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WELCOME
TO THE
MINNESOTA
WORLD
TRADE
CENTER

MINNESOTA

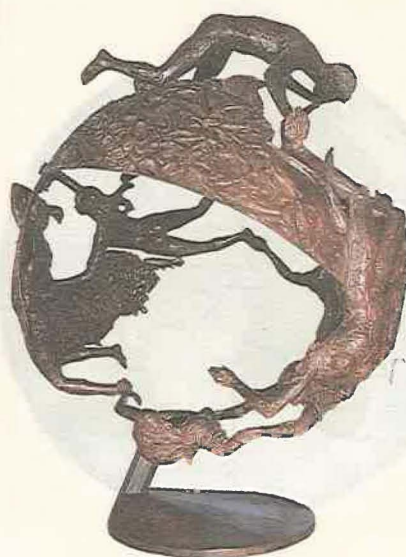


WORLD TRADE
CENTER

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varieties of fish
are represented
Properties Inc.
celebrate the
World Trade
Anthroposphere
stands 14 floors
pounds. The site
clay and calcium



Created by Paul T. Granlund
Sculptor In-Residence
Gustavus Adolphus College
St. Peter, Minnesota

Anthrosphere celebrates the interdependence of people in peace. Each of the seven figures symbolizes a continent. Connecting panels represent oceans - the Atlantic, the Indian and the Pacific, which is geometrically defined by the intersection of the equator and the international date line. Eighty varieties of fish, shellfish and sea mammals are represented. BCE Development Properties Inc. commissioned this work to celebrate the opening of the Minnesota World Trade Center in September, 1987. Anthrosphere is a 12-foot sphere which stands 14 feet high and weighs 4600 pounds. The sculpture was first modeled in clay and cast in bronze in 80 sections.

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Dominating the downtown Saint Paul skyline, Minnesota's 37 story, \$130 million World Trade Center has brought citizens, business and government together in a

remarkably effective partnership that is helping our state lead the nation in growth of international trade.

Minnesota has always been a world trading center. In frontier days, trappers, loggers and merchants sent their goods down the Mississippi River and on to the world through the Port of New Orleans. Eventually Duluth became the world's largest inland port, thanks to great volumes of farm products and iron ore shipped across the Great Lakes and up the Saint Lawrence Seaway.

By the early 1980s, Minnesota's food, agriculture, high technology, medicine and manufacturing had combined to produce one of the nation's most successful and diverse state economies. But Governor Rudy Perpich, legislators and business leaders were convinced that regional, and even national markets were no longer enough. In order to assure long-term job and economic growth, Minnesota needed to set its sights on the world. The state required an international focal point—a World Trade Center that would bring government trade and export programs together under one roof with private firms specializing in the numerous goods and services required for success in the global marketplace. Moreover, they envisioned an international conference facility within the World Trade Center—a business, social and educational meeting place for the global community in America's Upper Midwest, complete with state-of-the-art audio, video and satellite telecommunications.

In 1983, Governor Perpich traveled to Melbourne, Australia for the General Assembly of the World Trade Centers Association. There, he secured approval from the WTCA Board for Minnesota to establish a World Trade Center and thus join the largest and most successful international business services network in the world, with over 230 similar Centers in some 60 nations.

After intense competition throughout the Twin Cities, Saint Paul was chosen as the site of the Minnesota World Trade Center and the building contract was awarded to Oxford Development, later to become BCE Development Properties Inc. In return for ownership and World Trade Center designation of the building, BCED agreed to provide the state with two floors of space in the building, a \$1 million buildout allowance, telecommunications rights and a

World Trade Center Club. To manage the state's assets and interests in the World Trade Center building, the legislature created the Minnesota World Trade Center Corporation.

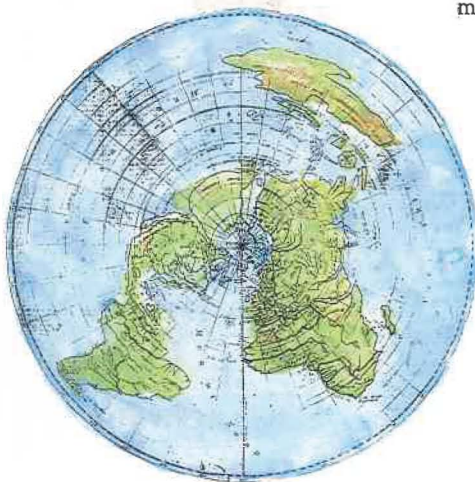
The Corporation operates the World Trade Conference Center, provides a wide range of international business, educational and cultural services and promotes participation through a fast-growing Association of Members. The Corporation's 15 member board is divided among directors appointed by the Governor, the legislature, and those elected by the Minnesota World Trade Center Association. Open since 1987, the Minnesota World Trade Center has grown quickly. The Minnesota Trade Office now occupies the building's 10th floor, supplying small and medium-sized companies with an integral part of the Center's total service package, including:

- Export education and training.
- One on one counseling on such fundamentals as product packaging, licensing requirements and the use of trade labels.
- Help in promoting Minnesota products internationally.
- A network of foreign offices.
- The Minnesota Export Finance Authority.
- The new Minnesota Trade Office International Library.

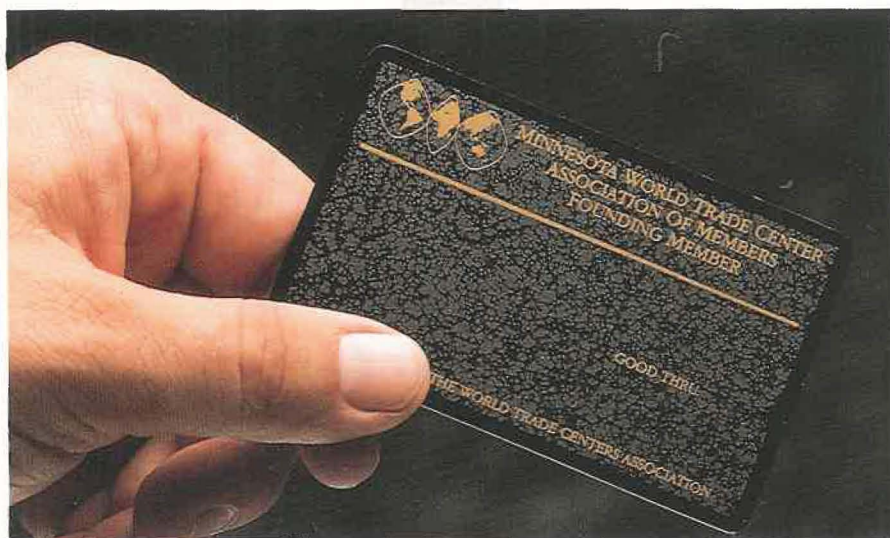
Besides a long list of private companies with an international focus, the World Trade Center houses the Greater Metropolitan Foreign Trade Zone.

Meanwhile, the Minnesota World Trade Conference Center celebrated its first year of operation (1989) by sponsoring over 200 international business, social and educational programs for some 10,000 business people. At the building's top, a spectacular Minnesota World Trade Center Club is planned that will serve fine cuisine and offer special international programming from a "windows on the world" view of the Twin Cities.

While the Minnesota World Trade Center continues to exceed the expectations of its founders, it has also become a model of success for other new and growing Trade Centers around the globe. In choosing Saint Paul as the site of the 1990 General Assembly, the World Trade Centers Association Board gave Minnesota the singular honor of ushering in the WTCA's "Decade of Quality in Trade." At Minnesota's current rate of trade growth, by 1995 the state will double both the number of jobs attributable to exports (120,000 to 240,000) and the dollar value of those exports (\$5.5 to \$11 billion). And the Minnesota World Trade Center, like world trade itself, will become an even more valuable resource during the 1990s and on into the future.



YOUR TICKET TO THE WORLD— THE MINNESOTA WORLD TRADE CENTER ASSOCIATION OF MEMBERS



The Minnesota World Trade Center Association gives business and community leaders, educators and citizens from all walks of life the opportunity to help fulfill the global mission of the World Trade Centers Association—to promote "peace and prosperity through trade and understanding."

For an annual dues investment, Minnesota World Trade Center Association members receive a wide range of important and valuable special services:

Access to the Resources and Services of the World Trade Centers Association—The World's Largest and Most Prestigious International Business Network.

Headquartered at the New York World Trade Center, the WTCA brings together over 230 World Trade Centers—an estimated 500,000 businesses, citizens, government leaders and traders in a shared network of high technology communications and reciprocal services. Simply put, when you become a Minnesota World Trade Center member, you join all World Trade Centers and gain offices in Moscow, Paris, Beijing, Hong Kong, London—literally every major city and trading region of the world.

Immediate Worldwide Recognition and Service

Just present your Minnesota World Trade Center Association membership card at any World

Trade Center. You will be warmly welcomed, given access to every necessary business service and invited to dine and relax in the ambiance of your host's World Trade Center club.

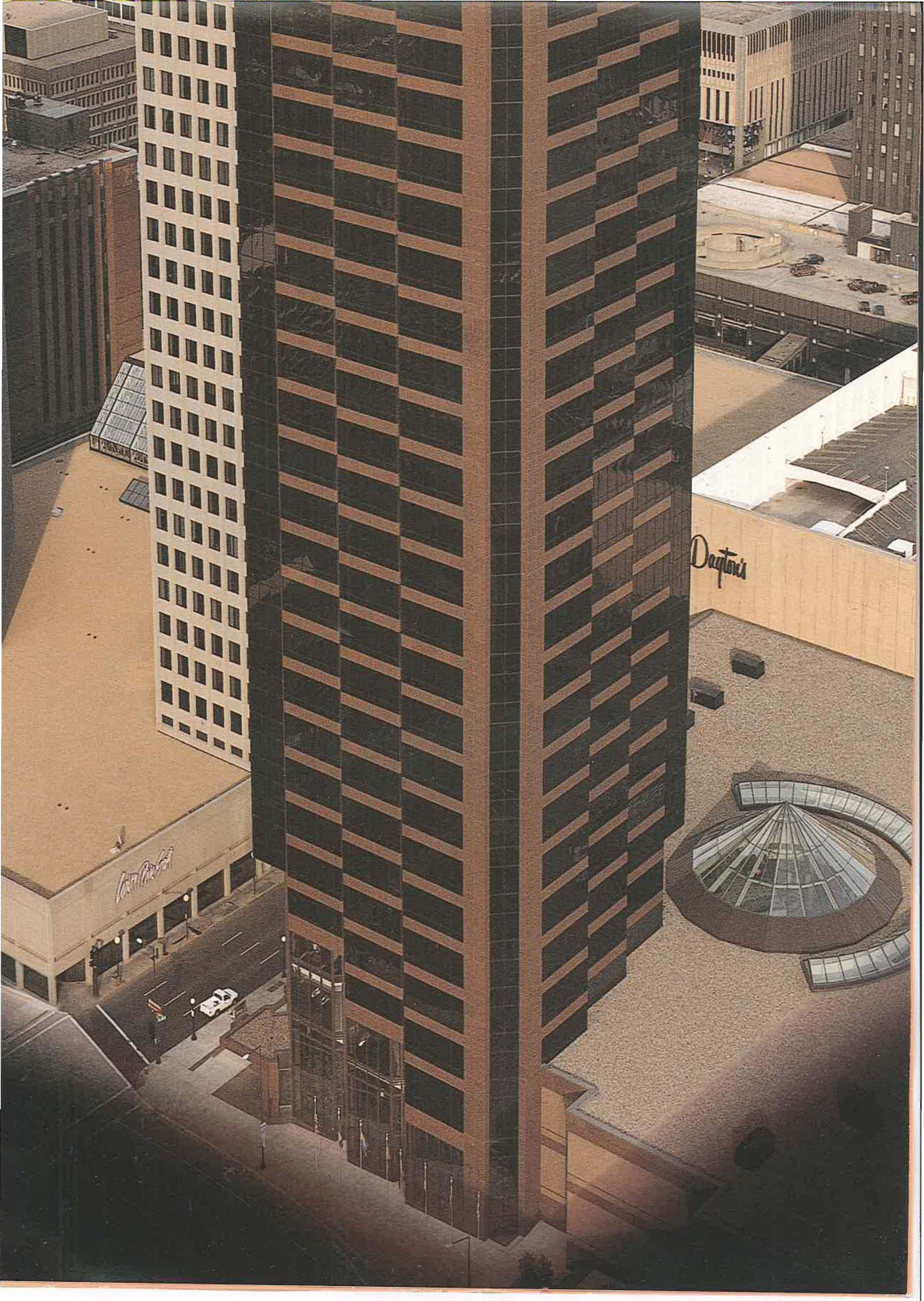
An Opportunity To Reduce Your Pre-tax Liability on Export Sales by 15 Percent

The Minnesota World Trade Center is part of a nationwide Shared Foreign Sales Corporation organized by the World Trade Centers Association for its U.S. members. The Shared FSC is an offshoot of the FSC legislation enacted in 1984 to provide a GATT-compatible subsidy to U.S. exporters. Under the law, an exporter can obtain a 15 percent exemption on pre-tax income by using an FSC. This is equivalent to an increase of approximately 8 percent on export-related after tax margins. The World Trade Center program is geared to small to medium-sized corporations unlikely to have the time and resources necessary to wade through complicated IRS regulations.

MINNESOTA'S COMMITMENT TO WORLD TRADE IS SYMBOLIZED BY THE POWERFULLY DISTINCTIVE ARCHITECTURE OF THE WORLD TRADE CENTER BUILDING

Generating some 500 construction jobs, 250 retail jobs and bringing together over 2,000 office jobs, the Minnesota World Trade Center has accelerated the downtown revitalization that helped prompt the National Conference of Mayors to label Saint Paul as one of America's most livable cities. Since 1983, when membership in the World Trade Centers Association was secured and the Minnesota Trade Office and Minnesota Export Finance Authority were established, the state has jumped from 22nd to 14th in the nation in total exports. During that same period, the number of foreign visitors to our state has increased fourfold, to over 400,000 each year. Almost without exception, their principal stopping place is the Minnesota World Trade Center. At Minnesota's current rate of growth, the state will, by 1995, double both the number of jobs attributable to exports (120,000 to 240,000) and the dollar value of those exports (\$5.5 to \$11 billion).





THE WORLD TRADE CONFERENCE CENTER — SIMPLY INCOMPARABLE



From the moment you enter the World Trade Conference Center, you are struck by the harmony of architecture, technology and personal service which immediately set the stage for your meeting.

The Minnesota World Trade Conference Center is more than a meeting place. It is the business, educational and social focal point of the global community in America's Upper Midwest.

Open since early 1989, the Center hosted over 200 international events during its first year of operation, at the same time establishing itself as Minnesota's premier business conference center. From multinational corporations to smaller companies just beginning to explore the global marketplace, business people use the convenience, comfort, and high-technology of the World Trade Conference Center to help generate new jobs for Minnesota.

While members of the Minnesota World Trade Center Association receive priority reservations and a discount, the Conference Center is available to the public, offering complete meeting packages for a single, all inclusive competitive rate. Our professional conference services staff will assist in carefully planning every detail of your meetings of groups from 2 to 200.

Services Include:

- Two-way, interactive international and domestic televideo conferencing.
- Pre-conference planning and coordination.
- Free parking for everyone in your group.
- Distinct meeting rooms and dedicated meeting space, all equipped with meeting supplies.
- Exceptional cuisine and continuous beverage service.
- Conference support services including typing, telex, photocopying, fax, telephone messaging and free local telephone service.

*In addition to dining facilities and
several perfectly appointed smaller meeting rooms,
the Minnesota World Trade Conference Center incorporates:*

THE EXECUTIVE BOARDROOM



High technology video, sound and lighting blend with elegantly understated design to help up to 24 people focus wholly and comfortably on the business at hand. A touch-tone panel built right into the

25-foot custom made table permits the moderator to control every aspect of the meeting (except the discussion, of course!)

THE PRESENTATION ROOM



An equally comfortable but more intimate space, this symmetrically balanced octagonal room offers diverse configurations for groups of 15 to 50. High technology sound and lighting, rear-screen

projection, wireless microphones, fully automated remote-control systems and a touch-control podium help to bring everyone closer together.

THE STUDIO THEATER

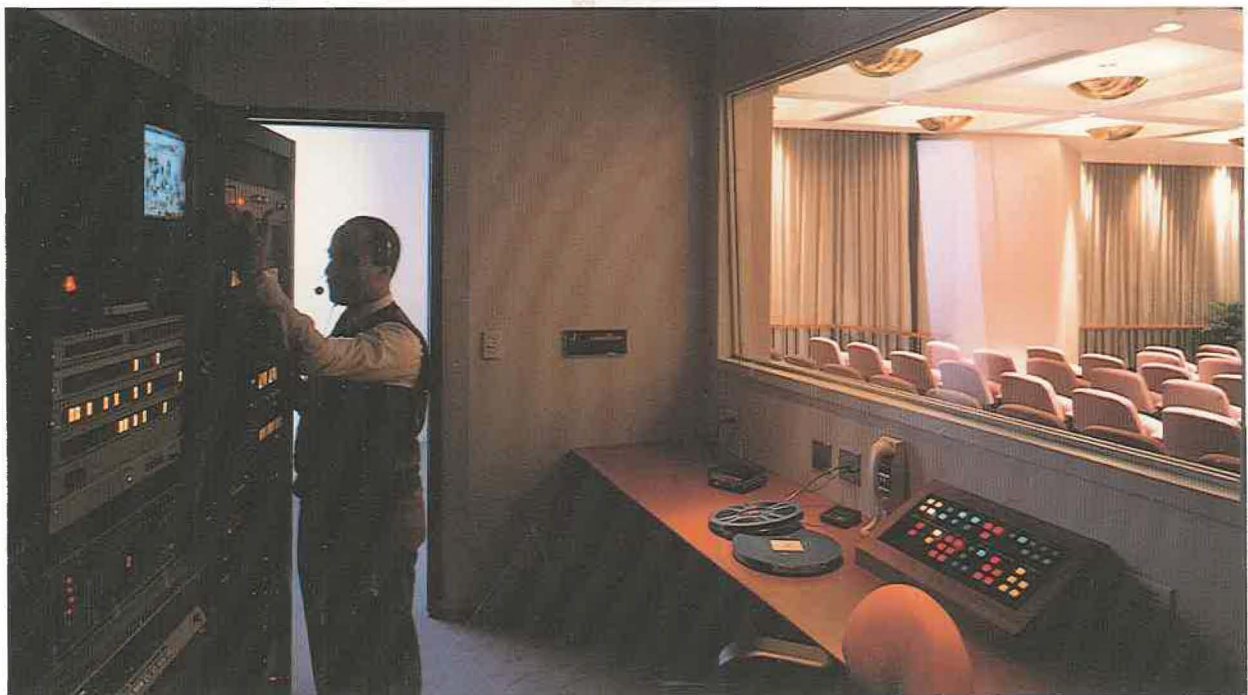


This setting assures the undivided attention and total comfort of up to 125 participants.

With the touch of a button on the customized podium, the blinds quietly close, the lights dim, and your presentation appears on a 16-foot screen. Advanced acoustical design combines with optional sound recording, front and rear screen projection

formats and a permanent simultaneous interpretation system to assure flawless communications.

Two-way, live, interactive video teleconferencing is available via the Minnesota World Trade Center Corporation's permanent satellite telecommunications system.



INTERNATIONAL COMMUNICATIONS:
NEVER FASTER, NEVER SIMPLER,
NEVER MORE EFFECTIVE THAN AT THE
MINNESOTA WORLD TRADE CENTER



We live and work in a global economy, with clients and colleagues often scattered across oceans, nations and continents. Site of the first-ever live interactive televideo teleconference between North America and the People's Republic of China, the Minnesota World Trade Conference Center offers face-to-face satellite telecommunications through a permanent broadcasting station.

Complementing an extraordinary audio and visual presentation system, the satellite-conference center hook-up can mean huge savings in company time and travel costs.

Using new production studios on the building's 5th floor or meeting rooms in the Conference Center, you can connect with others located at single or multiple sites throughout Minnesota, North America, Europe, Asia, Latin America and the Pacific Rim—without passports, plane reservations, hotels, taxis or jet lag. All meeting rooms are equipped to broadcast and receive two-way televideo satellite communications. Specialized programming can be

delivered throughout Greater Minnesota under a joint venture involving the World Trade Center, St. Paul Technical College and the Minnesota State Board of Technical Colleges. Worldwide communication is accomplished in cooperation with the global network of World Trade Centers and teleports. So whether you wish to speak face to face with your international offices or simply communicate to the next room, the World Trade Conference Center provides the equipment and technical expertise necessary to help assure the most successful meeting you have ever had.

IF YOU WOULD LIKE MORE INFORMATION

ABOUT THE MINNESOTA WORLD TRADE CENTER ASSOCIATION OF MEMBERS
OR THE WORLD TRADE CONFERENCE CENTER,
PLEASE CONTACT:

Minnesota World Trade Center Corporation
400 Minnesota World Trade Center
30 East Seventh Street
Saint Paul, Minnesota 55101 U.S.A.

Telephone: 612/297-1580
Telex: 9102500382 (MNWRLDTRADE UD)
Fax: 612/297-4812
NETWORK: WTCMN

ABOUT THE MINNESOTA TRADE OFFICE,
PLEASE CONTACT:

The Minnesota Trade Office
1000 Minnesota World Trade Center
30 East Seventh Street
Saint Paul, Minnesota 55101 U.S.A.

Telephone: 612/297-4222

ABOUT LOCATING YOUR COMPANY
AT THE MINNESOTA WORLD TRADE CENTER,
PLEASE CONTACT:

Brookfield Development Inc.
Minnesota World Trade Center
30 East Seventh Street
Saint Paul, Minnesota 55101 U.S.A.

Telephone: 612/291-8900