Contact: Eric Timko, CEO
E-mail: info@neurovasx.com
Nature of business: Develops and manufactures devices for the for the minimally invasive treatment of cerebral aneurysms

Nonin Medical, Inc.

13700 1st Ave. N
Plymouth, MN 55441
763-553-9968 • nonin.com
Private, employees NP, founded 1986
Contact: Gary Tschautscher, president
E-mail: info@nonin.com
Nature of business: Manufactures noninvasive physiological monitoring devices for a variety of clinical settings, including hospitals, emergency medical services, long-term acute care, and home care

Nortech Systems, Inc.

1120 Wayzata Blvd. E, Ste. 201
Wayzata, MN 55391
952-345-2244 • nortechsys.com
Public, 700 employees, founded 1981
Contact: Curt Steichen, vice president of sales and marketing
E-mail: sales@nortechsys.com
Annual revenue range: More than \$100 million
Nature of business: Provides complete systems integration—including design, manufacture, and testing of printed circuit board assembly and wire and cable assemblies for medical devices

NuGyn, Inc.

1633 Hwy. 10 NE, Ste. 15
Spring Lake Park, MN 55432
877-774-1442 • eros-therapy.com
Private, employees NP, founded 2003
Contact: Not provided
E-mail: Not provided
Nature of business: Develops and markets safe and effective medical products for sexual health, including female sexual dysfunction

OrthoCor Medical

80 S. 8th St., Ste. 4848
Minneapolis, MN 55402
952-217-6366 • orthocormedical.com
Private, 9 employees, founded 2007
Contact: John Dinusson, president and CEO

E-mail: dinusson@orthocormedical.com
Nature of business: Develops mobile, non-invasive therapeutic devices that use pulsed electromagnetic frequency and thermal technologies to help patients alleviate knee pain, minimize swelling, and restore physical function

Osborn Medical Corporation

100 W Main St.
Utica, MN 55979
800-535-5865 • osbornmedical.com
Private, 28 employees, founded 1989
Contact: Keith Walli-Ware, vice president of sales and marketing
E-mail: keith@rookeboot.com
Nature of business: Designs, manufactures, and distributes vascular products like Rooke Boots, which prevents heel ulcers

Osprey Medical, Inc.

121 5th Ave. NW
St. Paul, MN 55112
651-209-1800 • ospreymed.com
Private, 11 employee, founded 2007
Contact: Doug Schoenberg, vice president of marketing, education, and reimbursement
E-mail: dschoenberg@ospreymed.com
Nature of business: Manufactures the Cincor Contrast Removal System, which prevents contrast induced nephropathy—an acute kidney injury

Otto Bock HealthCare

2 Carlson Pkwy. N
Minneapolis, MN 55447
763-553-9464 • ottobockus.com
Private, 3,800 employees, founded 1919
Contact: Karen Lundquist, director of communications
E-mail: karen.lundquist@ottobock.com
Nature of business: Produces more than 25,000 types of prosthetic and orthotic components and mobility and rehabilitation products; provides continuous passive motion (CPM) services and related therapies

Outsource Technologies

2700 Freeway Blvd., Ste. 750
Brooklyn Center, MN 55430
763-585-9328 • outsourcectek.com
Private, employees NP, founded 2000
Contact: Cydney Einck, president
E-mail: ceinck@outsourcectek.com
Nature of business: Specializes in contract packing and assembly service for the medical industry; services include component inspection, packaging, kitting—a process in which individual but related items are grouped and packaged together as one unit—and custom manufacturing

Pedia Pals

2715 E 26th St.
Minneapolis, MN 55406
612-722-4081 • pediapals.com
Private, 5 employees, founded 1998
Contact: Jonathan Powell, president
E-mail: jpowell@pediapals.com
Nature of business: Designs, manufacturers, and markets pediatric medical equipment and supplies

PMT Corporation

1500 Park Road
Chanhausen, MN 55317
952-470-0866 • pmtcorp.com
Private, 100 employees, founded 1979

Contact: Dan Iversen, purchasing manager
E-mail: info@pmtcorp.com

Nature of business: Manufactures products for neurosurgery, orthopedics, and plastic and reconstructive surgery

PolyChrome Medical, Inc.

7900 Fuller Road
Eden Prairie, MN 55344
952-937-7900 • polychromemedical.com
Private, employees NP, founded 1997

Contact: Cydney Einck, general manager

E-mail: ceinck@polychromemedical.com

Nature of business: Manufactures and distributes the CF Indicator, a screening test for cystic fibrosis

Prevent Products, Inc.

1355 Mendota Heights Road, Ste. 210
Mendota Heights, MN 55120
800-234-8291 • preventproducts.com

Private, 5 employees, founded 1986

Contact: Jeff Elstad, vice president of new business development

E-mail: jelstad@preventproducts.com

Nature of business: Contract manufacturer of medical devices and medical soft goods that help prevent skin tears, hip injuries, pressure ulcers, and other injuries

ProUroCare Medical, Inc.

6440 Flying Cloud Dr., Ste. 101
Eden Prairie, MN 55344
952-476-9093 • prourocare.com

Public, 2 employees, founded 1999

Contact: Richard Carlson, CEO

E-mail: rcarlson@prourocare.com

Annual revenue range: Pre-revenue

Nature of business: Develops medical imaging products; current focus is a prostate imaging system used to document abnormalities of the prostate detected by a digital rectal examination

Pursuit Vascular

Blaine, MN 55434
612-730-8806 • pursuitvascular.com
Private, employees NP, founded 2009

Contact: Bob Ziebol, president and CEO

E-mail: info@pursuitvascular.com

Nature of business: Develops the ClearGuard antimicrobial barrier—a technology that can be applied to several types of catheters to significantly reduce the occurrence of blood-stream infections

QRS Diagnostic, LLC

6901 E Fish Lake Road, Ste. 188
Maple Grove, MN 55369
763-559-8492 • qrsdiagnostic.com

Private, 7 employees, founded 1995

Contact: Brian Entzion, sales manager

E-mail: bentzion@qrsdiagnostic.com

Nature of business: Designs and develops computer-based medical devices that streamline and simplify the collection, interpretation, and communication of precise physiological data; products include PC-based electrocardiograms (EKG/ECG), spirometers, and pulse oximeters

Quality Tech Services, Inc.

10525 Hampshire Ave. S, Ste. 600
Bloomington, MN 55438
952-942-8321 • qtspackage.com

Private, employees NP, founded 2001

Contact: Bob Lord, director of sales and marketing

E-mail: blord@qtspackage.com

Nature of business: Provides outsourcing solutions for assembly, packaging, and sterilization of medical devices; services include package design, process development, engineering validations, label development and printing, cleaning and passivation, sterilization and lab testing, material sourcing, and complete project management

R4 Vascular, Inc.

7550 Meridian Cir. N, Ste. 150
Maple Grove, MN 55369

866-943-8090 • r4vascular.com

Private, 14 employees, founded 2007

Contact: Not provided

E-mail: Not provided

Nature of business: Designs and manufactures vascular access products that help clinicians access patient vasculature and effectively maintain access for delivering chemotherapy, blood products, antibiotics, drugs, or nutrition

RespirTech, Inc.

2896 Centre Pointe Dr.
St. Paul, MN 55113

651-379-8999 • respirtech.com

Private, 40 employees, founded 2004

Contact: Jim Mares, director of contracting and customer care

E-mail: jmares@respirtech.com

Nature of business: Manufactures and sells inCourage, an airway clearance device

Rochester Medical Corporation

1 Rochester Medical Dr.
Stewartville, MN 55976
507-533-9600 • rocm.com

Public, 300 employees, founded 1988

Contact: David Jonas, CFO

E-mail: djonas@rocm.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Develops, manufactures, and markets technologically enhanced PVC-free and latex-free urinary continence and urine drainage care products for the extended and acute care markets; products include male external catheters for managing male urinary incontinence and intermittent catheters for managing male and female urinary retention

Scanlan International, Inc.

1 Scanlan Plaza
St. Paul, MN 55107

651-298-0997 • scanlaninternational.com
Private, 75 employees, founded 1921

Contact: Walter Olson, senior vice president of business development

E-mail: olsonw@scanlangroup.com

Nature of business: Designs and manufactures surgical products; specializes in more than 3,000 instrumentation designs in stainless steel and titanium for techniques in cardiovascular, vascular, thoracic, micro, transplant, and neurological specialties

ScyFix

570 W 78th St., Ste. 2001
Chanhassen, MN 55317
612-964-6500 • scyfix.org

Private, 11 employees, founded 2002

Contact: Not provided

E-mail: Not provided

Nature of business: Manufactures and develops eye therapy products using micro-current neuromodulation for treating blindness-causing diseases for which there are currently no cures or therapies

Shape Medical Systems, Inc.

5000 Township Pkwy.
St. Paul, MN 55110

651-621-2990 • shapemedsystems.com
Private, employees NP, founded 2004

Contact: Clarence Johnson, president and CEO

E-mail: cjohnson@shapemedsystems.com

Nature of business: Develops and commercializes products for assessing heart and lung interaction and ventilation in chronic heart failure and other cardiopulmonary diseases; products help doctors quantify shortness of breath, assess functional capacity, optimize therapy, and monitor progress

Signus Medical, LLC

18888 Lake Dr. E
Chanhassen, MN 55317
952 294-8700 • signusmedical.com

Private, 10 employees, founded 2000

Contact: Thomas Hoghaug, CEO and president

E-mail: thoghaug@signusmedical.com

Nature of business: Develops, markets, and sells products for spinal surgery patients, including spinal fusion implants

Smiths Medical

1265 Grey Fox Road
St. Paul, MN 55112
651-633-2556 • smiths-medical.com

Public, 7,500 employees, founded 1946

Contact: Srinji Seshadri, president

E-mail: info@smiths-medical.com

Annual revenue range: More than \$100 million
Nature of business: Provides specialized medical devices and equipment for the medication delivery, vital care, and safety devices market segments

SMT Health Systems, Inc.

1380 Legion Road
Detroit Lakes, MN 56501
218-847-3386 • smths.com

Private, employees NP, founded 1972

Contact: Not provided

E-mail: sales@smthealthsystems.com

Nature of business: Manufactures safe patient handling devices, including patient lifts and wheelchairs

Sorin Group Cardiac Rhythm Management

2950 Xenium Lane N
Plymouth, MN 55441
763-519-9400 • sorin-crm.com

Public, 3,665 employees (including parent company), founded 1956 (parent company)

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million
Nature of business: Manufactures cardiac resynchronization therapy (CRT) defibrillators

Spineology, Inc.

7800 3rd St. N, Ste. 600
St. Paul, MN 55128

651-256-8500 • spineology.com

Private, employees NP, founded 1996

Contact: Dan McPhillips, vice president of marketing

E-mail: dmcpPhillips@spineology.com

Nature of business: Develops implantable spinal devices and surgical systems

St. Jude Medical, Inc.

1 St. Jude Medical Dr.
Little Canada, MN 55117
651-756-2000 • sjm.com

Public, 14,000 employees, founded 1976

Contact: Angela Craig, vice president of corporate relations and human resources
E-mail: acraig@sjm.com

Annual revenue range: More than \$100 million
Nature of business: Develops medical technology and services that focus on giving more control to those who treat cardiac, neurological, and chronic pain patients worldwide

Sterling Critical Products, LLC

7748 W 78th St.
Bloomington, MN 55439
952-465-3897 • sterlingcp.com

Private, 20 employees, founded 2007

Contact: Roger Elsworth, new business development

E-mail: relsworth@sterlingcp.com

Nature of business: Specializes in contract manufacturing of medical devices and accessories; provides services for established companies and early stage start-up companies; develops, package, and coats guide wires and catheters

SuperDimension, Inc.

161 Cheshire Lane, Ste. 100
Minneapolis, MN 55441
763-210-4000 • superdimension.com

Private, 100 employees, founded 1997

Contact: Not provided

E-mail: info.us@superdimension.com

Nature of business: Develops and markets minimally invasive pulmonology devices that help in the diagnosis and treatment of distal lung disease

Surgical Technologies, Inc.

292 E Lafayette Frontage Road
St. Paul, MN 55107
651-227-9953 • surgicaltechnologies.com

Private, 50 employees, founded 1981

Contact: Kenneth Blake, vice president and general manager

E-mail: blakek@surgicaltechnologies.com

Nature of business: Offers full-service contract manufacturing, assembly, packaging, and sterilization services

Synovis Life Technologies, Inc.

2575 University Ave. W
St. Paul, MN 55114
651-796-7300 • synovislife.com

Public, 310 employees, founded 1985

Contact: Brett Reynolds, CFO and vice president of finance

E-mail: info@synovislife.com

Annual revenue range: \$25 million to \$100 million
Nature of business: Develops, manufactures, and markets biological and mechanical products used by several surgical specialties to facilitate the repair and reconstruction of soft tissue damaged or destroyed by disease or injury

Tactile Systems Technology, Inc.

1331 Tyler St. NE, Ste. 200
Minneapolis, MN 55413
612-355-5100 • tactilesystems.com

Private, 92 employees, founded 1995

Contact: Kathy Horton, marketing communications manager

E-mail: khorton@tactilesystems.com

Nature of business: Manufactures medical devices—including the Flexitouch system—for treating lymphedema and venous insufficiencies

Tamarack Habilitation Technologies

1670 94th Lane NE
Blaine, MN 55449
763-795-0057 • tamarackhti.com

Private, 15 employees, founded 1990

Contact: Jason Pavelsky, sales and marketing manager

E-mail: jasonp@tamarackhti.com

Nature of business: Designs, develops, and manufactures orthotic brace components and a line of foot care and pressure sore prevention and relief products for various health care industries, including orthotic, prosthetic, pedorthic, podiatry, rehab and therapy, and sports medicine

Timm Medical Technologies, Inc.

9600 W 76th St., Ste. T
Eden Prairie, MN 55344
952-562-9410 • timmmcd.com

Private, 30 employees, founded 1998

Contact: Dave Talen, president

E-mail: customerservice@timmmcd.com

Nature of business: Designs, manufactures, and sells medical devices, pharmaceuticals, and diagnostic equipment to men affected by urological disorders; focuses include erectile dysfunction, lower urinary tract disorders, premature ejaculation, and incontinence

Torax Medical, Inc.

4188 Lexington Ave. N
Shoreview, MN 55126
651-361-8900 • toraxmedical.com

Private, 17 employees, founded 2002

Contact: Not provided

E-mail: info@toraxmedical.com

Nature of business: Develops an implantable device to restore function and quality of life for those who suffer from gastro-esophageal reflux disease; minimally invasive solution is available at select centers in Europe

Tornier

7701 France Ave. S, Ste. 600
Edina, MN 55435
952-426-7600 • tornier-us.com

Public, 800 employees, founded 1940s

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million

Nature of business: Designs, manufactures, and markets joint prostheses

Twin Star Medical, Inc.

700 S 10th Ave.
Minneapolis, MN 55415
612-382-0888 • twinstarmedical.com

Private, 12 employees, founded 1998

Contact: Jim Stice, president and CEO

E-mail: jim.stice@twinstarmedical.com

Nature of business: Develops drug delivery and wound care medical device products, including hollow-fiber catheters for closed wounds

UltiMed, Inc.

287 E 6th St., Ste. 380
St. Paul, MN 55101
651-291-7909 • ulticare.com

Private, 75 employees, founded 1988

Contact: Tom Erickson, CEO

E-mail: t.erickson@ulticare.com

Nature of business: Manufactures insulin syringes and pen needles for people and pets with diabetes; complete line is packaged in the company's dual-purpose UltiGuard container that conveniently dispenses and safely disposes of used needles

Urologix, Inc.

14405 21st Ave. N
Minneapolis, MN 55447
763-475-1400 • urologix.com

Public, 96 employees, founded 1991

Contact: Melanie Hill, human resources office manager

E-mail: mhill@urologix.com

Annual revenue range: \$5 million to \$25 million

Nature of business: Develops, manufactures, and markets minimally invasive medical products for the treatment of benign prostatic hyperplasia, a urological condition

Uromedica, Inc.

1840 Berkshire Lane N
Plymouth, MN 55441
763-694-9880 • uromedica-inc.com

Private, 10 employees, founded 1997

Contact: Tim Cook, president and CEO

E-mail: tcook@uromedica-inc.com

Nature of business: Develops minimally invasive medical devices that treat unmet medical needs in the area of urinary incontinence and related pelvic disorders

Uroplasty, Inc.

5420 Felt Road
Minnetonka, MN 55343
952-426-6140 • uroplasty.com

Public, 85 employees, founded 1992

Contact: David Kaysen, president and CEO

E-mail: dave.kaysen@uroplasty.com

Annual revenue range: \$5 million to \$25 million

Nature of business: Develops, manufactures, and markets products for the minimally invasive treatment of voiding dysfunctions and pelvic disorders

Vascular Solutions, Inc.

6464 Sycamore Ct.
Maple Grove, MN 55369
763-656-4300 • vascularesolutions.com

Public, 301 employees, founded 1997

Contact: Howard Root, CEO

E-mail: hroot@vascularesolutions.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Develops and markets hemostatic products, a vascular sealing device, and other products related to vascular interventions

Vertebral Technologies, Inc.

5909 Baker Road, Ste. 550
Minnetonka, MN 55345
952-912-5400 • vti-spine.com

Private, 26 employees, founded 2005

Contact: Trevor Lee, vice president of finance and administration

E-mail: tlee@vti-spine.com

Nature of business: Develops and manufactures spinal devices based on a proprietary intra-operative assembly technology; devices enable spine surgeons to achieve a large, customized, and anatomical implant while using a familiar, less-invasive posterior implant approach

Via Biomedical, Inc.

6655 Wedgwood Road, Ste. 150
Maple Grove, MN 55311
763-577-9936 • viabiomedical.com

Private, 36 employees, founded 2001

Contact: Paul Kohls, sales manager

E-mail: pkohls@viabiomedical.com

Nature of business: Designs, develops, and manufactures medical devices, including catheters, medical balloons, balloon catheters, dilators, and sheaths; conducts research, including rapid prototyping, project management, and project and concept development

VTI/ABS, Inc

5909 Baker Road, Ste. 550

Minnetonka, MN 55345

952-912-5400 • vti-spine.com

Private, 42 employees, founded 1994

Contact: Tom Dryer, vice president of sales and marketing

E-mail: tdryer@advbiosurf.com

Nature of business: Designs, develops, manufactures, and commercializes minimally invasive orthopedic and spinal implants

Väsamed, Inc.

7615 Golden Triangle Dr., Ste. A

Eden Prairie, MN 55344

952-944-5857 • vasamed.com

Private, employees NP, founded 1989

Contact: Not provided

E-mail: info@vasamed.com

Nature of business: Specializes in noninvasive diagnostic tools for identifying critical circulatory conditions such as peripheral arterial disease and critical limb ischemia

Waters Medical Systems, LLC

2112 15th St. NW

Rochester, MN 55901

507-288-7777 • watersmed.com

Private, 12 employees, founded 1960

Contact: Robert Warren, general manager

E-mail: bobw@wtrs.com

Nature of business: Manufactures devices for kidney transplant perfusion and heart oxygen saturation measurement

Wilson Wolf Manufacturing Corporation

33 5th Ave. NW

New Brighton, MN 55112

651-628-9259 • wilsonwolf.com

Private, 10 employees, founded 1997

Contact: John Wilson, CEO

E-mail: john.wilson@wilsonwolf.com

Nature of business: Invents, develops, and manufactures devices that grow cells for use in biotechnology; devices allow the cell-culture process to be conducted with more efficient use of material and labor

Winkley Orthotics and Prosthetics

740 Douglas Dr. N

Golden Valley, MN 55422

800-946-5539 • winkley.com

Private, employees NP, founded 1888

Contact: Terrence Woodman, general manager

E-mail: twoodman@winkley.com

Nature of business: Produces prosthetics, orthotics, and pedorthics

Wound Care Technologies, Inc.

1851 Lake Dr. W

Chanhassen, MN 55317

952-937-2804 • woundcaretech.com

Private, 8 employees, founded 2004

Contact: Paul Anderson, president and CEO

E-mail: panderson@woundcaretech.com

Nature of business: Develops and sells products that enable physicians to efficiently and cost-effectively treat problematic acute and chronic wounds; its DermaClose device expands skin adjacent to a wound to facilitate wound closure or reduce the size of a full-thickness wound

WR Medical Electronics Company

123 N 2nd St.

Stillwater, MN 55082

651-430-1200 • wrmed.com

Private, employees NP, founded 1962

Contact: Jack Blais, president

E-mail: jgb@wrmed.com

Nature of business: Manufactures neurology, neurophysiology, and ear, nose, and throat products

Zimmer Spine

7375 Bush Lake Road

Edina, MN 55439

787-259-5959 • zimmerspine.com

Private, 8,000 employees (including parent company), founded 1991

Contact: Not provided

E-mail: Not provided

Nature of business: Designs, manufactures, and distributes medical devices and surgical tools that provide comprehensive spine care solutions to improve and enhance quality of life for patients with back pain, neck pain, degenerative disc conditions, and injuries due to trauma

Labs, Testing, and Research

Acumen Healthcare Solutions, LLC

14252 23rd Ave. N

Plymouth, MN 55447

763-559-8232 • acumenhealthcare.com

Private, 6 employees, founded 1997

Contact: William Kobi, president and CEO

E-mail: wkg@acumenhealthcare.com

Nature of business: Provides electronic data capture to medical device and pharmaceutical companies for conducting paperless clinical trials

Advanced Photodynamic Technologies, Inc.

2929 University Ave. SE, Ste. 208

Minneapolis, MN 55414

612-379-8916 • No Web site

Private, 6 employees, founded 1996

Contact: Chet Sievert, president

E-mail: csievert@advancedphotodynamic.com

Nature of business: Specializes in researching and developing new cancer treatments

Agricultural Utilization Research Institute

P.O. Box 599

Crookston, MN 56716

218-281-7600 • auri.org

Private, 20 employees, founded 1987

Contact: Teresa Spaeth, executive director

E-mail: tspaeth@auri.org

Nature of business: Nonprofit corporation; provides scientific technical assistance and resources for the development of new, innovative and value-added uses for Minnesota agricultural commodities, ingredients, and co-products

Algos Preclinical Services, Inc.

1246 University Ave. W, Ste. 301

St. Paul, MN 55104

651-209-0700 • algosinc.com

Private, 16 employees, founded 2003

Contact: Frank Eichmann, director of business development

E-mail: feichmann@algosinc.com

Nature of business: Independent contract research organization specializing in planning, executing, and managing preclinical in vivo pharmacology research in neuroscience and pain; services include program management, experimental design, study execution, and data analysis

Alquest, Inc.

4050 Olson Memorial Hwy., Ste. 350

Minneapolis, MN 55422

763-287-3830 • alquest.com

Private, 75 employees, founded 1993

Contact: Tom Huyck, vice president

E-mail: thuyck@alquest.com

Nature of business: Provides contract research services to medical device manufacturers, including regulatory counsel and support, research and development, and clinical trials

AminoAcids.com

1084 Dionne Ave. W

St. Paul, MN 55113

651-489-8939 • aminoacids.com

Private, 7 employees, founded 1993

Contact: Jeff Johnson, business director

E-mail: jeff@aminoacids.com

Nature of business: Provides quantitative analysis for amino acids, vitamin B panel, and lipids

Aspen Research Corporation

1700 Buerkle Road

St. Paul, MN 55110

651-842-6100 • aspenresearch.com

Private, employees NP, founded 1986

Contact: Paul Rothweiler, vice president of sales and marketing

E-mail: paul.rothweiler@aspenresearch.com

Nature of business: Provides contract research and development, root-cause analysis, material testing, and development and scale-up services for multiple markets, including medical, pharmaceutical, veterinary, specialty chemical, government, food, and packaging

ATS Labs

1285 Corporate Center Dr., Ste. 110

Eagan, MN 55121

651-379-5510 • ats-labs.com

Private, 39 employees, founded 2002

Contact: Douglas Anderson, president

E-mail: doug.anderson@ats-labs.com

Nature of business: Contract laboratory; provides antimicrobial testing services to the developers, manufacturers, and users of antimicrobial products and materials

Aveka Group

2045 Wooddale Dr.

Woodbury, MN 55125

651-730-1729 • aveka.com

Private, 120 employees, founded 1994

Contact: Marie Jorissen, president

E-mail: mJORISSEN@aveka.com

Nature of business: Provides contract manufacturing, research, and development focusing on particle technology and engineered materials

Berman Center

825 S 8th St., Ste. 440
Minneapolis, MN 55404
612-341-7900 • bermancenter.org

Private, employees NP, founded 1966

Contact: Not provided

E-mail: Not provided

Nature of business: Provides clinical research services, including investigation, study design, and implementation and analysis; company is part of the Minneapolis Medical Research Foundation, which oversees research at the Hennepin County Medical Center

Biotest Laboratories, Inc.

9303 W Broadway Ave.
Brooklyn Park, MN 55445
763-315-1200 • biotestlabs.com

Private, 80 employees, founded 1988

Contact: Joy Mosley, chief operating officer

E-mail: joy@biotestlabs.com

Nature of business: Provides laboratory testing of medical products, microbiology, and chemistry; assembly and packing of medical devices; and clean air-system testing

Biovet USA

9025 Penn Ave. S
Bloomington, MN 55431
952-884-3113 • biovet-inc.com

Private, 75 employees, founded 1991

Contact: Sheila Braun, office manager

E-mail: sbraun@wolfflaboratories.com

Nature of business: Develops, manufactures, and markets immunodiagnostic tests and provides innovative diagnostic services for veterinarians

ChRi Laboratories, Inc.

1000 Westgate Dr., Ste. 241
St. Paul, MN 55114
612-454-1523 • chrilabs.com

Private, 4 employees, founded 2010

Contact: Henry Larmie, president

E-mail: henry.larmie@chrilabs.com

Nature of business: Provides analytical and early-formulation services to pharmaceutical and biotechnology companies; specializes in drug development—from early discovery through pre-pilot studies to late-stage activities

Courante Oncology

202 Water St., Ste. 201
Excelsior, MN 55331
952-908-9986 • couranteoncology.com

Private, employees NP, founded 1999

Contact: Sheri Smith, president

E-mail: ssmith@couranteoncology.com

Nature of business: Provides clinical research services to pharmaceutical, device, and nutraceutical companies that are developing oncology products

Crane Engineering

2355 Polaris Lane N, Ste. 120
Plymouth, MN 55447
763-557-9090 • craneengineering.com

Private, 27 employees, founded 1978

Contact: Jeffrey Brower, business development manager

E-mail: jeffb@craneengineering.com

Nature of business: Provides forensic engineering and technical testing services for the fuel gas, medical, and building science industries; disciplines include metallurgy, analytical chemistry, microscopy, electronics, and materials science

CSI Testing, Inc.

14020 23rd Ave. N
Plymouth, MN 55447
763-383-9535 • csitesting.com

Private, 13 employees, founded 1975

Contact: Carl LaBella, president

E-mail: carl@csitesting.com

Nature of business: Provides testing and certification of high-efficiency air-filtered equipment, controlled environments, clean rooms, bio-safety cabinets, laminar-flow clean benches, and chemical fume hoods

DaVita Clinical Research

825 S 8th St., Ste. 300
Minneapolis, MN 55404
612-852-7000 • davitaclinicalresearch.com

Private, employees NP, founded 1985

Contact: Harry Alcorn, early clinical scientific officer

E-mail: harry.alcorn@davita.com

Nature of business: Hospital-based Phase I clinical trial site; provides clinical trials for drugs and devices and specializes in renal trials

DDL, Inc.

10200 Valley View Road, Ste. 101
Eden Prairie, MN 55344
952-941-9226 • testedandproven.com

Private, 65 employees, founded 1990

Contact: Patrick Nolan, president

E-mail: pat.nolan@testedandproven.com

Nature of business: Third-party testing lab that provides package, product, material, and environmental testing services

Douglas Scientific

3600 Minnesota St.
Alexandria, MN 56308
320-762-6888 • douglasscientific.com

Private, 40 employees, founded 2004

Contact: Dan Malmstrom, president and chief operating officer

E-mail: dmalmstrom@douglasscientific.com

Nature of business: Provides automation for high-throughput laboratory screening; instrumentation includes fluid-dispensing and scanning devices; platform serves various applications in agricultural biotech, animal genetics, and disease diagnostics

Dow Water & Process Solutions

7600 Metro Blvd.
Edina, MN 55439
952-897-4200 • dowwatersolutions.com

Public, 1,900 employees, founded 1985

Contact: Tom Bass, site manufacturing leader

E-mail: tjbass@dow.com

Annual revenue range: More than \$100 million
Nature of business: Specializes in purification and separation technology; offers customers advanced ion exchange and membrane technologies that make water safer, cleaner, and more available; food better; and pharmaceuticals more effective

Embryo Corporation

2460 Hwy. 100 S
St. Louis Park, MN 55416
952-920-1951 • No Web site

Private, 6 employees, founded 1989

Contact: Vance Fiegel, president and chief operations officer

E-mail: vfiegel@embrocorp.com

Nature of business: Specializes in biomedical product research and development for potential commercial product applications

Exosome Diagnostics

1000 Westgate Dr., Ste. 117
St. Paul, MN 55114
646-843-429 • exosomedx.com

Private, 18 employees, founded 2008

Contact: Not provided

E-mail: Not provided

Nature of business: Develops proprietary body fluid-based molecular diagnostic tests with applications in oncology; the company's core technology is based on the discovery that circulating nanovesicles called exosomes contain unique genetic markers that can be reliably harvested from blood and urine and used diagnostically

Gut Bugs, Inc.

23046 County Hwy. 120
Fergus Falls, MN 56537
218-739-6113 • gutbugs.net

Private, 2 employees, founded 2005

Contact: Dana Beckler, CEO

E-mail: danabeckler@gutbugs.net

Nature of business: Provides swine research and diagnostics

IBM Corporation

3605 Hwy. 52 N
Rochester, MN 55901
507-253-4011 • ibm.com

Public, 400,000 employees, founded 1911

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million
Nature of business: Develops and manufactures the Blue Gene system, a supercomputer that is used by companies doing cancer research

Immunochemistry Technologies, LLC

9401 James Ave. S, Ste. 155
Bloomington, MN 55431
952-888-8788 • immunochemistry.com

Private, 11 employees, founded 1994

Contact: Gary Johnson, president

E-mail: gary@immunochemistry.com

Nature of business: Develops, manufactures, and sells fluorescence-based products to detect intracellular proteases and various biomarkers; products are for in vitro use in cell culture and in vivo use in live animals; provides immunoassay development and consultation services

Innovative Surface Technologies, Inc.

1000 Westgate Dr., Ste. 115
St. Paul, MN 55114
651-209-9757 • isurtec.com

Private, 15 employees, founded 2004

Contact: Wayne Vander Vort, CFO

E-mail: wvanderwort@isurtec.com

Nature of business: Creates, develops, manufactures, and licenses modification technologies for medical devices, clinical diagnostic kits, biosensors, and high-value industrial devices

The Integra Group

4129 85th Ave. N
Brooklyn Park, MN 55443
763-951-7402 • integracts.com

Private, 23 employees, founded 2003

Contact: Chris Pulling, CEO

E-mail: solutions@integracts.com

Nature of business: Provides medical research and evaluation, along with clinical trial management; designs, conducts, and analyzes clinical trial data; lab can facilitate preclinical

research from acute surgical procedures to extended good laboratory practice studies and cadaveric labs

Interpoll Laboratories, Inc.

4500 Ball Road NE
Circle Pines, MN 55014
763-786-6020 • interpoll-labs.com
Private, 32 employees, founded 1973
Contact: Gregg Holman, lab director
E-mail: gregg.holman@interpoll-labs.com
Nature of business: Provides environmental services, including qualitative and quantitative analysis, complex pollution-control performance, diagnostic evaluations, ambient air monitoring, soil and water sampling and consultation, and pharmaceutical analysis

KMI Diagnostics, Inc.

8201 Central Ave. NE, Ste. P
Spring Lake Park, MN 55432
763-231-3313 • kmidiagnostics.com
Private, 4 employees, founded 2005
Contact: Mark Kowal, CEO and co-owner
E-mail: mkowal@kmidiagnostics.com
Nature of business: Provides emerging endocrinology and research laboratory testing services

LKT Laboratories, Inc.

545 Phalen Blvd.
St. Paul, MN 55130
651-644-8424 • lktlabs.com
Private, 13 employees, founded 1988
Contact: Luke Lam, president
E-mail: llam@lktlabs.com
Nature of business: Produces and distributes unique chemicals and biochemicals for all types of life science research; supplies raw materials for manufacturing and repackaging

Martell Biosystems, Inc.

301 Carlson Pkwy., Ste. 103
Minnetonka, MN 55305
715-273-4104 • martellbiosystems.com
Private, 1 employee, founded 2008
Contact: Franklin Pass, chairman and CEO
E-mail: fpass@martellbiosystems.com
Nature of business: Early-stage cancer diagnostics company that launched HERscan, a blood test that assists in the diagnosis and monitoring of breast cancer

MD Biosciences, Inc.

2575 University Ave. W
St. Paul, MN 55114
651-641-1770 • mdbiosciences.com
Private, 60 employees, founded 1999
Contact: Eddie Moradian, CEO
E-mail: info-us@mdbiosciences.com
Nature of business: Provides preclinical contract services for inflammation, neurology, and cardiovascular research; products complement service offerings for companies that perform in-house research, including disease-induction reagents, ELISAs (a technique for detecting and measuring antigens or antibodies in a solution), antibodies, and natural and recombinant proteins

Medallion Labs

9000 Plymouth Ave. N
Minneapolis, MN 55427
800-245-5615 • medallionlabs.com
Public, 70 employees, founded 1974
Contact: Sarah Klaus Ryan, sales representative

E-mail: sarah.klausryan@medlabs.com
Annual revenue range: \$5 million to \$25 million
Nature of business: Specializes in nutritional analysis, shelf-life studies, sensory evaluations, microbiological testing, microscopy analysis, technical consulting, and product-performance evaluations

Medical Imaging Solutions

2936 Stone Park Dr. NE
Rochester, MN 55906
507-254-5788 • medimagingolutions.com
Private, employees NP, founded 2006
Contact: Ramesh Avula, president
E-mail: ramesh@medimagingolutions.com
Nature of business: Provides contract medical imaging research services; expertise is in neuroimaging, general radiology, cardiovascular imaging, microscopy imaging, and nuclear medicine

Medpace Medical Device, Inc.

(formerly Symbios Clinical, Inc.)
3787 95th Ave. NE, Ste. 100
Blaine, MN 55014
612-234-8498 • medpace.com
Private, 1,000 employees, founded 2006
Contact: Ryan Wilson, president and general manager of medical devices
E-mail: r.wilson@medpace.com
Nature of business: Contract research organization; specializes in medical device clinical trials; services include project management, site management, data management, monitoring, and protocol development services

Medtox Scientific, Inc.

402 W County Road D
New Brighton, MN 55112
651-636-7466 • medtox.com
Public, 690 employees, founded 1983
Contact: James Schoonover, vice president and chief marketing officer
E-mail: Not provided
Annual revenue range: \$25 million to \$100 million
Nature of business: Manufactures and distributes diagnostic drug-screening devices; performs laboratory testing

Memorial Blood Centers

737 Pelham Blvd.
St. Paul, MN 55114
651-332-7000 • memorialbloodcenters.org
Private, 325 employees, founded 1948
Contact: Wendy Capetz, director of marketing and development
E-mail: wcapetz@mbc.org
Nature of business: Supplies blood products and services to more than 30 hospitals in Minnesota and northwestern Wisconsin

Minnesota Valley Testing Laboratories, Inc.

1126 N Front St.
New Ulm, MN 56073
507-354-8517 • mvtl.com
Private, 165 employees, founded 1951
Contact: Thomas Berg, CEO
E-mail: tberg@mvtl.com
Nature of business: Provides independent-testing laboratory services for environmental testing, food science, agricultural testing, and energy and fuel technologies

Northwoods DNA, Inc.

44526 County Road 3
Solway, MN 56678
218-854-4001 • nwdna.com
Private, 3 employees, founded 2001
Contact: Melanie Burns, president
E-mail: melanie@nwdna.com
Nature of business: Provides DNA sequencing and genotyping services

Pace Analytical Life Sciences, LLC

1311 Helmo Ave. N
Oakdale, MN 55128
651-738-2728 • pacelabs.com
Private, 125 employees, founded 1996
Contact: James Wheeler, director
E-mail: james.wheeler@pacelabs.com
Nature of business: Full-service contract analytical testing laboratory; provides chemistry and microbiology testing services to the pharmaceutical and medical device industries; services include methods development and validation, raw-material testing, stability testing and storage, product-release testing, chemical characterization, and residual chemical analysis

Palen Kimball, LLC

1717 University Ave. W
St. Paul, MN 55104
651-646-2800 • palenkimball.com
Private, employees NP, founded 1932
Contact: Steve Markert, vice president of sales
E-mail: s.markert@palenkimball.com
Nature of business: Provides calibration services with a focus on compliance-driven companies in the biomedical and medical device industries

PaR Systems, Inc.

707 County Road E W
Shoreview, MN 55126
800-464-1320 • par.com
Private, 380 employees, founded 1961
Contact: Karen Knoblock, marketing director
E-mail: kknoblock@par.com
Nature of business: Manufactures standard products and custom-engineered systems for life science applications; focuses on small specialized automation for robotic part placement, automated cleaning systems, lab automation, process and material handling automation, and custom assembly

Prism Research, Inc.

1000 Westgate Dr., Ste. 149
St. Paul, MN 55114
651-641-2900 • prismresearchinc.com
Private, employees NP, founded 2004
Contact: Jeff Cosgrove, president
E-mail: jcosgrove@prismresearchinc.com
Nature of business: Clinical research company that provides FDA-approved investigational pharmaceutical and medical device testing services for drug and device manufacturers, academic and private physicians, and other Minnesota researchers

Regulatory & Clinical Research Institute, Inc.

5353 Wayzata Blvd., Ste. 505
St. Louis Park, MN 55416
952-746-8080 • rcri-inc.com
Private, employees NP, founded 1999
Contact: Juli Denny, vice president of business development
E-mail: jdenny@rcri-inc.com

Nature of business: Contract research organization; provides consulting services to the medical device, in vitro diagnostics, biologic, and combination-product industries; offers regulatory affairs, clinical trial design and management, database development, quality systems and compliance, biostatistics, reimbursement, and health economics consulting

Solutions Engineering, LLC

287 E 6th St., Ste. 140
St. Paul, MN 55101
651-773-5224 • solutions-eng.com

Private, 5 employees, founded 1994

Contact: Paul Maloney, president

E-mail: info@solutions-eng.com

Nature of business: Provides product research and development services to the electronic medical device industry; services include developing concept demonstration prototypes, pilot production, and design validation

Surgical Training Solutions, Inc.

2520 Lexington Ave. S, Ste. 200
Mendota Heights, MN 55120
651-552-7785 • surgicaltrainingsolutions.com

Private, 14 employees, founded 2005

Contact: Carrie Scofield, president

E-mail: carrie@surgicaltrainingsolutions.com

Nature of business: Provides independent cadaveric research and education services to the U.S. medical device industry, including event planning and execution of cadaveric labs sites

Three Rivers Pathology, PA

2664 Patton Road
Roseville, MN 55113
651-635-9700 • threeriverspathology.com

Private, 14 employees, founded 1986

Contact: Lars Conway, owner and president

E-mail: info@threeriverspathology.com

Nature of business: Independent clinical and anatomical pathology lab with onsite histology, immunohistochemistry, cytology, and molecular testing

Traut Companies

141 28th Ave. S
Waite Park, MN 56387
320-251-5090 • trautwells.com

Private, 14 employees, founded 1982

Contact: Sue Fish, lab supervisor

E-mail: lab@trautwells.com

Nature of business: Water-well drilling contractor that provides various water services; provides testing services at its full-service, state-certified water testing laboratory

TÜV SÜD America, Inc.

1775 Old Hwy. 8 NW, Ste. 104
New Brighton, MN 55112
651-631-2487 • tuvamerica.com

Private, 12,000 employees, founded 1987

Contact: Maja Stevanovic, business development administrator

E-mail: mstevanovic@tuvam.com

Nature of business: Provides product certification and CE marking, electromagnetic compatibility testing, electrical safety, and FDA 510(k) approval process preparation; specializes in medical devices, active implantable medical devices, and in vitro diagnostic directives

ViroMed Laboratories

6101 Blue Circle Dr.
Minnetonka, MN 55343
800-582-0077 • viromed.com

Public, 165 employees, founded 1982

Contact: Varies depending upon type of inquiry

E-mail: Not provided

Annual revenue range: More than \$100 million (including parent company)

Nature of business: Provides laboratory testing services to the health care, transplant medicine, reproductive and tissue donor, pharmaceutical, and biotechnology industries

WuXi AppTec

2540 Executive Dr.
St. Paul, MN 55120
651-675-2000 • wuxiapptec.com

Public, 4,500 employees, founded 2000

Contact: Laurie Peterson, account manager

E-mail: laurie.peterson@wuxiapptec.com

Annual revenue range: More than \$100 million

Nature of business: Provides contract testing and manufacturing services to the pharmaceutical, biopharmaceutical, and medical device industries; provides research and development, good laboratory practice, and good manufacturing practice services, including toxicology, biosafety, and analytical testing

Biologics

Airmed Biologics, Inc.

1815 Greeley St. S, Stes. 3&4
Stillwater, MN 55082
651-500-6934 • airmedbiologics.com

Private, employees NP, founded 2010

Contact: Kurt Klitzke, founder and chief technology officer

E-mail: kurt.klitzke@airmedbiologics.com

Nature of business: Researches, develops, manufactures, and commercializes xenograft regenerative technologies for a wide variety of medical applications; serves academic organizations, early stage concepts, and established businesses

BioE, LLC

4280 Centerville Road
St. Paul, MN 55127
800-350-6466 • bioe.com

Private, 12 employees, founded 1993

Contact: Lynn Lukoskie, executive assistant

E-mail: bioe@bioe.com

Nature of business: Provides biomedical services; mission is to commercialize human umbilical cord blood stem cells and the associated tools and technologies needed to develop life-enhancing therapeutics and pharmaceuticals via cellular research and drug discovery

Biovest International, Inc.

8500 Evergreen Blvd. NW
Minneapolis, MN 55433
763-786-0302 • biovest.com

Public, 31 employees, founded 1983

Contact: Mark Hirschel, chief scientific officer

E-mail: mhirschel@biovest.com

Annual revenue range: \$1 million to \$5 million

Nature of business: Designs and manufactures mammalian cell culture instrumentation for the pharmaceutical and diagnostic industries; provides contract manufacturing for large-scale production of biologic and diagnostic reagents

Brinton Laboratories

8498 206th Ave. NE
New London, MN 56273
320-354-5334 • No Web site

Private, employees NP, founded 1986

Contact: Jackie Brinton Mourning, president

E-mail: brintonlabs@tds.net

Nature of business: Develops federally licensed veterinary—specifically poultry—biologics

Epitopix, LLC

1801 Biotech Ave. NE
Willmar, MN 56201
320-222-9822 • epitopix.com

Private, 50 employees, founded 2002

Contact: Jim Sandstrom, general manager

E-mail: jim.sandstrom@epitopix.com

Nature of business: Discovers, develops, and manufactures veterinary vaccines to improve animal health and food safety

Excorp Medical, Inc.

3450 Lexington Ave. N
St. Paul, MN 55126
651-484-0042 • excorp.com

Private, 5 employees, founded 1995

Contact: Ila Scott Hauge, vice president of administration

E-mail: hauge@excorp.com

Nature of business: Provides bioartificial liver technology for the treatment of liver failure and metabolic support of liver transplant patients

GeneSegues, Inc.

3180 High Point
Chaska, MN 55318
952-443-3798 • genesegues.com

Private, employees NP, founded 1999

Contact: Gretchen Unger, chief scientific officer

E-mail: info@genesegues.com

Nature of business: Develops sub-50 nanometer capsule technology that delivers DNA- and RNA-based drugs into target cells by intravenous, subcutaneous, or topical routes

Heartland Medical Distribution, LLLP

1108 Howell S
St. Paul, MN 55116
612-284-3444 • chronicwoundhealing.com

Private, 4 employees, founded 2006

Contact: Duane Kunz, vice president

E-mail: hmd.llc@comcast.net

Nature of business: Develops and markets the HMD Wound Program for healing chronic and diabetic wounds

ImmMed, Inc.

2670 24th St. SE
Buffalo, MN 55313
763-682-4470 • immmed.us

Private, employees NP, founded 1993

Contact: Allen Moberg, chief medical officer

E-mail: amoberg@immmed.us

Nature of business: Develops and markets innovative therapeutic compounds that modify the human immune response to prevent or treat life-threatening disease

Immuno-Biological Laboratories, Inc.

8201 Central Ave. NE, Ste. P
Spring Lake Park, MN 55432
763-780-2955 • ibl-america.com

Private, 10 employees, founded 1997

Contact: Mark Kowal, CEO and co-owner

E-mail: mkowal@ibl-america.com

Nature of business: Distributes reagents and antibodies used in research and/or clinical diagnostics; offers reagent assays for research and clinical testing in various areas, including autoimmunity, endocrinology, infectious disease, oncology, brain research, and neuroscience

International Medica Foundation

5264 Oxford St.
Shoreview, MN 55126
651-490-0212 • intl-medica.org
Private, 2 employees, founded 2007
Contact: Leonard Ruiz, president
E-mail: lpruiz@intl-medica.org

Nature of business: Develops a pediatric rotavirus vaccine for the prevention of severe viral gastroenteritis; vaccine is currently in a 1,000-infant Phase II clinical trial in Africa

Microbiologics, Inc.

217 Osseo Ave. N
St. Cloud, MN 56303
320-253-1640 • microbiologics.com
Private, 96 employees, founded 1971
Contact: Delene Axeen, customer service manager
E-mail: daxeen@microbiologics.com

Nature of business: Produces lyophilized microorganisms for quality control in microbiology laboratories worldwide

Miromatrix Medical, Inc.

18683 Bearpath Tr.
Eden Prairie, MN 55347
612-202-7026 • miromatrix.com
Private, 3 employees, founded 2009
Contact: Robert Cohen, president and CEO
E-mail: rcohen@miromatrix.com

Nature of business: Company that was formed to license and commercialize the University of Minnesota technology that creates new organs and biological structures by decellularizing and recellularizing whole or partial organs and tissues

Neuromics

5325 W 74th St., Ste. 8
Edina, MN 55439
612-801-1007 • neuromics.com
Private, 3 employees, founded 2003
Contact: Pete Shuster, CEO
E-mail: pshuster@neuromics.com
Nature of business: Provides reagents for neuroscience, cancer, diabetes, obesity, and developmental biology research

Newport Laboratories

1520 Prairie Dr.
Worthington, MN 56187
507-372-7779 • newportlaboratories.com
Private, 115 employees, founded 1997
Contact: Randy Simonson, general manager and chief operating officer
E-mail: rsimonson@newportlabs.com
Nature of business: Provides animal health, diagnostic, and veterinary services; develops vaccines for livestock

Nora Therapeutics, Inc.

4043 Sunnyside Road
Minneapolis, MN 55424
651-587-4279 • noratherapeutics.com
Private, 5 employees, founded 2007
Contact: Not provided
E-mail: Not provided
Nature of business: Specialty biopharmaceutical company that develops therapeutics that target infertility

ProtaTek International, Inc.

2635 University Ave. W, Ste. 140
St. Paul, MN 55114
651-644-5391 • protatek.com
Private, employees NP, founded 1984
Contact: Chris Studier, vice president of finance and administration
E-mail: cstudier@protatek.com

Nature of business: Develops biological products for use in the animal health industry—including animal health vaccines; provides bioinformatics and data and information management

Psyncretis, Inc.

914 S 8th St.
Minneapolis, MN 55404
612-347-4841 • psyncretis.com
Private, employees NP, founded 2003
Contact: Frank Burton, president and chief scientific officer
E-mail: burton@psyncretis.com
Nature of business: Discovers and develops orphan drugs and specializes in the research and development of biologics

R & D Systems, Inc.

614 McKinley Pl. NE
Minneapolis, MN 55413
612-379-2956 • rndsystems.com
Public, 726 employees, founded 1976
Contact: John Syverud, assistant director of business development
E-mail: techinfo@techne-corp.com
Annual revenue range: More than \$100 million
Nature of business: Biotechnology division manufactures reagents, primarily for the biological research market; hematology division manufactures FDA-approved controls and calibrators used for clinical hematology (blood) analyzers

Spring Point Project

121 S 8th St., Ste. 825
Minneapolis, MN 55402
612-333-4108 • springpointproject.org
Private, 10 employees, founded 2004
Contact: Thomas Spizzo, executive director
E-mail: tspizzo@springpointproject.org
Nature of business: Provides pig islet cells to accelerate the availability and affordability of islet transplantation to cure diabetes

Pharmaceuticals and Nutraceuticals

Amerilab Technologies, Inc.

2765 Niagara Lane N
Plymouth, MN 55447
763-525-1262 • amerilabtech.com
Private, 195 employees, founded 1995
Contact: Wes Peterson, CFO
E-mail: sales@amerilabtech.com
Nature of business: Develops effervescent products; contracts, manufactures, and packages effervescent tablets and powders

Antares Pharma, Inc.

13755 1st Ave. N, Ste. 100
Minneapolis, MN 55441
763-475-7700 • antarespharma.com
Public, 20 employees, founded 2001
Contact: Peter Sadowski, senior vice president and general manager of parenteral products
E-mail: cs@antarespharma.com
Annual revenue range: \$5 million to \$25 million

Nature of business: Develops and commercializes novel therapeutic products using advanced drug-delivery systems; product line includes a disposable, pressure-assisted auto injector that uses a small-gauge needle for unit-dose-injectable drugs

Apothecary Products, Inc.

11750 12th Ave. S
Burnsville, MN 55337
952-890-1940 • apothecaryproducts.com
Private, 200 employees, founded 1975
Contact: Ron Barg, president
E-mail: rbarg@apothearyproducts.com
Nature of business: Supplies and develops pharmaceutical products including compliance, eye and ear, health care, and pharmacy supply items

Best Veterinary Solutions, Inc.

325 Lakeland Dr. NE
Willmar, MN 56201
320-235-8611 • bestvetsolutions.com
Private, 20 employees, founded 2002
Contact: Patty Thoresen, co-owner
E-mail: bvsmanager@yahoo.com
Nature of business: Manufactures veterinary pharmaceutical preparations and wholesale animal medicines

Bimeda, Inc.

291 Forest Prairie Road
Le Sueur, MN 56058
507-665-3316 • bimeda.com
Private, 400 employees, founded 1985
Contact: Jeff Hancock, chief operations officer
E-mail: jeff.hancock@bimeda.us.com
Nature of business: Produces veterinary pharmaceuticals and animal health products, such as disinfectants and sanitizers, anti-infectives, nutritionals, and anthelmintics

Bioenergy, Inc.

13840 Johnson St. NE
Minneapolis, MN 55304
763-757-0032 • bioenergy.com
Private, 22 employees, founded 1997
Contact: Kathy Lund, vice president of marketing and sales
E-mail: klund@bioenergy.com
Nature of business: Sells D-Ribose as an ingredient to nutraceutical firms for beverages and foods, and as a dietary supplement for energy recovery; develops therapeutic applications of D-Ribose; also develops technologies to enhance quality and shelf life of blood components

Biothera

3388 Mike Collins Dr.
Eagan, MN 55121
651-675-0300 • biothera.com
Private, 61 employees, founded 1997
Contact: David Walsh, vice president of communications
E-mail: dwalsh@biothera.com
Nature of business: Conducts multiple Phase II clinical trials for the development of Imprime PGG, a drug that engages the innate immune system to fight most types of cancer; provides natural immune health ingredients for the functional food and beverage, dietary supplement, cosmetic, and animal nutrition markets

Cima Labs, Inc.

7325 Aspen Lane
Brooklyn Park, MN 55428
763-488-4700 • cimalabs.com
Public, 200 employees, founded 1986
Contact: John Nagel, senior director of business development

E-mail: john.nagel@cimalabs.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Formulates, taste-masks, and manufactures pharmaceuticals using orally disintegrating tablet (OraSolv, DuraSolv, and Iyoc), oral transmucosal (OraVescent), solubilization (MicroSolv), tamper-deterrent, and granule and oral powder drug-delivery technologies

CNS Therapeutics, Inc.

332 Minnesota St., Ste. W1750
St. Paul, MN 55101
651-207-6959 • cnstherapeutics.com

Private, employees NP, founded 2007

Contact: John Foster, CEO

E-mail: jfoster@cnstherapeutics.com

Nature of business: Specializes in central nervous system pharmaceuticals

Colder Products Company

1001 Westgate Dr.
St. Paul, MN 55114
651-645-0091 • colder.com

Public, 250 employees, founded 1978

Contact: John Boehm, business unit manager of bioprocessing

E-mail: info@colder.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Manufactures quick-disconnect couplings and connectors for life sciences markets; coupling and connection technologies allow flexible tubing to be quickly and safely connected and disconnected

Eleos, Inc.

22345 Bracketts Road
Plymouth, MN 55441
763-519-8600 • eleosinc.com

Private, 9 employees, founded 2003

Contact: Not provided

E-mail: Not provided

Nature of business: Develops Aezca, a nucleic acid-based therapeutic that is designed to make cancer cells more vulnerable to standard cancer treatments while protecting normal cells from the toxic effects the treatments often cause

Eniva USA

1 Eniva Way
Anoka, MN 55303
763-795-8870 • eniva.com

Cooperative, 200,000 employees (including parent company), founded 1998

Contact: Mary Veloske, president

E-mail: Not provided

Annual revenue range: \$25 million to \$100 million

Nature of business: Manufactures a comprehensive line of advanced nutraceuticals, dietary supplements, and body-support products for humans and companion animals

Exsulin Corporation

2809 Valley View Road
Burnsville, MN 55306
952-898-5814 • exsulin.com

Private, 10 employees, founded 2006

Contact: Lisa Jansa, CEO

E-mail: lisa@exsulin.com

Nature of business: Develops Exsulin, a drug for those who have Type 1 or Type 2 diabetes; drug uses a synthetic version of a naturally occurring peptide that induces regeneration of pancreatic insulin-producing cells, which could reverse diabetes' effects and/or injected insulin use

Humanetics Corporation

10400 Viking Dr.
Eden Prairie, MN 55344
952-937-7660 • humaneticscorp.com

Private, 6 employees, founded 1988

Contact: Ronald Zenk, president and CEO

E-mail: rzenk@humaneticscorp.com

Nature of business: Develops and commercializes proprietary, self-administered, bioactive compounds for disease prevention

Lonza, Inc.

1101 NW 3rd St.; P.O. Box 336
Cohasset, MN 55721
218-328-5870 • lonza.com

Public, 8,462 employees, founded 1897

Contact: Christian Rose, site manager

E-mail: christian.rose@lonza.com

Annual revenue range: More than \$100 million

Nature of business: Manufactures active ingredients for the pharmaceutical, health care, and life science industries

Medisyn Technologies, Inc.

6109 Blue Circle Dr., Ste. 1000
Minnetonka, MN 55343
952-475-8084 • medisynth.com

Private, 5 employees, founded 1999

Contact: David Land, president

E-mail: dland@medisynth.com

Nature of business: Discovers and designs bioactive compounds; uses proprietary technology to make bioactive compound identification faster, more predictable, and less expensive

Nanocopoeia, Inc.

1246 W University Ave., Ste. 463
St. Paul, MN 55104
651-209-1184 • nanocopoeia.com

Private, 10 employees, founded 2001

Contact: Karen Arnold, CEO

E-mail: karen.arnold@nanocopoeia.com

Nature of business: Drug delivery company that develops a nanotechnology-enabled portfolio of therapeutic products; creates new proprietary products by enhancing the value and performance of off-patent, already proven drugs

North Star Processing, LLC

245 E Roselawn Ave., Ste. 24
St. Paul, MN 55117
651-765-4585 • nsp-llc.com

Private, 52 employees, founded 2000

Contact: Peter Duddlestone, president

E-mail: pduddlestone@nsp-llc.com

Nature of business: Provides contract manufacturing of pharmaceutical preparations and food ingredients, including flavors, sweeteners, and calcium

Orasi Medical, Inc.

6465 Wayzata Blvd., Ste. 810
Minneapolis, MN 55426
800-383-9547 • orasimedical.com

Private, 8 employees, founded 2007

Contact: Sarah Haecker, vice president of business development

E-mail: sarah.haecker@orasimedical.com

Nature of business: Provides neurological biomarkers based on electrical activity of the brain; its flagship product, Orasi Index, accelerates neurological and psychiatric drug development, reduces costs, and improves clinical trial outcomes

Paddock Laboratories, Inc.

3940 Quebec Ave. N
New Hope, MN 55427
763-546-4676 • paddocklabs.com

Private, 450 employees, founded 1977

Contact: Ed Maloney, vice president of business development

E-mail: mjendro@paddocklabs.com

Nature of business: Manufactures generic pharmaceuticals

PepTx, Inc.

P.O. Box 111
Excelsior, MN 55331
612-275-4318 • peptx.com

Private, 3 employees, founded 1999

Contact: John MacDonald, president and CEO

E-mail: jmacridger@aol.com

Nature of business: Develops and commercializes novel peptides and small-molecule drug candidates for the oncology and anti-infective markets

R8Scan Corporation

4955 Jerome Ave.
Lake Elmo, MN 55155
612-991-3033 • r8scan.com

Private, 5 employees, founded 2009

Contact: Roger Jensen, CEO and CFO

E-mail: jensen@r8scan.com

Nature of business: Develops a cytometry instrument to measure and analyze physical characteristics of cells in real time as they repeat flow in a fluid stream through a beam of light; the instrument provides unprecedented details that improve medical treatment strategies and enable shorter drug discovery times

Steuart Laboratories

142 S Main
Mabel, MN 55954
507-493-5516 • steuartlabs.com

Private, 3 employees, founded 1982

Contact: Gary Steuart, owner

E-mail: order@steuartlabs.com

Nature of business: Manufactures and sells lotions and creams for chapped skin and products for joint, muscle, and nerve pain, and for sunburn; provides animal products for wounds

SurModics, Inc.

9924 W 74th St.
Eden Prairie, MN 55344
952-829-2700 • surmodics.com

Public, 213 employees, founded 1979

Contact: Charlie Olson, senior vice president and general manager of medical device business unit

E-mail: info@surmodics.com

Annual revenue range: \$25 million to \$100 million

Nature of business: Provides drug-delivery and surface modification technologies to the health care industry; offerings include drug-delivery coatings, microparticles, and implants—and surface modification coating technologies that impart lubricity, prohealing, and biocompatibility capabilities; specializes in products for in vitro diagnostics

Syntiron, LLC

1000 Westgate Dr., Ste. 152
St. Paul, MN 55114
651-641-2834 • syntiron.com

Private, 25 employees, founded 2004

Contact: Amber McKinzie, program manager

E-mail: info@syntiron.com

Nature of business: Develops and commercializes vaccine and immunotherapeutic products for the prevention and treatment of bacterial infections, including hospital-acquired infections, food and waterborne illnesses, and biowarfare agent infections

Tapemark

1685 Marthaler Lane
West St. Paul, MN 55118
651-455-1611 • tapemark.com

Private, 160 employees, founded 1952

Contact: Cody Yetter, inside sales coordinator

E-mail: imsales@tapemark.com

Nature of business: Contract manufacturer: makes drug-delivery formats, including active and passive transdermal patches, topical patches and pads, soluble films, and its proprietary single-dose Snap! packaging; manufactures medical devices, including test strips, attachment devices, and multi-layer die-cut components

Travanti Pharma, Inc.

2520 Pilot Knob Road, Ste. 100
Mendota Heights, MN 55120
651-730-1008 • travantipharma.com

Private, 12 employees, founded 1997

Contact: Not provided

E-mail: Not provided

Nature of business: Designs, develops, and markets active transdermal drug-delivery patches

UAS Laboratories, Inc.

9953 Valley View Road
Eden Prairie, MN 55344
952-935-1707 • uaslabs.com

Private, 85 employees, founded 1979

Contact: S.K. Dash, president

E-mail: dash@uaslabs.com

Nature of business: Manufactures probiotic raw materials, blends, and finished products; provides custom manufacturing and private labeling

Upsher-Smith Laboratories, Inc.

6701 Evenstad Dr.
Maple Grove, MN 55369
800-654-2299 • upsher-smith.com

Private, employees NP, founded 1919

Contact: Mark Evenstad, president

E-mail: terri.johnson@upsher-smith.com

Nature of business: Fully integrated pharmaceutical company focused on women's health, dermatology, and cardiology, and in developing products for neurology

Wellness Resources, Inc.

7155 Amundson Ave.
Edina, MN 55439
952-929-4575 • wellnessresources.com

Private, 25 employees, founded 1985

Contact: Varies depending on type of inquiry

E-mail: questions@wellnessresources.com

Nature of business: Designs and produces dietary supplements and specialty formulations

ZirChrom Separations, Inc.

617 Pierce St., P.O. Box 868
Anoka, MN 55303
763-421-5264 • zirchrom.com

Private, 7 employees, founded 1995

Contact: Steven Rupp, chief operating officer

E-mail: stevenrupp@zirchrom.com

Nature of business: Manufactures a full line of zirconia-based, high-performance chromatographic materials for the analysis of compounds, primarily by high-performance liquid chromatography

Agriculture—Seed and Crop, Herd

Ag Reliant Genetics, LLC

602 Huseth St.
Kenyon, MN 55946
507-789-5285 • agreliantgenetics.com

Private, 700 employees, founded 2000

Contact: Not provided

E-mail: Not provided

Nature of business: Seed company focused on research, breeding, and production; markets seeds through the following brands: Wensman Seed Company, Producers Hybrids, LG Seeds, and AgriGold

Archer Daniels Midland Company

400 W Erie Road
Marshall, MN 56258
507-532-5404 • adm.com

Public, 29,000 employees, founded 1902

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million

Nature of business: Processes agricultural food ingredients, animal feeds and feed ingredients, and biofuels

Babcock Genetics, Inc.

P.O. Box 759
Rochester, MN 55903
507-288-3312 • babcockgenetics.com

Private, 50 employees, founded 1970

Contact: Kevin Schleusner, sales and marketing manager

E-mail: kevin@babcockgenetics.com

Nature of business: Provides services for agriculture and animal genetics, genetic research, closed herd technology, and swine vaccine development

BASF Plant Science

2710 W Lincoln Ave.
Olivia, MN 56277
320-523-1200 • basf.com

Public, 96,924 employees, founded 1865

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million

Nature of business: Works to optimize crops for more efficient agriculture, renewable raw materials, and healthier nutrition; projects include plants with improved yield and plants that can better resist environmental factors like draught and disease

Betaseed, Inc.

1788 Marschall Road
Shakopee, MN 55379
952-445-8090 • betaseed.com

Private, 125 employees, founded 1969

Contact: Mark Schmidt, national sales and marketing director

E-mail: infoseek@betaseed.com

Nature of business: Supplies and researches sugarbeet seed for growing sugarbeets

Bio-Cat Microbials, LLC

689 Canterbury Road
Shakopee, MN 55379
952-445-4251 • bio-cat.com

Private, 100 employees, founded 1988

Contact: Vanessa Simon, technical sales representative

E-mail: ven@bio-cat.com

Nature of business: Manufactures microbial products for a variety of industries and applications within the animal feed, agriculture, aquaculture, cleaning, industrial waste treatment, odor control, and septic industries

BioMatrix International

1002 16th Ave. S
Princeton, MN 55371
763-633-0880 • biosecure.us

Private, 11 employees, founded 1997

Contact: Guy Miller, president

E-mail: guy@biosecure.us

Nature of business: Develops products for the agricultural, aquacultural, and companion animal feed additive industries; creates products with an emphasis on developing novel and patentable technologies

Cargill, Inc.

15407 McGinty Road
Wayzata, MN 55391
952-742-7575 • cargill.com

Private, 131,000 employees, founded 1865

Nature of business: Develops, merchandises, processes, and distributes agricultural and other products worldwide. Biosciences products and services are offered through several divisions:

Cargill Animal Nutrition

Contact: Mark Newcomb, 763-241-5411

Cargill Biofuels

Contact: Brian Silvey, 952-742-6817

Cargill Biobased Polyurethanes

Contact: Jessica Koster, 952-984-9151

Cargill Industrial Oils and Lubricants

Contact: Luis del Valle, 952-742-4402

CHS, Inc.

5500 Cenex Dr.
Inver Grove Heights, MN 55077
651-355-6000 • chsinc.com

Cooperative, 8,800 employees, founded 1931

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million

Nature of business: Provides energy, crop nutrients, grain, livestock feed, food, and food ingredients supply

Cibus

6053 Hudson Road, Ste. 201
Woodbury, MN 55125
651-702-0456 • cibus.com

Private, employees NP, founded 2001

Contact: Dave Voss, vice president of commercial development

E-mail: dvoss@cibusllc.com

Nature of business: Produces environmentally friendly crop traits for the agricultural community

Conklin Company, Inc.

551 Valley Park Dr.
Shakopee, MN 55379
952-445-6010 • conklin.com

Private, 100 employees, founded 1969

Contact: Charles Herbster, CEO and owner

E-mail: judy.herbster@conklin.com

Nature of business: Develops and manufactures the AgroVantage crop management system, which produces higher yield with lower inputs; develops animal supplements for food-producing, performance, and companion animals; develops turf and landscape plant management products

Famo Feeds, Inc.

446 Industrial Dr.; P.O. Box 7
Freeport, MN 56331
320-836-2145 • famofeeds.com
Private, 38 employees, founded 1903
Contact: Tom Beste, vice president
E-mail: tbeste@famofeeds.com
Nature of business: Animal nutrition company that manufactures and markets a full line of livestock and poultry feeds

Feedlogic Corporation

1717 16th St. NE
Willmar, MN 56201
320-222-3008 • feedlogic.com
Private, 6 employees, founded 2007
Contact: Drew Ryder, president
E-mail: dryder@feedlogic.com
Nature of business: Provides patented technology, which allows precise application of livestock nutrition and new nutrition strategies that improve efficiency and reduce waste

Forage Genetics International

18591 Mushtown Road
Prior Lake, MN 55372
952-226-3930 • foragegenetics.com
Private, employees NP, founded NP
Contact: Mark McCaslin, president
E-mail: mccaslin@foragegenetics.com
Nature of business: Develops, produces, and markets high-quality, value-added alfalfa genetics and technologies

Genetiporc USA

4125 Minnesota St.
Alexandria, MN 56308
320-759-1550 • genetiporc.com
Private, 1,200 employees, founded 1984
Contact: Jeff Zick, vice president
E-mail: jzick@genetiporc.com
Nature of business: Specializes in production, selection, and distribution to breed stock with superior genetic and health status, thereby ensuring consistent, high-volume supply from a single source; also provides high-health options for pork products within the pork value food chain

Grain Millers, Inc.

10400 Viking Dr., Ste. 301
Eden Prairie, MN 55344
800-232-6287 • grainmillers.com
Private, 500 employees, founded 1985
Contact: Bill Liska, sales manager
E-mail: bill.liska@grainmillers.com
Nature of business: Manufactures and processes conventional and organic whole grain ingredients including oats, wheat, barley, and rye—which are milled into flours, flakes, brans, and fibers; manufactures consumer products and specialty crops and specializes in the supply of industrial dairy products

Hefty Seed Company

2235 W Lincoln Ave.
Olivia, MN 56277
320-523-1329 • heftyseed.com
Private, 90 employees, founded 1969

Contact: Brian Hefty, manager
E-mail: heftyseed@heftyseed.com
Nature of business: Develops agricultural seeds and supplies agricultural chemicals

International Ag Labs, Inc.

800 W Lake Ave.
Fairmont, MN 56013
507-235-6909 • aglabs.com
Private, 10 employees, founded 1991
Contact: Jon Frank, co-owner
E-mail: jon.frank@aglabs.com
Nature of business: Helps farmers and growers achieve quality by restoring soil health; offers soil testing, consulting, and fertilizer inputs

Intervet/Schering-Plough Animal Health

375 S Lake St.
Worthington, MN 56187
507-372-7726 • intervetus.com
Public, 8,200 employees, founded 1969
Contact: Pat Williams, site manager
E-mail: patrick.williams@intervetus.com
Annual revenue range: More than \$100 million
Nature of business: Researches, develops, produces, and markets innovative, high-quality animal health products

Land O'Lakes, Inc.

4001 Lexington Ave. N
Arden Hills, MN 55126
651-481-2222 • landolakesinc.com
Cooperative, 8,629 employees, founded 1921
Contact: Jeanne Forbis, director of communications
E-mail: jkforbis@landolakes.com
Annual revenue range: More than \$100 million
Nature of business: National, farmer-owned food and agricultural cooperative; markets dairy-based consumer, foodservice, and food ingredient products; provides food and animal feed ingredients internationally; provides farmers and ranchers with agricultural supplies—including feed, seed, and crop-protection products—and services

Mertec Seeds

2440 W Lincoln Ave.
Olivia, MN 56277
320-523-5776 • No Web site
Private, employees NP, founded 2000
Contact: Dennis Schultze, manager and soybean breeder
E-mail: dschultze@mertecllc.com
Nature of business: Breeds and tests new soybean varieties and licenses these varieties to seed companies throughout the Midwest and Canada

MGK

8810 10th Ave. N
Golden Valley, MN 55427
763-544-0341 • mgk.com
Private, employees NP, founded 1902
Contact: Not provided
E-mail: Not provided
Nature of business: Develops and sells insect-control solutions for advanced pest control for professional, consumer, and agricultural uses

MJ Biologics, Inc.

1961 Premier Dr., Ste. 402
Mankato, MN 56001
507-385-0299 • mjbio.com
Private, 5 employees, founded 2006
Contact: Bill Marks, president and CEO

E-mail: billm@mjbio.com
Nature of business: Researches and develops animal health products, including autogenous MJPRRS vaccine for porcine reproductive and respiratory syndrome (PRRS) control

Monsanto Company

(nine Minnesota locations; no local headquarters)
800 N Lindbergh Blvd.
St. Louis, MO 63167
314-694-1000 • monsanto.com
Public, 20,517 employees, founded 2000
Contact: Sara Miller, corporate communications manager
E-mail: sara.e.miller@monsanto.com
Annual revenue range: More than \$100 million
Nature of business: Produces seed brands in large-acre crops like corn, cotton, and soybeans, and small-acre crops like vegetables; produces in-the-seed trait technologies for farmers that are aimed at protecting their yield, supporting on-farm efficiency, and reducing on-farm costs

The Mosaic Company

3033 Campus Dr., Ste. E490
Plymouth, MN 55441
763-577-2700 • mosaicco.com
Public, 7,500 employees, founded 2004
Contact: Not provided
E-mail: Not provided
Annual revenue range: More than \$100 million
Nature of business: Produces crop nutrients potash and phosphate, specialty crop nutrition products, animal feed ingredients, and industrial products

Mycogen Seeds

2220 W Lincoln
Olivia, MN 56277
320-523-1108 • mycogen.com
Public, 49,505 employees (including parent company), founded 1981
Contact: Geoff Schrof, district sales manager
E-mail: Not provided
Annual revenue range: More than \$100 million (including parent company)
Nature of business: Retail seed company owned by Dow AgroSciences, LLC; develops and markets corn hybrids and sunflower hybrids, as well as canola, alfalfa, soybeans, and sorghum

Pannar Seed, Inc.

2155 W Lincoln Ave.
Olivia, MN 56277
320-523-1453 • pannarusa.com
Private, employees NP, founded 1958
Contact: Not provided
E-mail: info@pannarusa.com
Nature of business: Breeds, develops, and researches hybrid seeds

Pioneer Hi-Bred International, Inc.

151 St. Andrews Ct., Ste. 910
Mankato, MN 56001
507-625-3045 • pioneer.com
Public, 6,500 employees, founded 1926
Contact: Sarah Clemenson, marketing communications coordinator
E-mail: sarah.clemenson@pioneer.com
Annual revenue range: More than \$100 million (including parent company)
Nature of business: Develops and supplies advanced plant genetics to farmers worldwide

ProPig

1520 Prairie Dr.
Worthington, MN 56187
866-260-6577 • propig.com
Private, 25 employees, founded 2000
Contact: Phil Hooge, director of marketing and sales
E-mail: phooge@propig.com
Nature of business: Manages production of swine and beef; offers pig production services, including animal health, nutrition, marketing, record keeping, and logistics

Quali Tech, Inc.

318 Lake Hazeltine Dr.
Chaska, MN 55318
952-448-5151 • qualitechco.com
Private, 85 employees, founded 1967
Contact: Cory Ploen, president
E-mail: coryp@qualitechco.com
Nature of business: Operates four divisions: agriculture, which produces specialty ingredients for animal feeds, including protected organic trace minerals and feed flavors; food, which produces flavor particulates for food products; environmental, which provides oil spill-response equipment and spill-management services; and plant nutrition, which produces micronutrients for plants and crops

Ralco Nutrition, Inc.

1600 Hahn Road; P.O. Box 1083
Marshall, MN 56258
800-533-5306 • ralconutrition.com
Private, employees NP, founded 1971
Contact: Not provided
E-mail: Not provided
Nature of business: Supplies nutrition products and feed programs for livestock

Renco Corporation

116 3rd Ave. N
Minneapolis, MN 55401
612-338-6124 • rencocorp.com
Private, employees NP, founded 1961
Contact: James Gainsley, CEO
E-mail: jgainsley@rencocorp.com
Nature of business: Manufactures ultrasonic instrumentation for the detection of pregnancy in mammals and for the measurement of tissue thickness in various animals

Ridley, Inc.

424 N Riverfront Dr.
Mankato, MN 56001
507-388-9400 • ridleyinc.com
Public, 915 employees, founded 1994
Contact: Chuck Soderholm, director of research and nutrition services
E-mail: chuck.soderholm@hubbardfeeds.com
Annual revenue range: More than \$100 million
Nature of business: Manufactures and markets a full range of animal nutrition products, including formulated complete feeds, premixes, feed supplements, block supplements, animal health products, and feed ingredients

Sanimax

505 Hardman Ave. S
South St. Paul, MN 55075
651-451-6858 • sanimax.com
Private, 882 employees, founded 1881
Contact: Tim Kedrowski, general manager of South St. Paul operations
E-mail: Not provided
Nature of business: Supplies ingredients for agriculture and animal nutrition; energy division pro-

duces and markets clean, renewable bio-based fuels; supplies hides and skins globally and offers a range of byproduct collection services

SarTec Corporation

617 Pierce St.
Anoka, MN 55303
763-421-1072 • sartec.com
Private, employees NP, founded 1983
Contact: Dave Wendorf, marketing director
E-mail: davewendorf@sartec.com
Nature of business: Manufactures a line of animal feed supplements and grain conditioning products

Seeds 2000

115 N 3rd St.
Breckenridge, MN 56520
218-643-2410 • seeds2000.net
Private, 50 employees, founded 1991
Contact: Steve Kent, president
E-mail: info@seeds2000.net
Nature of business: Researches and develops sunflower hybrids; markets sunflower, corn, and soybean varieties

Syngenta Seeds, Inc.

11055 Wayzata Blvd.
Minnetonka, MN 55305
612-656-8600 • syngenta-us.com
Public, 24,000 employees, founded 2000
Contact: Pam Molitor, director of corporate communications
E-mail: pam.molitor@syngenta.com
Annual revenue range: More than \$100 million
Nature of business: Agribusiness focused on sustainable agricultural practices and crop protection; manufactures products including fungicides, herbicides, and insecticides; seed care, home care, and turf and ornamental products; field crops, vegetables, and flowers

TechMix

740 Bowman St.
Stewart, MN 55385
877-466-6455 • techmixinc.com
Private, employees NP, founded 1983
Contact: Tammy Howe, director of marketing
E-mail: tammyhowe@techmixinc.com
Nature of business: Develops nutritional products to meet the needs of animals during challenging times throughout their life cycles and minimize dehydration stress by restoring normal body fluid and electrolyte balance

TerraMax, Inc.

7769 95th St. S
Cottage Grove, MN 55016
651-458-4401 • terramaxag.com
Private, 9 employees, founded 1998
Contact: Doug Kremer, CEO
E-mail: dakterra2@aol.com
Nature of business: Specializes in formulating a variety of microorganisms into stable products for plant fertility and protection in agriculture, industry, turf, and retail use

Wensman Seed Company

63585 W Hwy. 10
Wadena, MN 56482
218-631-2954 • wensmanseed.com
Private, 35 employees, founded 1997
Contact: Jon Wensman, production manager
E-mail: wensman@wensmanseed.com
Nature of business: Develops and sells corn and soybean seeds

Zinpro Corporation

10400 Viking Dr., Ste. 240
Eden Prairie, MN 55344
952-983-4000 • zinpro.com
Private, 250 employees, founded 1971
Contact: Brad Frisvold, marketing manager
E-mail: bfrisvold@zinpro.com
Nature of business: Manufactures trace mineral feed ingredients for livestock and poultry feeds

Industrial Biotech— Alternative Fuels, Renewable Energy

Absolute Energy, LLC

204 State Line St.
Lyle, MN 55953
507-325-1010 • absenergy.org
Private, 47 employees, founded 2005
Contact: Chris Schwarck, vice president
E-mail: chris.schwarck@absenergy.org
Nature of business: Produces 115 million gallons of ethanol annually at a plant on the Iowa-Minnesota border near Lyle

Advanced BioEnergy, LLC

8000 Norman Center Dr., Ste. 610
Bloomington, MN 55437
763-226-2701 • advancedbioenergy.com
Public, 127 employees, founded 2005
Contact: Not provided
E-mail: info@advancedbioenergy.com
Annual revenue range: More than \$100 million
Nature of business: Produces ethanol and co-products—including wet, modified and dried distillers grains

Aeromix Systems, Inc.

7135 Madison Ave. W
Minneapolis, MN 55427
763-746-8400 • aeromix.com
Private, employees NP, founded 1987
Contact: Peter Gross, president
E-mail: gross.peter@aeromix.com
Nature of business: Manufactures water and wastewater treatment equipment, including solar-powered aeration and circulation equipment

Agri-Energy / Gevo Luverne

502 S Walnut Ave.
Luverne, MN 56156
507-920-5348 • gevo.com
Private, 28 employees, founded 1996
Contact: David Kolsrud, corporate development manager
E-mail: david@dakrenewableenergy.com
Nature of business: Produces ethanol from corn; develops and commercializes isobutanol—a naturally occurring four-carbon alcohol—for sale to the solvents, chemicals, and advanced biofuels markets; production of isobutanol will begin in early 2012 at the Luverne plant

Agri-Waste Energy, Inc

2054 Loren Road
St. Paul, MN 55113
651-336-7974 • agriwasteenergy.com
Private, employees NP, founded 2004
Contact: Ray Davy, president
E-mail: rdavy@agriwasteenergy.com
Nature of business: Develops a system that—in conjunction with an anaerobic digester—produces a high-quality fuel that can be injected into common-carrier natural gas pipelines and delivered to an end-user

Al-Corn Clean Fuel

797 5th St.
Claremont, MN 55924
507-681-7000 • al-corn.com
Cooperative, 35 employees, founded 1995
Contact: Walt Turner, commodities manager
E-mail: wturner@al-corn.com
Annual revenue range: \$25 million to \$100 million
Nature of business: Operates an ethanol plant that's owned by local farmers and investors who provide the actual grain used in the process; profits generated by the sale of ethanol and dried distillers grains with solubles support the economy of the surrounding communities

AMT Applied Membrane Technology, Inc.

11558 Encore Cir.
Minnetonka, MN 55343
952-933-5121 • appliedmembranetech.com
Private, 12 employees, founded 1977
Contact: Steven Conover, president
E-mail: sponover@appliedmembranetech.com
Nature of business: Offers custom coating and membrane products for a variety of applications and industries through a worldwide network of research and development resources with clean-room manufacturing capabilities

ATMI, Inc.

10851 Louisiana Ave. S
Bloomington, MN 55438
952-942-0855 • atmi.com
Public, 770 employees, founded 1989
Contact: Robert Foster, senior director of operations
E-mail: rfoster@atmi.com
Annual revenue range: More than \$100 million
Nature of business: Manufactures disposable mixing and storage systems for the bio-process industry

Baumgartner Environics, Inc.

1005 W Elm Ave.
Olivia, MN 56277
320-523-1644 • beaiqsolutions.com
Private, 4 employees, founded 1989
Contact: John Baumgartner, president
E-mail: jbaumgartner@bei-ec.com
Nature of business: Provides dust, odor, and pathogen control inside confined animal feedlot operations; produces renewable energy from anaerobic digestion of manure

Bepex International, LLC

333 NE Taft St.
Minneapolis, MN 55413
612-331-4370 • bepex.com
Private, employees NP, founded 1906
Contact: Kevin Grotheim, business development manager
E-mail: kgrotheim@bepex.com
Nature of business: Provides process development services and custom-designed, industrial-scale process equipment for the food, chemical, and polymer markets

Bio-Plastic Solutions, LLC

526 3rd St. NE
Blooming Prairie, MN 55917
866-874-0097 • bioplasticsolutions.com
Private, 12 employees, founded 2000
Contact: Gary Noble, president and CEO
E-mail: gnoble@bioplasticsolutions.com

Nature of business: Manufactures bio-based plastic products to replace PVC and petroleum-based plastics; current bio-products include edgbanding for tables, work surfaces, and office system panels, and cornerbead for drywall installation and wall and corner guards

BioCat Fuels

16300 Valley Dr.
Andover, MN 55304
763-331-0958 • biocatfuels.com
Private, employees NP, founded 2008
Contact: Ben Harris, chief operating officer
E-mail: benharris@biocatfuels.com
Nature of business: Constructs and operates commercial-scale biodiesel plants

BioCee, Inc.

P.O. Box 13057
Minneapolis, MN 55414
612-524-5380 • biocee.com
Private, 6 employees, founded 2007
Contact: Luca Zullo, vice president of business development
E-mail: luca@biocee.com
Nature of business: Develops advanced biocatalytic systems for the production of clean fuels, clean chemicals, and clean water

Biofuel Energy Corporation

1125 Bixby Road
Fairmont, MN 56031
507-238-3600 • bfenergy.com
Public, 150 employees, founded 2006
Contact: Doug Anderson, vice president of operations
E-mail: danderson@bfenergy.com
Annual revenue range: \$5 million to \$25 million
Nature of business: Produces 230 million gallons of ethanol per year

Bioverse, Inc.

1401 Apache Dr.
Pipestone, MN 56164
507-825-3000 • bioverse.com
Private, 9 employees, founded 1995
Contact: Suzanne Wayne, general manager
E-mail: swayne@bioverse.com
Nature of business: Specializes in naturally treating water, including water from bird baths, fountains, animal waterers, and ponds and lakes

Bixby Energy Systems

6893 139th Lane NW
Ramsey, MN 55303
877-500-2800 • bixbyenergy.com
Private, 25 employees, founded 2001
Contact: Melanie Bonine, vice president of public relations and marketing
E-mail: melanie.bonine@bixbyenergy.com
Nature of business: Produces and researches alternative and renewable energy, including coal gasification with reduced carbon emissions, coal conversion to natural gas, and liquid fuels

Bushmills Ethanol, Inc.

17025 Hwy. 12 NE
Atwater, MN 56209
320-974-8050 • bushmillsethanol.com
Cooperative, 34 employees, founded 2005
Contact: Erik Osmon, general manager
E-mail: erik.o@bushmillsethanol.com
Annual revenue range: More than \$100 million
Nature of business: Produces 65 million gallons of ethanol per year

Central Bi Products

590 W Park Road; P.O. Box 319
Redwood Falls, MN 56283
507-637-2938 • centralbi.com
Private, 365 employees, founded 1929
Contact: Don Davis, president and CEO
E-mail: dwdavis@centralbi.com
Nature of business: Provides rendering, pet food ingredients, bio-diesel production, and fryer grease recycling services

Central MN Ethanol Co-op

17936 Heron Road
Little Falls, MN 56345
320-632-1614 • centralmnethanol.com
Cooperative, 31 employees, founded 1994
Contact: Kerry Nixon, general manager
E-mail: knixon@centralmnethanol.com
Annual revenue range: \$25 million to \$100 million
Nature of business: Processes locally grown Minnesota corn into fuel-grade ethanol and dried distillers grains, a high-protein animal feed

Chippewa Valley Ethanol Company

270 20th St. NW
Benson, MN 56215
320-843-4813 • cvec.com
Cooperative, 53 employees, founded 1995
Contact: Mike Jerke, general manager
E-mail: mikej@cvec.com
Annual revenue range: More than \$100 million
Nature of business: Produces 45 million gallons of ethanol per year and both industrial and beverage alcohol

Cima Nano Tech, Inc.

1000 Westgate Dr., Ste. 100
St. Paul, MN 55114
651-646-6266 • cimananotech.com
Private, employees NP, founded 2002
Contact: Eric Granstrom, general manager and vice president of research and development
E-mail: info@cimananotech.com
Nature of business: Specializes in the production of nanoparticle-related printed electronic materials, including Sante technology for manufacturing transparent conductive coatings, which are used in various display applications, including touch screens and solar cells

Cool Clean Technologies, Inc.

915 Blue Gentian Road, Ste. 11
Eagan, MN 55121
651-842-8600 • coolclean.com
Private, 30 employees, founded 2001
Contact: Jon Wikstrom, president and CEO
E-mail: jon.wikstrom@coolclean.com
Nature of business: Has more than 80 patents in many methods and applications of carbon dioxide-based cleaning, extraction, and cooling of various substrates; technology enables environmentally friendly extraction of lipids and oil from bio-based feedstocks

Corn Plus

711 6th Ave. SE
Winnebago, MN 56098
507-893-4747 • cornplusethanol.com
Cooperative, 45 employees, founded 1993
Contact: Matt Rynearson, plant manager
E-mail: mrynearson@cornplusethanol.com
Annual revenue range: \$5 million to \$25 million
Nature of business: Produces 42 million gallons of ethanol per year

Denco II, LLC

227 S County Road 22
Morris, MN 56267
320-589-2931 • dencollc.com

Private, 30 employees, founded 2010

Contact: Mick Miller, general manager

E-mail: jonna@dencollc.com

Nature of business: Produces 25 million gallons of ethanol per year

Eagle Bio-Fuels, LLC

22814 E County Road 8
Plainview, MN 55964
877-952-7480 • eaglebio-fuels.com

Private, 8 employees, founded 2006

Contact: Susan Kruger, CEO

E-mail: sue@eaglebio-fuels.com

Nature of business: Produces and delivers wood pellets and corn and biomass fuels for heating and animal bedding; transports raw and end-product biomass

Earthtech Energy, Inc.

4237 24th Ave. S
Minneapolis, MN 55406
612-743-9157 • earthtechenergy.com

Private, employees NP, founded 2004

Contact: Marion Mast, president and CEO

E-mail: marion_mast@earthtechenergy.com

Nature of business: Provides formulation and densification strategies for bio-based agricultural co-products, crop residues, and other dedicated energy crops for thermal energy applications

Easy Energy Systems, Inc.

102 Mill St.
Welcome, MN 56181
507-728-8214 • easyenergysystems.com

Private, employees NP, founded 2006

Contact: Jayden Grupe, assistant operations manager

E-mail: jgrupe@easy-automation.com

Nature of business: Produces a modular ethanol production system that is fully self-contained, automatic, pre-built in a factory, and can be shipped anywhere in the world

Ecolab, Inc.

370 Wabasha St. N
St. Paul, MN 55102
651-293-2233 • ecolab.com

Public, 26,000 employees, founded 1923

Contact: Angela Busch, vice president of corporate development

E-mail: angela.busch@ecolab.com

Annual revenue range: More than \$100 million

Nature of business: Develops and markets cleaning, sanitizing, food safety, and infection prevention products and services; delivers comprehensive programs and services to the foodservice, food and beverage processing, health care, and hospitality markets in more than 160 countries

Entegris, Inc.

101 Peavey Road
Chaska, MN 55318
952-556-3131 • entegris.com

Public, 200 employees, founded 1966

Contact: Dave Kemkes, business development manager

E-mail: dave_kemkes@entegris.com

Annual revenue range: More than \$100 million
Nature of business: Specializes in chemical delivery, process monitoring, and materials science; purifies and protects critical materials through

offerings, including gas and liquid filters and purifiers, fluid-handling components, and sensing and control devices to reduce maintenance downtime and ensure the integrity of chemicals

Ever Cat Fuels, LLC

617 Pierce St.
Anoka, MN 55303
763-421-1072 • evercatfuels.com

Private, employees NP, founded 2007

Contact: Steven Rupp, vice president

E-mail: stevenrupp@mcgyan.com

Nature of business: Produces biodiesel fuel using the patent-pending Mcgyan Process that is sold and licensed by Mcgyan Biodiesel, LLC

Fibrominn, LLC

900 Industry Dr.; P.O. Box 265
Benson, MN 56215
320-843-9013 • fibrowattusa.com

Private, employees NP, founded 2000

Contact: Becky Teague, receptionist and international development assistant

E-mail: becky.teague@fibrowattusa.com

Nature of business: Provides services to the poultry industry—including an alternative litter management strategy for poultry growers

Free Source Energies, LLC

203 Industrial Dr.; P.O. Box 122
Redwood Falls, MN 56283
507-644-2340 • freesourceenergies.com

Private, 2 employees, founded 2006

Contact: Lynette Zaske, public relations coordinator

E-mail: lynette@freesourceenergies.com

Nature of business: Manufactures and sells geothermal heating and cooling solutions for residential and commercial structures

GeoSystems, LLC

7750 Meridian Cir., Ste. 120
Maple Grove, MN 55369
763-582-1400 • geosystemsgph.com

Private, 87 employees, founded 1986

Contact: John McGaughey, national sales manager

E-mail: jmccaughey@geosystemsgph.com

Nature of business: Manufactures geothermal heat pumps

Granite Falls Energy, LLC

15045 Hwy. 23 SW; P.O. Box 216
Granite Falls, MN 56241
320-564-3100 • granitfallsenergy.com

Private, 35 employees, founded 2000

Contact: Tracey Olson, general manager and CEO

E-mail: toolson@granitfallsenergy.com

Nature of business: Owns and operates plant that produces 50 million gallons of ethanol per year

Heartland Corn Products

53331 Hwy. 19
Winthrop, MN 55396
507-647-5000 • No Web site

Cooperative, 50 employees, founded 1995

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million
Nature of business: Produces 99 million gallons of ethanol and 280,000 tons of distillers grains from corn per year

Heron Lake BioEnergy, LLC

91246 390th Ave.
Heron Lake, MN 56137
507-793-0077 • heronlakebioenergy.com

Private, 50 employees, founded 2005

Contact: Robert Ferguson, CEO

E-mail: bobf@heronlakebioenergy.com

Nature of business: Produces 50 million gallons of ethanol per year

Highwater Ethanol, LLC

24500 U.S. Hwy. 14; P.O. Box 96
Lamberton, MN 56152
507-752-6160 • highwaterethanol.com

Private, 40 employees, founded 2006

Contact: Brian Kletscher, CEO

E-mail: brian.kletscher@highwaterethanol.com

Nature of business: Operates a dry mill corn-processing ethanol plant that produces 50 million gallons per year

IDEX Health & Science, LLC

2685 Patton Road
Roseville, MN 55113
651-604-9301 • idex-hs.com

Public, 5,813 employees (including parent company), founded 1987 (parent company)

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million
Nature of business: Designs and manufactures original equipment manufacturer liquid subassemblies, gas management systems, and precision components for markets that require highly precise control of liquids or gases

Invenery Cannon Falls

525 N Park Dr.
Cannon Falls, MN 55009
507-269-4600 • inveneryllc.com

Private, employees NP, founded 2001

Contact: Bryan Schueler, vice president of business development

E-mail: Not provided

Nature of business: Operates a thermal peaking energy plant that is fueled by natural gas and has the capacity to produce 350 megawatts of electricity per year

Midwest Biogas, LLC

558 3rd St.
Gaylord, MN 55334
507-351-2714 • midwestbiogas.com

Private, 2 employees, founded 2009

Contact: Nick Nelson, president

E-mail: nickn@midwestbiogas.com

Nature of business: Owns, develops, and operates centralized anaerobic digestion facilities; is developing combined heat and power and compressed natural gas-based fueling stations

Minnesota Soybean Processors

121 Zeh Ave.
Brewster, MN 56119
507-842-6677 • mnsoy.com

Cooperative, 80 employees, founded 2003

Contact: Ron Marr, merchandiser

E-mail: ronmarr@hickorytech.net

Annual revenue range: More than \$100 million
Nature of business: Specializes in soybean processing and biodiesel production

NatureWorks, LLC

15305 Minnetonka Blvd.
Minnetonka, MN 55345
952-742-0400 • natureworkslc.com

Private, 50 employees, founded 1997
Contact: Bill Suehr, chief operating officer

E-mail: bill_suehr@natureworkslc.com

Nature of business: Manufactures bio-based polymers for commercial applications in the areas of fiber and nonwovens, films, extruded and thermoformed containers, and extrusion and emulsion coatings

NewBio E-Systems, Inc.

7679 Washington Ave. S
Edina, MN 55439
952-476-6194 • newbio.com

Private, employees NP, founded 1997

Contact: Michael Gratz, CEO and president

E-mail: mgratz@newbio.com

Nature of business: Manufactures anaerobic digestion systems that convert solid and liquid residuals from food products and biofuels into methane gas; systems are used in the food and beverage industries

NewWater, LLC

3310 Nicollet Ave., Ste. 403
Minneapolis, MN 55408
612-756-4452 • getnewwater.com

Private, employees NP, founded 2009

Contact: Joe Mullenbach, CEO

E-mail: jmullenbach@getnewwater.com

Nature of business: Creates bio-based filtration systems for drinking water applications

Northern Technologies International Corporation

4201 Woodland Road
Circle Pines, MN 55014
763-225-6600 • ntic.com

Public, 50 employees, founded 1975

Contact: Patrick Lynch, CEO

E-mail: gplynch@ntic.com

Annual revenue range: \$5 million to \$25 million

Nature of business: Specializes in material science applications in bio-based resins, compostable plastics, corrosion inhibitors, and plastic-to-fuel processing systems

Novus Energy

805 Mainstreet
Hopkins, MN 55343
952-224-0405 • novus-energy.com

Private, 5 employees, founded 2004

Contact: Ann Lagorio, business manager

E-mail: ann@novus-energy.com

Nature of business: Developed a patented technology that converts non-food agricultural waste into green bio-gas, organic fertilizer, and clean grey water

Otter Tail Ag Enterprises, LLC

24096 170th Ave.
Fergus Falls, MN 56537
218-998-4301 • ottertail ethanol.com

Private, employees NP, founded 2005

Contact: Anthony Hicks, CEO

E-mail: ahicks@otaellc.com

Nature of business: Produces 55 million gallons of ethanol per year

PhibroChem Ethanol Performance Group

1000 Westgate Dr., Ste. 144
St. Paul, MN 55114
877-737-9663 • ethanolperformancegroup.com

Private, 900 employees (including parent company), founded 1947 (parent company)

Contact: Not provided

E-mail: inquiry@pahc.com

Nature of business: Develops and markets products that optimize the fermentation of alcohol during ethanol production

Poet Biorefining

(four Minnesota locations; no local headquarters)
4615 N Lewis Ave.
Sioux Falls, SD 57104
605-965-2200 • poet.com

Private, 1,500 employees, founded 1987

Contact: Rebecca Sevensen, director of marketing

E-mail: info@poet.com

Nature of business: Produces 1.7 billion gallons of ethanol per year and co-products, including 9 billion pounds of high-protein animal feed

Polymer Energy, LLC

4201 Woodland Road
Circle Pines, MN 55014
763-225-6600 • polymerenergy.com

Public, 65 employees, founded 2000

Contact: Kathy Radosevich, vice president

E-mail: Not provided

Annual revenue range: \$1 to \$1 million

Nature of business: Created the Polymer Energy system, which uses a process called catalytic pyrolysis to efficiently convert plastics to crude oil; the system provides an integrated plastic waste processing system that offers an alternative to landfill disposal, incineration, and recycling

Receptors, LLC

1107 Hazeltine Blvd., Ste. 510 / MD 57
Chaska, MN 55318
952-448-4337 • receptorsllc.com

Private, 7 employees, founded 2002

Contact: Robert Carlson, president and chief science officer

E-mail: info@receptorsllc.com

Nature of business: Develops and commercializes artificial receptor products for proteomics research, pharmaceutical development, bioterrorism and emerging disease defense, and veterinary and clinical diagnostics

Rushford Hypersonic, LLC

1000 Technology Dr.
Rushford, MN 55971
507-864-4773 • rushhypersonic.com

Private, 12 employees, founded 2007

Contact: Daniel Fox, president and CEO

E-mail: daniel.fox@rushhypersonic.com

Nature of business: Produces state-of-the-art hypersonic plasma particle deposition (HPPD) thin-film nanocoatings for tooling, mechanical, and medical applications

Segetis, Inc.

680 Mendelssohn Ave.
Golden Valley, MN 55427
763-795-7200 • segetis.com

Private, 25 employees, founded 2007

Contact: Brian Tockman, director of strategic sourcing

E-mail: info@segetis.com

Nature of business: Offers new chemical products and plastics made from renewable biomass feedstocks instead of fossil fuels

StarchTech, Inc.

720 Florida Ave. S
Golden Valley, MN 55426
763-545-5400 • starchtech.com

Private, employees NP, founded 1996

Contact: Ed Boehmer, CEO

E-mail: sti@starchtech.com

Nature of business: Develops and commercializes environmentally friendly products, including biodegradable peanuts and other packing materials, using starch-based technology

SunRise Agra Fuels, LLC

956 S 4th St.
Bird Island, MN 55310
612-708-0361 • sunriseagrafuels.com

Private, 3 employees, founded 2006

Contact: David Fiebelkorn, CEO and chairman

E-mail: trkorn13@yahoo.com

Nature of business: Manufactures biomass fuel heating pellets out of agricultural and forestry residues

U.S. Water Services

12270 43rd St. NE
St. Michael, MN 55376
866-663-7632 • uswaterservices.com

Private, 150 employees, founded 1975

Contact: Karen Danielson, communications manager

E-mail: info@uswaterservices.com

Nature of business: Water treatment company that provides integrated solutions combining engineering, equipment, chemicals, and services; helps find solutions for challenging water, energy, and compliance problems

Valero Renewable Fuels Company, LLC

1444 120th St.
Welcome, MN 56181
507-728-4000 • valero.com

Public, 20,000 employees, founded 1980

Contact: Not provided

E-mail: Not provided

Annual revenue range: More than \$100 million

Nature of business: Ethanol producer; the company's 10 ethanol plants have a combined capability to produce 1.1 billion gallons of ethanol per year; its Welcome plant has a capacity of 110 million gallons per year

PROVIDERS OF EXPERTISE

TwinCities
BUSINESS
tcbmag.com

These companies offer services and products to the biosciences industry. Visit TCBmag.com for a searchable online database containing the Minnesota Biosciences Directory.

BIOSCIENCE

LAKE REGION MEDICAL

340 Lake Hazeltine Drive
Chaska, MN 55318

www.lakeregionmedical.com

Ron Von Wald, Global Marketing Director
952-448-5111 | rvonwald@lakergn.com

Patented diagnostic and interventional devices marketed by multiple customers under several brands. Categories include: guidewires for cardiology; peripheral, neurological, endoscopic and urological procedures; distal protection devices; devices delivering energy to restore blood flow in occluded vessels; and devices used in cardiac biopsy.

BIOSCIENCE

MINNETRONIX

1635 Energy Park Drive
St. Paul, MN 55108

www.minnetronix.com

Richard Nazarian, CEO
651-917-4060 | info@minnetronix.com

Expertise: Minnetronix provides award-winning product design, development and manufacturing services to the medical and life science marketplaces. Minnetronix also offers remote medical device monitoring and intelligence via the Cognita™ System; a data-gathering system that translates real-time information into actionable business intelligence. ISO 13485 certified and FDA registered.

MARKETING

MVP MARKETING + DESIGN, INC.

111 Third Avenue South, Suite 230
Minneapolis, MN 55401

www.mvpdesign.com

www.mvpsocialnetworking.com

Dick Weinrib, MBA, President
612-332-8939 | Info@mvpdesign.com

Est. 1985, MVP applies marketing know-how and design ingenuity to solve business problems. Medical Device and Life Science companies, including Medtronic, 3M Medical, Empi, Minnetronix and Formacoat, among others, have relied on MVP for branding, websites/social media and marketing communications. More creative and responsive than larger agencies and more technologically adept and diverse than smaller ones, our results-oriented approach sets MVP—and our clients—apart.



Scan this code on your smart phone today.
Upload a reader at get.neoreader.com

LEGAL

BRIGGS AND MORGAN, PROFESSIONAL ASSOCIATION

2200 IDS Center, 80 South 8th Street
Minneapolis, MN 55402

www.briggs.com

Steve Kozachok
612-977-8792 | skozachok@briggs.com

With more than 185 attorneys, Briggs and Morgan provides a full suite of legal services to companies of all sizes, from startups to multinational corporations. We assist our clients with matters including debt and equity financing, intellectual property protection, mergers and acquisitions, supply and distribution arrangements, joint ventures, licensing, securities, corporate governance, tax, product liability and litigation. We have an entire practice group focused on the unique issues facing life science companies like yours.



Your Trusted Resource for What's Next in Medical Product Design and Manufacturing

Medical Design & Manufacturing® **MD&M** **MINNEAPOLIS**

Exposition: November 2–3, 2011

Conference: November 1–3, 2011

Minneapolis Convention Center • Minneapolis, MN



Meet hundreds of knowledgeable suppliers with fresh ideas and new technologies to innovate your product, improve quality, and reduce time to market.

- Assembly/Automation and Manufacturing Equipment
 - Cleanroom and Sterilization
 - CNC Machine Tools and Lasers
 - Contract Manufacturing and Outsourcing Services
 - Design Services
 - Electronic Components, Subassemblies, and Services
 - Medical-Grade Materials for Every Application
 - Motors, Pumps, and Motion Control
 - Packaging, Labeling, and Bar Coding
 - Precision Plastic and Metal Components
 - Process Systems and Controls
 - Testing, Inspection, QA/QC Products and Services
- ...and more!*

For information on attending or exhibiting, please visit **MDMminn.com**

Promo Code: AC

Produced and managed by UBM Canon • 11444 W. Olympic Blvd. • Los Angeles, CA 90064 • Tel: 310/445-4200 • Fax: 310/996-9499

LINDQUIST

LINDQUIST + VENNUM



Grow strong.

When it comes to life sciences, there are countless intricate details—both in your product and in the way you run your business. For four decades, Lindquist & Venum has been instrumental in fostering growth in the life sciences and healthcare industries. Our clients include leaders in medical device manufacturing, biotech, pharmaceutical manufacturing, health benefits, and healthcare. Whether your company is a startup, at the venture stage, or in the prime of life, you need industry-wise legal counsel. Don't risk the health of your organization—partner with a law firm that knows the ins and outs of what you do.

Minneapolis

Denver

lindquist.com