



GOVERNOR RUDY PERPICH



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NEWS RELEASE

FOR IMMEDIATE RELEASE

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MINNESOTA AND SOVIET TIES RESULT IN GORBACHEV VISIT

MINNEAPOLIS/ST. PAUL — President Mikhail Gorbachev's history-making visit to Minnesota June 3 underscores the state's longstanding and consistent relationship with the Soviet Union.

Gorbachev's visit is a result of many efforts on the part of Minnesotans, most notably the official efforts going back to 1983, when Gov. Rudy Perpich led a delegation to Moscow and Leningrad. A subsequent official visit by Perpich in 1984, and a trade mission led by David Speer, commissioner of the Department of Trade and Economic Development (DTED), in 1988, helped solidify the business and trade relationship.

Currently, more than 50 Minnesota companies, large and small, have agreements or are closing in on agreements with Soviet ministries. Dozens more seek trade opportunities in the Soviet Union. The Minnesota Trade Office, a division of DTED, expects to open a trade office in Moscow this summer, its 11th such office. Perpich plans to invite a Soviet trade official to work out of the Minnesota Trade Office in St. Paul.

MORE

Several of Minnesota's major companies, such as Cargill, Control Data Corp. and Honeywell, have maintained a steady course with the Soviet Union for more than two decades, while other multinationals chose to distance themselves from the Soviet leadership on political grounds.

Minnesota's longstanding connection with the Soviet Union is much broader than business and trade, however. Minnesotans offered the strongest response of any region in the country following the Armenia earthquake during December of 1988, contributing 75 tons of clothing and blankets and \$130,000 in cash.

In 1988 and 1989, Minnesota explorers Will Steger and Paul Schurke made history by leading separate expeditions through Soviet provinces, each with Soviet partners as expedition co-leaders.

Citizen diplomats in the port city of Duluth and in Minneapolis/St. Paul have established active sister-city relationships with citizens in the Soviet cities of Petrozavodsk and Novosibirsk. The Soviet way of life has become a lot less strange to all Minnesotans through the efforts of Minnesota students and educational, cultural and sports leaders that have participated in sister-city exchange programs. Conversely, Minnesotans have shared their way of life with Soviet school children, doctors, professors, journalists and artists.

CONNECT/US-USSR, Minnesota's preeminent non-profit proponent of the Minnesota-Soviet relationship, has helped business representatives and citizens from all walks of life build ties with the Soviets.

When the Soviet leadership decided it was time to pay a visit to the heartland of America, Minnesota must have emerged as a familiar partner and friend.



Biography of Governor Rudy Perpich

Governor Rudy Perpich is living proof of the value of a good education. He could not speak a word of English when he began school at the age of 5. Dedicated teachers taught him the English language and prepared him for higher education, the profession of dentistry, many years of public service and finally the governorship of the state of Minnesota.

Rudy Perpich was born in the small Minnesota mining town of Carson Lake on June 27, 1928. He graduated from Hibbing High School in 1946 and immediately served two years in the U.S. Army. Following his discharge, he attended Hibbing Junior College, where he earned an Associate of Arts degree in 1950. In 1954, he received a Doctor of Dental Surgery degree from Marquette University. Rudy Perpich and Lola Simich of Keewatin, Minnesota, were married on Sept. 4, 1954. They have two children, Rudy Jr. and Mary Sue.

Rudy Perpich served on the Hibbing Board of Education from 1956 to 1962. He was elected to the Minnesota State Senate in 1962 and re-elected in 1966. He was elected lieutenant governor of Minnesota in 1970 and re-elected to that position in 1974. He succeeded Wendell Anderson as governor in 1976, when Anderson assumed a U.S. Senate seat vacated by Vice President Walter Mondale. Rudy Perpich served as the 34th governor of Minnesota from December 1976 to January 1979. After being defeated in the 1978 gubernatorial election, he served as vice president of World Tech Inc., a subsidiary of Control Data Corp., from January 1979 to May 1982, when he resigned to enter the Democratic-Farmer-Labor Party primary for governor of Minnesota. He won the primary and was elected governor in the November 1982 general election. He was inaugurated as the 36th governor of Minnesota in January 1983. He was re-elected in November 1986.

Improved trading relationships and business development have been major initiatives for Governor Perpich. The creation of the Minnesota Trade Office, a division of the Minnesota Department of Trade and Economic Development, in 1983 was spearheaded by Governor Perpich. With financial support from the state's business community, the Minnesota Trade Office has since established 10 foreign offices in Toronto, Canada; Brussels, Belgium; London, England; Stockholm, Sweden; Oslo, Norway; Rennes, France; Tokyo, Japan; Osaka, Japan; Taipei, Taiwan; and San Jose, Costa Rica. A Minnesota Trade Office in Moscow is scheduled to open this summer, and it is anticipated that a Soviet representative will be housed in the Minnesota Trade Office in St. Paul, as well.

A trade mission to Moscow and Leningrad in 1983, led by Governor Perpich, is believed to have set much of the groundwork for the business and cultural relationships that have occurred between Minnesota and the Soviet Union in recent years.

Minnesota Gov. Rudy Perpich Meetings With Soviet Officials

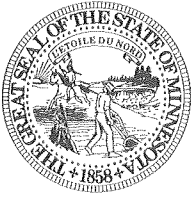
| <i>Date</i> | <i>Meeting With</i> | <i>Organization</i> | <i>Location</i> |
|-------------|---|--|-----------------|
| 8/23/83 | Mr. Perper/ Mr. Alexeev Vice Presidents | U.S.-USSR Trade Council | Moscow |
| 8/24/83 | Acad. Arbatov Director | Institute of US- Canada | Moscow |
| 8/25/83 | Mr. Sokolov Deputy Minister | RSFSR Ministry of Heat Industry | Moscow |
| 8/25/83 | Mr. Pitovranov Chairman | USSR Chamber of Commerce | Moscow |
| 8/26/83 | Mr. Runov Deputy Minister | Ministry of Agriculture | Moscow |
| 8/26/83 | Mr. Lopatin Deputy Minister | Ministry of Energy | Moscow |
| 8/26/83 | Mr. Komarov Deputy Minister | Ministry of Foreign Trade | Moscow |
| 8/29/83 | Mr. Chistyakov Director | Peat Institute | Leningrad |
| 11/28/84 | L.A. Koralyov Chief of Foreign Relations | State Committee for Television and Radio | Moscow |
| 11/28/84 | n/a | Soviet elementary schools: one for English language, one for the arts | Moscow |
| 11/28/84 | Natalia Sats Director | Moscow Children's Theatre | Moscow |
| 11/29/84 | N.V. Zinoviev Chief of the Main Administration for Trade with America and Latin America | Ministry of Foreign Trade | Moscow |
| 11/29/84 | G.Y. Skorov Deputy Director | Institute of the US-Canada | Moscow |
| 11/29/84 | Gennady Varakuta Vice Chairman | Committee of Youth Organizations of the USSR | Moscow |
| 2/89 | Ivan Indinok Mayor of Novosibirsk and delegation | Novosibirsk (St. Paul/Mpls sister city) | St. Paul, Minn. |
| 3/90 | Oleg Uralov Deputy Chairman | State Committee for Cinematography | St. Paul |
| 5/90 | Marju Lauristin Founder and member of the Supreme Soviet of the USSR | Estonian Popular Front | St. Paul |

Other Trade and Cultural Initiatives

- | | |
|-------|--|
| 12/88 | Gov. Perpich organized Armenian earthquake relief effort, 75 tons of blankets and clothes and more than \$130,000 in cash contributions. |
| 7/89 | Declaration signed recognizing Trans-Antarctica expedition led by Minnesotan Will Steger and including a representative from the Soviet Union. |
| 1/90 | Gov. Perpich lent support to bring a team of Soviet ice carvers to Minnesota for the St. Paul Winter Carnival. |

Events Since Minnesota Gov. Rudy Perpich Extended an Invitation to President Gorbachev to Visit Minnesota

| <i>Date</i> | <i>Event</i> |
|---------------|---|
| February 1990 | Gov. Perpich extended invitation to Soviet President Gorbachev to visit Minnesota and discuss trade and economic development cooperation. The invitation was hand delivered by Minnesota business leaders to Soviet Ambassador Yuriy Dubinin in Washington, D.C. |
| April 1990 | Mayor Yuri Novikov of Sverdlovsk and officials from the U.S.S.R. Press Agency jointly invited Minnesota trade officials to develop cultural and trade connections between Minnesota and the Soviet industrial heartland of Sverdlovsk. |
| May 1990 | <p>Soviet Ambassador Yuriy Dubinin informed Gov. Perpich that Soviet President Gorbachev has accepted Gov. Perpich's invitation to visit Minnesota.</p> <p>Gov. Perpich announced plans to open a Minnesota Trade Office in Moscow by summer 1990.</p> <p>Gov. Perpich announced that he will invite a Soviet representative to locate in Minnesota and work with the Minnesota Trade Office, a division of the Department of Trade and Economic Development, to further trade and economic cooperation between Minnesota and the Soviet Union.</p> <p>Minnesota businessman Robert D. Schmidt represented the state by attending the 13th annual meeting of the U.S.-U.S.S.R. Trade and Economic Development Council in Moscow. For several years Minnesota was the only state represented on the Council. Mr. Schmidt also attended the Fourth Public Health, Medical Equipment and Drugs Expo in Moscow.</p> |



STATE OF MINNESOTA

OFFICE OF THE GOVERNOR

ST. PAUL 55155

RUDY PERPICH
GOVERNOR

May 30, 1990

Dear Journalists:

Welcome to Minnesota. We are happy you are here to cover President Gorbachev's historic visit.

As you learn more about Minnesota, you will find that President Gorbachev's decision to visit Minnesota grew out of a long cultural, educational, economic and diplomatic relationship between our state and the Soviet Union. CONNECT/US-USSR, Minnesota's preeminent non-profit proponent of the Minnesota-Soviet relationship, has assisted business representatives and citizens from all walks of life build ties with the Soviets. Some of our leading companies, such as Cargill, have traded with the Soviet Union for decades. My official efforts to increase Minnesota trade with the Soviet Union began in 1983, with a trade mission to Moscow and Leningrad.

You also will find that Minnesota is poised to provide assistance to the Soviet Union with the goods and services the Soviets need to strengthen their economy. For example, our management and business service techniques will be demonstrated when Minnesota's Carlson Companies opens the Radisson Slavjanskaya Hotel and Business Center in Moscow next year.

Minnesota is a world leader in production of scientific instruments needed for advancements in all aspects of industry and consumer services. Two Minnesota firms, Honeywell and Northwest Airlines, just announced a joint agreement to integrate Soviet and U.S. satellite navigational equipment for commercial aviation. Another Minnesota company, Medtronic, announced last week that it has signed an agreement to sell \$6 million in blood oxygenators to the Soviet Union. These are just examples of the technology Minnesota can deliver.

Minnesota is at the cutting edge of computer and computer systems design and production. Minnesota headquarter firms like Control Data and Cray Research and Minnesota operations of such giants as IBM and Unisys have great potential to advance Soviet computer technology. Minnesota is also a world leader in food processing and production technology, with such firms as General Mills, International Multifoods, Hormel and Pillsbury headquartered in the state.

We want you to enjoy your stay in Minnesota. We have made every effort to provide you with facilities and materials to make your job easier. Representatives of government and business are joining together to staff the Media Center at the Metrodome and are eager to help you in any way.

During your brief stay, we hope you experience the combination of cultural sophistication, business leadership and small-town friendliness that is uniquely Minnesota. We invite you to join us in celebrating Minnesota.

Sincerely,

A large, stylized handwritten signature of Rudy Perpich in dark ink.

RUDY PERPICH
Governor

The Minnesota Economy At A Glance

1988 Population

| <i>Metropolitan Statistical Areas</i> | <i>1988 Population Estimates</i> |
|---|--|
| Minneapolis/St. Paul | 2,306,400 |
| Duluth | 200,000 |
| St. Cloud | 185,700 |
| Rochester | 102,000 |
| Moorhead | 49,700 |
| Total Metropolitan | 2,843,800 |
| Total Non-metropolitan | 1,462,700 |
| Total Minnesota | 4,306,500 |

State Rank: 21st

1989 Personal Income

| | | |
|------------|----------------|------------------|
| Total | \$77.3 billion | State Rank: 20th |
| Per Capita | \$17,746 | State Rank: 16th |

1986 Gross State Product

| | <i>Percentage Distribution</i> | |
|--|--------------------------------|----------------|
| | <i>Minnesota</i> | <i>U.S.</i> |
| Farms | 4.4% | 1.8% |
| Agricultural Services, Forestry, Fishing | 0.3 | 0.4 |
| Mining | 0.5 | 2.3 |
| Construction | 3.7 | 4.7 |
| Manufacturing | 20.9 | 19.7 |
| Transportation, Communications, Public Utilities | 9.1 | 9.3 |
| Wholesale Trade | 8.0 | 7.0 |
| Retail Trade | 9.6 | 9.7 |
| Finance, Insurance, Real Estate | 18.3 | 16.6 |
| Services | 15.4 | 16.7 |
| Federal Civilian Government | 1.1 | 2.4 |
| Federal Military | 0.2 | 1.4 |
| State and Local Government | 8.4 | 7.9 |
| Total | \$75.6 billion | \$4.2 trillion |

Employment

1989 Unemployment Rate

| | |
|-----------|------|
| Minnesota | 4.3% |
| U.S. | 5.3% |

1989 Employment 2,241,000

Economic Performance

| | <i>Percent Change</i> | |
|---|-----------------------|-------------|
| | <i>Minnesota</i> | <i>U.S.</i> |
| Gross State Product (1963-86 real growth) | 78% | 54% |
| Employment (1983-88) | 18 | 17 |
| Manufacturing Employment (1983-88) | 14 | 5 |
| Per Capita Personal Income (1983-89) | 47 | 45 |

Minnesota Fortune 500 Firms

Industrial Corporations

3M Company
 Honeywell Inc.
 General Mills Inc.
 Control Data Corporation
 Land O'Lakes Inc.
 Geo. A. Hormel and Company
 International Multifoods Corp.
 Deluxe Corp.
 Pentair Inc.
 Bemis Company Inc.
 Cray Research Inc.
 H.B. Fuller Company
 Medtronic Inc.
 Jostens Inc.
 Toro Company

Service Companies

Super Value Stores Inc.
 Nash Finch Company
 First Bank Systems Inc.
 Norwest Corporation
 St. Paul Companies Inc.
 IDS Life Insurance Co.
 Northwestern National Life Insurance Co.
 The Minnesota Mutual Life Insurance Co.
 Dayton Hudson Company
 Northwest Airlines Inc.
 Soo Line Corporation
 Northern States Power Company
 TCF Financial Corp.
 Harvest States Cooperative
 Ecolab Inc.
 Farmer's Union

Other Leading Minnesota Employers

Unisys Corporation
 Mayo Foundation
 IBM Corporation
 Carlson Companies
 Pillsbury Company
 Cargill Inc.
 Health One System
 US West

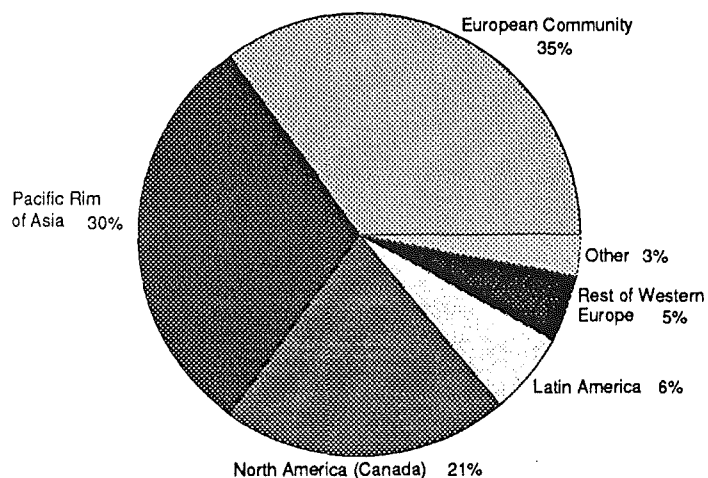
International Trade

1988 Manufactured Exports

Total \$3.9 billion State Rank: 15th
Per Capita \$916 State Rank: 12th

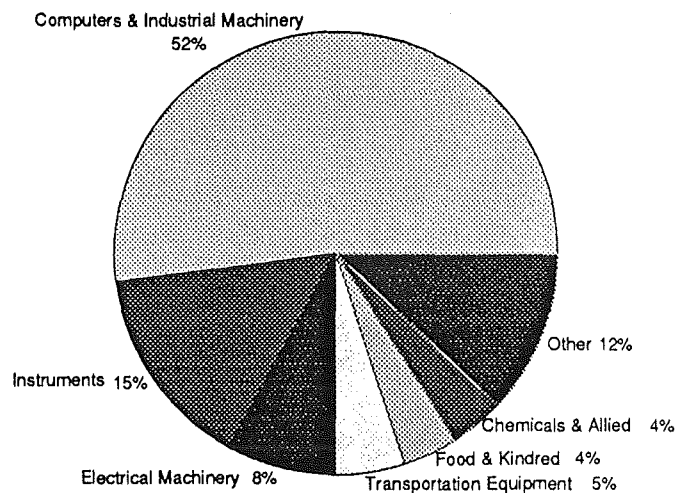
MINNESOTA MANUFACTURED EXPORTS BY REGION

(\$3.9 Billion)



MINNESOTA MANUFACTURED EXPORTS BY INDUSTRY

(\$3.9 Billion)



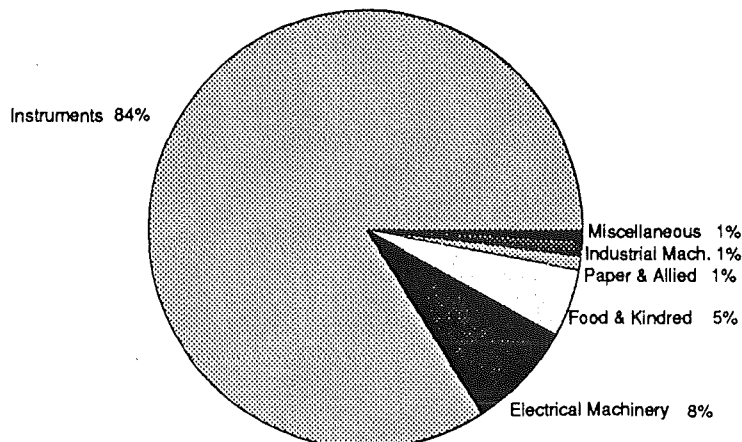
Destinations 146 countries

Top 10 Destinations

- | | | |
|-------------------|-----------------|-----------------|
| 1. Canada | 5. West Germany | 9. Australia |
| 2. Japan | 6. France | 10. South Korea |
| 3. Italy | 7. Mexico | |
| 4. United Kingdom | 8. Hong Kong | |

MINNESOTA'S MANUFACTURED EXPORTS TO THE SOVIET UNION

(\$4.9 Million)



Manufacturing

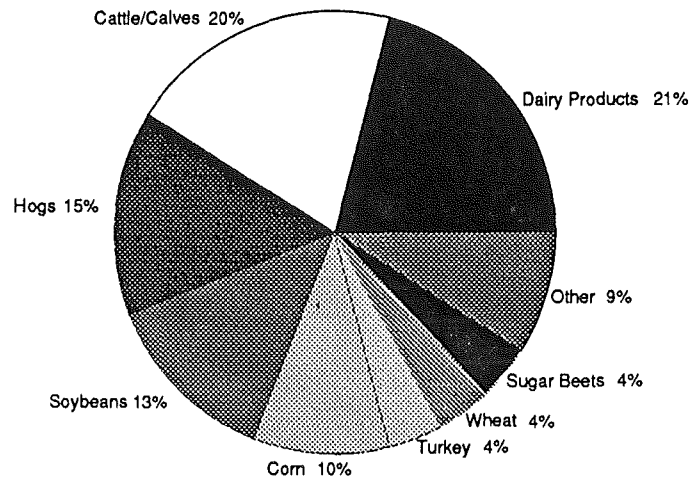
Key Manufacturing Industries

| | <i>1988 Employment</i> |
|---|----------------------------|
| <i>Computers and Industrial Machinery</i> | 85,351 |
| Including: Farm and Garden Machinery, Office and Computing Machines, and Refrigeration and Service Machinery | |
| <i>Printing and Publishing</i> | 47,733 |
| Including: Books, Blankbooks and Bookbinding | |
| <i>Food and Kindred Products</i> | 46,096 |
| Including: Dairy Products, Grain Mill Products | |
| <i>Fabricated Metal Products</i> | 34,310 |
| Including: Ordnance and Accessories | |
| <i>Paper and Allied Products</i> | 32,916 |
| Including: Miscellaneous Converted Paper Products | |
| <i>Instruments and Related Products</i> | 31,860 |
| Including: Engineering and Scientific Instruments, Measuring and Controlling Devices, Medical Instruments and Supplies, and Ophthalmic Goods | |
| <i>Electronic and Other Electric Equipment</i> | 28,961 |
| <i>Other</i> | 86,225 |
| <i>Total Manufacturing Employment</i> | 393,452 |

Mining

Minnesota produced 73 percent of the nation's iron ore in 1988. Large-scale taconite operations are near Lake Superior.

Agricultural Cash Receipts (\$4.8 Billion)



Cash Receipts in 1987
Number of Farms in 1988
Acres of farmland in 1988

\$4.8 billion
94,000
30,000,000

State Rank: 6th
State Rank: 5th
State Rank: 15th



GORBACHEV IN MINNESOTA: A VISIT TO THE AMERICAN HEARTLAND

Minnesota presents a logical American destination for President Mikhail Gorbachev, who has visited Canada previously and Washington, D.C., on two occasions, including this week's Summit.

The state offers diverse economic and cultural resources that are attractive to the Soviets. Minnesota business and government leaders have nurtured cooperative relationships with the Soviet Union for decades. And Minnesota presents a progressive example of the modern American heartland President Gorbachev has said he wants to see.

When the Soviet leader decided to travel beyond the Eastern Seaboard, he saw Minnesota as a familiar trading partner with well-developed industrial, technological, medical and agricultural resources. For example:

- > Minnesota is a well-managed state with richly diverse economic and cultural offerings that match Soviet interests.
- > Several of Minnesota's major companies, such as Cargill, Control Data and Honeywell, have maintained trading ties with the Soviet Union for more than 20 years. Other Fortune 500 companies are headquartered here as well.
- > Minnesota is a world leader in innovative health-care delivery systems as well as a pioneer in new surgical techniques.
- > Currently, more than 50 Minnesota companies, large and small, have or are negotiating agreements with Soviet ministries. Dozens more seek trade opportunities in the Soviet Union. The state expects to open a trade office in Moscow this summer, its 11th around the world.
- > President Gorbachev's visit will afford him an opportunity to see representative parts of the Twin Cities and will allow him to meet with regional leaders to discuss economic development opportunities and joint ventures that could help to bolster Soviet agriculture and industry.
- > The state has perhaps the best established private cultural, sports and other linkages with the USSR. Minnesota's outreach to the Soviet Union includes visits by some of the state's leading arts organizations, including the world-renowned Children's Theatre Company.
- > Finally, Minnesotans offered the strongest response of any state after the Armenian earthquake in 1988, contributing 75 tons of clothing and more than \$130,000 in cash.



Minnesota Facts

Our Economy and Quality of Life

Economic Climate - Overall

- *Fortune* magazine ranked the Twin Cities one of the nation's top 10 areas for business. (*Fortune*, 10/23/89)
- Minneapolis was one of 16 cities featured in a *U.S. News & World Report* cover story on "America's New Boom Towns." (*U.S. News & World Report*, 11/13/89)
- St. Paul was one of the top 10 cities featured in a *Newsweek* cover story on "Hot Cities: America's Best Places to Live and Work." (*Newsweek*, 2/6/89)
- In *The 1990 Development Report Card for the States*, the Corporation for Enterprise Development (CfED) gave Minnesota "A" marks for long-term growth capacity and state economic policies. For the third year in a row, Minnesota ranked first in its capacity for long-term growth. It ranked fourth in setting state policy that supports economic growth, 13th in economic performance, and 21st in business vitality (including an increase from 17th to fifth in business competitiveness). Of 17 subcategories in the report, Minnesota received an "A" in 11. When the ratings are averaged, Minnesota ranks sixth among the 50 states.
- A 1989 Grant Thornton study of manufacturing climates ranked Minnesota sixth. It ranked Minnesota second best in quality of life and fourth in availability and productivity of resources.
- In a study by the Committee for Economic Development titled "The New Economic Role of the American States," Minnesota was one of seven states featured as having a successful economic development program.
- The State of Minnesota ranks first in international trade support services provided to exporting businesses. (*The 1990 Development Report Card for the States*, Corporation for Enterprise Development)
- Minnesota ranks fifth in the number of large corporate headquarters per capita. (Minnesota Department of Trade and Economic Development [DTED], Policy Analysis Division)

- Eleven Minnesota companies made *Forbes* magazine's ranking of the nation's 400 largest privately held companies, including the number-one ranking Cargill. (*Forbes*, 12/11/89)
- Nine Minnesota companies made *Forbes* magazine's ranking of the nation's 200 best small companies. (*Forbes*, 11/13/89)
- Six Minnesota companies are on *Inc.* magazine's 1990 list of the 100 fastest growing companies (*Inc.*, 5/90). Minnesota has placed 63 companies on the fastest-growing list during its 12-year existence, more than all but five states. (Based on 10-year statistics published in *Inc.*, 5/88)
- Minnesota is headquarters to 31 FORTUNE 500 industrial and service companies. (Industrial list - *Fortune*, 4/23/90; Service list - *Fortune*, 6/4/90)

Minnesota Companies on the Fortune 500 List of Industrial Companies

3M Co.
 Honeywell Inc.
 General Mills Inc.
 Control Data Corp.
 Land O'Lakes Inc.
 Geo. A. Hormel & Co.
 International Multifoods Corp.
 Deluxe Corp.
 Pentair Inc.
 Bemis Co. Inc.
 Cray Research Inc.
 H.B. Fuller Co.
 Medtronic Inc.
 Jostens Inc.
 Toro Co.

Minnesota Companies on the Fortune 500 List of Service Companies

Super Valu Stores Inc.
 Harvest States Cooperatives
 Nash Finch Co.
 CENEX
 Ecolab Inc.
 Norwest Corp.
 First Bank System Inc.
 St. Paul Companies Inc.
 TCF Financial Corp.
 IDS Life Insurance Co.
 Northwestern National Life Insurance Co.
 Minnesota Mutual Life Insurance Co.
 Dayton Hudson Corp.
 NWA Inc. (Northwest Airlines)
 Soo Line Corp.
 Northern States Power Co.

Economic Climate - Contributing Factors

- In *Financial World* magazine's ranking of the best-run states, Minnesota ranked third. (*Financial World*, 4/17/90)
- Minnesota ranks sixth in number of patents issued per capita. (DTED Policy Analysis Division, 4/9/90)
- Eight Minnesota products were featured in *Fortune* magazine's article on "What America Makes Best." (*Fortune*, 3/28/88)
- Minnesota's unemployment rate is below the nation's and the region's in 10 of 11 major occupational categories. Since 1984, Minnesota's unemployment rate consistently has been 20 percent below the national average. (DTED Policy Analysis Division, 5/10/90)
- Minnesota's productivity is 9.6 percent above the national average. (DTED Policy Analysis Division, 5/4/90)
- Minnesota has the fourth highest labor participation rate in the nation. (DTED Policy Analysis Division, 4/27/90)

Industry Rankings

- Minnesota ranks third in the nation in the concentration of medical manufacturing employment. Minnesota also has the largest employment concentration of surgical, medical and dental instrument manufacturing in the nation and the second largest concentration in ophthalmic goods manufacturing. (DTED Policy Analysis Division, 5/90)
- Minneapolis ranks sixth among U.S. cities in ad agency billings. (*Advertising Age*, 3/26/90)
- Nationally, Minnesota agriculture ranks sixth in production and seventh in exports. (DTED Policy Analysis Division)
- Minnesota is the nation's top iron ore producer, supplying about 70 percent of the iron ore mined in the U.S. for the steel and auto industries. (DTED Policy Analysis Division)
- Minnesota added new manufacturing jobs at twice the national rate during the year ending June 1989. (*City Business*, 10/23/89)
- Minnesota was named one of four "hot growth spots" for electronics companies by *Electronic Business* Magazine. Seven Minnesota companies landed on the magazine's list of "The 100 Fastest Growing Electronics Companies in the U.S." (*Electronic Business*, 4/30/90)

- Unisys' Roseville, Minnesota board assembly facility won *Electronic Business* magazine's "1990 Factory Automation Award." (*Electronic Business*, 2/19/90)
- Four of 23 Corporate Conscience Awards, presented by the Council on Economic Priorities since 1987, have gone to Minnesota companies: two to General Mills, one to Dayton Hudson and one to 3M Co. (*Star Tribune* 3/28/90)
- Downtown Minneapolis has approximately 2 million square feet of retail space, making it the most densely concentrated retail area in the U.S. (DTED Policy Analysis Division)
- During the past year, six No. 1 singles on *Billboard*'s "Hot 100" were recorded in Minnesota and produced by a Minnesota-based producer. Since 1984, more than 50 "Top 40" songs were recorded in Minnesota and/or recorded by a Minnesota-based artist. (*Billboard*, 5/5/90)

Transportation

- In the most recent *Manufacturing Climate Study* published by Grant Thornton, a management consulting firm, Minnesota ranked seventh highest in the transportation index. Categories in this index included: percentage of state expenditures going to transportation, average urban commuting time, average daily traffic volume, road pavement conditions, traffic fatalities and injuries per capita, and state expenditures on transportation per capita.
- In the Oct. 23, 1989 edition of *Fortune*, Minneapolis/St. Paul was rated one of the top 10 best cities for business. In the transportation component of the study, the Twin Cities fared especially well: airport congestion - low and remaining stable; highway conditions grade - B; and the average commuting time to downtown was 17 to 22 minutes. The average commute time was the shortest of the 31 cities investigated.
- As the largest northern city west of the Mississippi River, Minneapolis/St. Paul serves as a market and transportation hub for mid-America and Canada. (DTED Policy Analysis, 1989)
- The Minneapolis/St. Paul (MSP) International Airport was named one of the five safest airports in the world by the International Federation of Airline Pilots. No fatal commercial aircraft accident has occurred at MSP in more than 38 years.
- The Minneapolis/St. Paul International Airport, which operates 24 hours a day, is rarely closed due to weather conditions — less than four hours per season on average. (Metropolitan Airports Commission)
- The Minneapolis/St. Paul International Airport is one of 26 FAA-designated large traffic hub airports.

- As a distribution hub, the Minneapolis/St. Paul International Airport is the eighth largest in the country in commercial shipping. Northwest Airlines, headquartered in the Twin Cities, is one of the largest air freight carriers in the world. (DTED Policy Analysis, 1989)
- Approximately 90 percent of the state's population is within 30 minutes driving time to an airport and within 60 minutes driving time to an airport with scheduled service. There are 141 publicly owned airports in Minnesota. (*Minnesota Enterprise*, Fall 1989, p. 16)
- Eleven major airlines serve the MSP Airport. In an average week, there are 93 direct international flights. (Metropolitan Airports Commission, 5/90)
- The MSP Airport averages 204 direct and one-stop flights per day (domestic and international). (*Compare Minnesota*, 5/90)
- Northwest Airlines, headquartered in the Twin Cities, is the fourth largest airline in the United States. (Northwest Airlines corporate communications, 5/90)
- By air, the Twin Cities are within three hours and 40 minutes of every major U.S. city. By road, the Twin Cities are within 40 hours of major U.S. cities. (*Compare Minnesota* 5/90)
- For water transportation, Minnesota offers direct access to the Mississippi River, which along with its tributaries, makes up North America's longest river system. From its source in Minnesota, the Mississippi River winds through the heartland of the United States to New Orleans and the Gulf of Mexico.
- Duluth harbor in northeastern Minnesota, the world's largest inland port, provides access to the Atlantic Ocean, via Lake Superior and the St. Lawrence Seaway.
- Minnesota's highway system is the nation's fifth largest. It includes three major interstate highways: I-35, I-94 and I-90. (DTED Policy Analysis, 1989)
- Minnesota ranks eighth in the nation in per capita state and local expenditures on highways, 40 percent above the national average. The Minnesota Department of Transportation plans to spend \$430 million on construction and \$130 million on maintenance of state trunk highways in 1990. (*Compare Minnesota*, 5/90)
- The Twin Cities is considered one of the country's major trucking centers. Twenty-seven trucking firms are headquartered here. (DTED Policy Analysis, 1989)
- Approximately 5,200 intrastate carriers and 1,700 interstate carriers have authority to operate in Minnesota. (*Compare Minnesota*, 5/90)
- \$57.2 million was invested in Minnesota railroads in 1989. (*Compare Minnesota*, 5/90)

- Railroad service in the Twin Cities is integrated with both the U.S. railroad system and the Canadian national railway system. Six railroad companies serve the Twin Cities, including Burlington Northern, the Chicago and Northwestern Transportation Co. and the Soo Line Railroad, which is headquartered in Minneapolis. (DTED Policy Analysis, 1989)
- The average daily commuting time for Twin Cities workers is third lowest among the 30 largest metropolitan areas. (*Compare Minnesota* 5/90)
- Minnesota has the lowest vehicle fatality rate in the nation. (DTED Policy Analysis)
- According to a recent national transportation study, Twin Cities residents' level of satisfaction with their transportation system was second only to San Diego's. (DTED Policy Analysis, 1989)
- Minnesota's urban and rural interstate highways have a smaller share of mileage in poor pavement condition than the U.S. as a whole, according to the U.S. Department of Transportation. More than 40 percent of Minnesota's roads are considered in excellent condition. (DTED Policy Analysis, 1989)

Education

- Minnesota's graduation rate of 90.6 percent is the highest in the nation and nearly 20 percentage points higher than the national average of 71.1 percent. (Based on 1988 data, *Star Tribune* 5/3/90)
- The University of Minnesota is home to top 10 programs in economics, psychology, political science, geography, chemical engineering and mechanical engineering, and to highly-regarded programs in agronomy, plant genetics, forestry, family social science, and medicine and surgery. (Graduate Dean's Office, University of Minnesota)
- Minnesota ranks fifth among the 50 states in the percentage of workers who are high school graduates. (DTED Policy Analysis Division)
- Minnesota ranks among the top four states in ACT college entrance exam scores. (DTED Policy Analysis Division, 5/4/90)
- The U of M ranks seventh among U.S. colleges and universities in the number of patents issued in 1989. (DTED Policy Analysis Division, 4/9/90)
- Sixty-six percent of Minnesota's recent high school graduates continue their education. Roughly the same percentage of Minnesotans go on to post-secondary school as some states have graduating from high school. (DTED Policy Analysis Division)
- Minnesota has the third highest computer/student ratio in the country. (DTED Policy Analysis Division)

Quality of Life - General

- In *Money* magazine's ranking of "The Best Places to Live in America," the Twin Cities ranked ninth, Rochester ranked 19th, Duluth ranked 51st and St. Cloud ranked 103rd of 300 places ranked. (*Money*, 9/89)
- In the *1989 Places Rated Almanac* of the nation's most liveable areas, the Twin Cities ranked 28th of the 333 cities rated. Duluth ranked 73rd, Rochester 179th and St. Cloud 189th.
- In the *Rating Guide To Life In America's Small Cities*, which ranked 219 "micropolitan" areas (cities between 15,000-50,000 in counties of at least 40,000), the three Minnesota cities included in the survey all ranked in the top 100. Mankato landed in the top 10, ranking ninth overall, second in transportation and third in education. Faribault ranked 19th and Winona ranked 90th overall.
- *Savvy* magazine lauded Minneapolis' "vast riches: an ecologically sound environment, a high quality of life, a thoughtful populace and maybe the single most exciting cultural life anyplace between the coasts." (*Savvy*, 9/88)
- In a University of Minnesota study, 93 percent of Minnesota residents reported that they would rather live here than anywhere else.

Quality of Life - Personal Economics

- Minnesota's cost of living is seventh lowest in the nation. (DTED Policy Analysis Division, 5/4/90)
- The Minneapolis/St. Paul area has the fifth highest standard of living among the nation's 30 largest metro areas. (DTED Policy Analysis Division, 5/4/90)
- Minnesota has the second highest per capita income in the Midwest and the 15th highest in the nation. (DTED Policy Analysis Division, 4/27/90)
- Between 1982 and 1989, Minnesota experienced a 23 percent growth in real per capita income vs. 19 percent U.S. (DTED Policy Analysis Division, 4/27/90)
- Minnesota ranks fourth in the proportion of residents who work and fifth in the percentage of women in the labor force. (*Statistical Abstract of the United States*, excerpted in *Star Tribune*, 5/12/89)
- The executive director of the National Committee on Pay Equity called Minnesota "the leading state in the country" in pay equity. (*St. Paul Pioneer Press*, 10/19/89)
- Minneapolis-St. Paul was the 15th most affordable area in the U.S. for buying or owning a home, according to the Prudential Home Value Index, which rated 150 metropolitan areas. (*Star Tribune*, 12/1/89)

Quality of Life - Family/Daily Living

- *Working Mother* magazine ranked the Twin Cities as the top area in the U.S. for working mothers. (*Working Mother*, 3/90)
- The Twin Cities ranked number one in *Savvy Woman* magazine's ranking of "The Best Cities for Raising Kids." (*Savvy Woman*, 9/89)
- The U.S. Census found that the average daily commuting time for Twin Cities workers was the third lowest among large urban areas.
- Minnesota's vehicle fatality rate is the lowest in the nation.
- Minnesota's crime rate is 20 percent below the national average; its violent crime rate is less than half the national average. (DTED Policy Analysis Division, 5/4/90)
- Minnesota employs fewer police officers per capita than all but one state. (*Statistical Abstract of the United States*, in *Star Tribune*, 5/12/89)

Quality of Life - Health

- Minnesota ranked third best in an environmental study released by the Institute for Southern Studies. The report examined 35 indicators of pollution, public health, workplace safety and environmental safety. (*Star Tribune* 4/11/90)
- The two Mayo Clinic hospitals and the University of Minnesota Hospital are on the *U.S. News & World Report's* list of the nation's 57 best hospitals. Mayo (and its affiliates) was the only institution to be rated among the elite in 11 specialties. (*U.S. News & World Report*, 4/30/90)
- The Mayo Clinic and the University of Minnesota Hospital were two of 64 hospitals featured in the book *The Best Hospitals in America*.
- Life expectancy in Minnesota is 76.2 years, the highest in the continental U.S.
- In a study by Northwestern National Life Insurance Co., Minnesota ranked as the fourth healthiest state in the nation. (*Star Tribune*, 10/25/89)

Quality of Life - Leisure Activities

- Travel expert Arthur Frommer declared the Twin Cities “a cultural capital of the nation ranking second only to New York City.”
- The Twin Cities ranks second only to New York in the number of live theaters per capita.
- According to *Frommer's Guide to Minneapolis and St. Paul*, “No cities except New York and Washington, D.C., offer a more active professional dance scene than the one you'll find in Minneapolis and St. Paul.” (*Frommer's Guide to Minneapolis and St. Paul* by Lucille Johnsen Stelling)
- The Twin Cities has more comedy club seating than any other metro area in the U.S.
- The Minneapolis park system was named the best in the United States by the Sports Foundation Inc. (*Star Tribune*, 10/26/89)
- Minnesota is home to more lakes than any other state, with 12,034 that are 10 acres or larger. (DTED Office of Tourism, 2/90)
- Minnesota has more shoreline than California, Florida and Hawaii combined. (DTED Office of Tourism)
- Minnesota has more than 9,992 miles of marked and maintained snowmobile trails, more than any other state. (*Minnesota Almanac*, 1988)
- *Sports Travel* magazine ranked the Twin Cities area as one of the nation's top three “hot sports cities.”
- The Twin Cities is one of only four markets with teams in each major professional sport (football, baseball, basketball and hockey) plus Division One college teams and a racetrack. [The other cities: Los Angeles, New York and Chicago]

For further information contact: Kathy Stone, communications specialist, Minnesota Department of Trade and Economic Development, 612/296-2186



Minnesota Trade Office

The mission of the Minnesota Trade Office (MTO) is to promote international trade and facilitate exports and reverse investment that have the most positive effect on the Minnesota economy.

The MTO's primary clientele are small and medium-sized businesses, but large companies often consult with MTO staff on a variety of technical and cultural considerations, and co-sponsor with the MTO education and training events.

Staff and program resources are focused primarily on developing trade with Canada, the European Economic Community and Pacific Rim countries. However, the MTO considers the many factors that influence global market trends. Strategies and programs are in place for developing trade in exciting new markets including the Soviet Union, Latin America and Eastern Europe.

The MTO's services are divided into three major areas.

Education and Training

The MTO helps small and medium-sized businesses enter the international marketplace by:

- conducting an intensive Export Development Training Program which introduces participants to export fundamentals
- organizing export education seminars and workshops across the state on foreign markets and topical trade issues
- providing trade leads
- maintaining a specialized international library
- providing one-on-one counseling to companies on export requirements and preparation

International Marketing and Investment

The MTO promotes Minnesota products and services internationally by:

- identifying emerging markets
- arranging and leading trade missions to focus countries
- promoting Minnesota products and services at national and international trade shows
- hosting foreign delegations, planning itineraries and arranging meetings between foreign buyers and Minnesota companies
- providing market intelligence and personalized export consultation
- managing the MTO's 10 foreign offices and referring appropriate Minnesota companies to them

Export Finance

The MTO's Minnesota Export Finance Authority (MEFA) provides financial assistance to small-and medium-sized businesses by:

- guaranteeing loans to exporters who have an export order but cannot raise capital to fill that order
- offering individual counseling to firms on all aspects of international transactions
- providing exporters with insurance coverage against the commercial and political risks of non-repayment on and access to national and international export enhancement and financing programs

Contact: Minnesota Trade Office, 1000 Minnesota World Trade Center, 30 East 7th Street, St. Paul, MN 55101 USA
Telephone: 612/297-4222 FAX: 612/612-296-3555. The Minnesota Trade Office is a division of the Department of Trade and Economic Development.



Minnesota Trade Office Foreign Offices

Minnesota has a strong corporate partnership program that allows the state to have a broader international network of offices than any other state.

EUROPE

London, England

Partnership with First Bank

Mr. George Ellis, Honorary Representative

Overview: Through Minnesota's corporate partnership program, First Bank provides the Minnesota Trade Office with free office space in their central London office. This honorary representative agreement covers export development and investment assistance in the United Kingdom, although the Minnesota Trade Office's primary activities are in England.

Brussels, Belgium

Partnership with Oppenheimer, Wolff & Donnelly law firm

Mr. Bruce McCrae, Honorary Representative

Overview: Also part of Minnesota's corporate partnership program, the law firm provides the Minnesota Trade Office with free office space in Brussels and 400 hours per year of professional staff time. An Oppenheimer partner is also an honorary representative to the MTO.

Stockholm, Sweden

Mr. Svante Nyman, Honorary Representative

Overview: Corporate partnership with Swedish law firm. Honorary representative arrangement builds in a more cost effective way on the foundation of a previous contractual agreement.

Oslo, Norway

Mr. Gunnar Sonstebj, Honorary Representative

Overview: Individual partnership and honorary representative arrangement which also builds in a more cost effective way on the foundation of a previous contractual agreement.

Rennes, France

Partnership with MIRCEB

Mr. Glen Boerboom, Trade Representative

Overview: MIRCEB, the Brittany regional economic authority, provides the Minnesota Trade Office with a fully serviced office space for the MTO's representative on a reciprocal basis.

ASIA

Tokyo, Japan

Partnership with Honeywell Inc.

Mr. Hiroshi Yamashita, Honorary Representative to Japan

Ms. Kazuko Miyazaki, Administrative Assistant

Overview: Honeywell provides the Minnesota Trade Office with free office space for an administrative assistant and an honorary representative from their senior staff.

Osaka, Japan

Partnership with ECC Business College, Osaka, Japan

Ms. Maco Yamaoka, Special Representative

Mr. Osamu Yoshida, Secretary General

Overview: ECC Business College provides free office space and market research projects done by their students. In fiscal year 1989 (July 1, 1988 through June 30, 1989), the office in Osaka provided direct assistance to more than 70 Minnesota businesses and organizations.

Taipei, Taiwan

Mr. Patrick Maguire, Director

Overview: The Minnesota Trade Office has been provided with free office and display space in the Taipei World Trade Center by the Taiwan government. This provides an excellent opportunity to promote Minnesota products in the increasingly important Taiwan market.

NORTH AMERICA/LATIN AMERICA

San Jose, Costa Rica

Mr. John McMerty, Honorary Representative

Ms. Kathleen McKown, Honorary Representative

Overview: Two honorary representatives support Minnesota's trade activities in San Jose with additional corporate support from H.B. Fuller.

Toronto, Canada

Mr. Alan Anderson, Director

Overview: Toronto is a joint office established by the Council of Great Lakes Governors and the other Great Lakes states.

Minnesota Trade Connections with the Soviet Union

Minnesota Department of Trade and Economic Development (DTED)

| <i>Date</i> | <i>Event</i> |
|----------------|--|
| February 1988 | DTED Commissioner David J. Speer visited Soviet Siberia to promote Minnesota cold weather technology. |
| June 1988 | Speer led a Minnesota Trade Mission to the Soviet Union. As a result of the trade mission, six Minnesota-Soviet joint venture agreements were signed. |
| February 1989 | Deputy Minister of the U.S.S.R. Ministry of Instrumentation, Means of Automation and Control Systems, Mr. A.A. Kuzmitskij and members of the U.S.-U.S.S.R. Working Group on Medical Equipment and Supplies visited Minnesota. The Minnesota Trade Office coordinated the visit. Minister Kuzmitskij expressed that the Soviet Union is interested in Minnesota products and would like to continue working with the state. |
| March 1989 | The DTED Minnesota Trade Office targeted the Soviet Union for market development as a result of the dramatic changes in the Soviet Union and Eastern Europe and staff was assigned to develop trade ties with the Soviet Union. |
| July 1989 | Minnesota explorer Will Steger led the first West-East axis traverse of Antarctica with a team of explorers from six countries. Victor Boyarksy, a radio-glaciologist for the Soviet Arctic and Antarctic Research Institute, was a member of the international exploration team. The leader of the Soviet participation in the Trans-Antarctic Expedition, Mr. Arthur N. Chilingarov, Deputy Chairman of the U.S.S.R. State Committee for Hydrometeorology and Control of Environment, met with representatives of the DTED Minnesota Trade Office to discuss trade and economic cooperation possibilities. |
| September 1989 | Boris Yeltsin visited the Twin Cities. |
| January 1990 | DTED Minnesota Trade Office worked with St. Paul Winter Carnival to bring the Soviet ice carvers from the Siberian city of Sverdlovsk to participate in the Winter Carnival. |

Future Events Planned

| | |
|--------------|---|
| October 1990 | The DTED Minnesota Trade Office has invited Minister Evgeniy I. Sizenko, First Deputy Chairman of the U.S.S.R. State Agro-Industrial Committee (USSR Gosagroprom) to lead a Soviet agri-business delegation to visit Minnesota, during an agri-business conference on doing business with the Soviet Union organized by the trade office. Other Soviet officials will speak to the conference live via satellite from Moscow. |
|--------------|---|



Minnesota-U.S.S.R. Trade Connection

May 29, 1990

The following Minnesota companies and organizations currently have joint projects with the Soviet Union, or are negotiating agreements with the Soviet Union. These companies and organizations have given the Minnesota Department of Trade and Economic Development permission to release their names.

Aeration Industries International Inc.

Dan Durda

Chairman

4100 Peavey Rd.

Chaska, MN 55318

Tel: 612/448-6789

Pollution control technology and equipment

Ag-Chem Equipment Co. Inc.

James Stearns

President

4900 Viking Drive

Minneapolis, MN 55435

Tel: 612/835-2476

Telex: 29-0630

Agronomy Research Department

University of Minnesota

Tel: 612/423-2006

Has a joint venture agreement with the Bryansk Institute and the Soviet Academy of Agricultural Sciences to collaborate on sweet lupine research, an animal and food crop

Amador Corp.

James Johnson

President

Wild Mountain Road

Taylors Falls, MN 55084-0270

Tel: 612/465-3911

Fax: 612/465-3073

Telex: 5106007012

Joint venture involving the construction of a commercially operated electromagnetic compatibility (EMC) testing lab outside of Moscow valued at more than \$1 million

American Joint Venture Trading Company

Rod Hale

Tel: 612/459-6104

Coordinating with the Soviet Ministry of Aviation on a variety of joint projects taking place in these locales:

Moscow and Leningrad, Russia; Tbilisi, Georgia; Riga, Latvia; Tallinn, Estonia; and Tyumen, Siberia.

Babcock Swine Inc.

Jim McPeak

Box 759

Rochester, MN 55903

Tel: 507/288-3312

Animal husbandry and breeding technology, feed conversion

Bemis Company Inc.

John H. Roe

President and CEO

800 Northstar Center

Minneapolis, MN 55402

Tel: 612/340-6165

Packaging machinery for cement, candy, cheese, frozen foods

Better Than Money Corp.

John Tschohl

President

9201 East Bloomington Freeway

Bloomington, MN 55420

Tel: 612/884-3311

Fax: 612/884-8901

Developed customer service training program for Soviet employees involved with tourism. The joint venture is expected to span 10 years. BTMC has a joint venture and several contracts signed with Videofilm Corp. of Gosinko. Oleg Uralov, the director general of Videofilm and the deputy chairman of the U.S.S.R. State Committee for Cinematography, met with Gov. Perpich and Tschohl in Minnesota in March 1990. Uralov is working on his second documentary on Soviet President Gorbachev.

Bison Instruments Inc.

Bart Hazleton

5708 West 36th Street

Minneapolis, MN 55416-2595

Tel: 612/926-1846

Fax: 612/926-0745

Telex: 277845

Geophysical instrumentation, runway friction testing instrumentation, geological instrumentation

Campbell-Mithun-Esty

Bill Dunlap

Chief Executive Officer

222 South Ninth Street

Minneapolis, MN 55402

Tel: 612/347-1312

Fax: 612/347-1910

Campbell-Mithun-Esty's parent company, Saatchi & Saatchi, has established an advertising agency in Moscow.

Cargill Inc.

Whitney MacMillan

Chairman of the Board

P.O. Box 9300

Minneapolis, MN 55440

Tel: 612/475-7575

Telex: 290625

Soybeans, wheat, flour, grain milled products, animal feed, feed ingredients

Carlson Companies

Tom Jardine

Vice President, Public Relations

12755 State Highway 55

Plymouth, MN 55441

Tel: 612/540-5615 or 612/540-5452

For specific information contact the following:

Radisson Hotels International

Tom Polski - Tel: 612/540-5616

Carlson Travel Network

Dexter Koehl - Tel: 612/449-2240

Carlson Marketing Group

Jim Stinson - Tel: 612/540-8122

CIMCORP

Hal Walls

President

899 West Highway 96

St. Paul, MN 55126

Tel: 612/484-7261

Telex: 82-1847

Power manipulators, master slave manipulators, refueling equipment, mill liner handlers

Control Data Corp.

Nancy Foltz

Tel: 612/853-5229 or

Rick Berglund

Tel: 612/853-2641

Corporate Communications

8100 34th Avenue South

Minneapolis, MN 55420

The Soviet Union has often expressed a desire to purchase CDC computers for scientific and environmental research. CDC has been actively seeking export opportunities within the framework of U.S. export controls and the Coordinating Committee for Multilateral Export Control (CoCom).

DataCard Corp.

Jerry Wiles

Director, International Marketing

11111 West Bren Road

Minnetonka, MN 55343

Tel: 612/931-1904

Fax: 612/935-5960

DataCard has sold plastic financial cards, plastic card and embossing equipment and point of sales terminals to the Soviet Union.

Dorsey & Whitney
Louise Jalma
Director of Practice Development
2200 First Bank Place East
Minneapolis, MN 55402
Tel: 612/340-2870

Faegre & Benson
Gale Mellum
2200 Norwest Center
90 South Seventh Street
Minneapolis, MN 55402-3901
Tel: 612/336-3000

Grand Metropolitan/Pillsbury
Raymond Krause
Vice President, Government and Community Affairs
Pillsbury Center
200 South Sixth Street
Minneapolis, MN 55402
Tel: 612/330-7280
Fax: 612/330-4350
Negotiating sale of processed foods and food processing technology

H.B. Fuller Company
Bill Belknap
Public Relations
2400 Energy Park Drive
St. Paul, MN 55108
Tel: 612/647-3604

Health Sciences
University of Minnesota
Mary Stanik
Box 735
420 Delaware Street S.E.
Minneapolis, MN 55455
Tel: 612/624-5100

Honeywell Inc.

Heidi Looser

Manager of Public Relations

Tel: 612/870-2594

Susan Eich

Manager of Corporate and Financial Relations

Tel: 612/870-6730

Alfredo Maselli

Vice President, International Sales

Tel: 612/870-3832

Patsy Randell

Director of State Government Affairs

Tel: 612/870-6520

Honeywell Plaza

Minneapolis, MN 55440

Honeywell has done business with Eastern Europe and the Soviet Union for the past 25 years and has maintained an office in Moscow since 1974.

Hormel International Corp.

Timothy Barinka

Export Sales Manager

P.O. Box 800

Austin, MN 55912

Tel: 507/437-5478

Meat processing, cured hams; working with the U.S.S.R. Ministry of Agriculture and negotiating leads that may lead to import of Hormel consumer goods into the Soviet Union

Ibberson International Inc.

Walter Hanson

President

3424 Wooddale Avenue

Minneapolis, MN 55416

Tel: 612/929-1641

Manufacturer of pre-fabricated modular mill, grain storage, milling technology

Industrial Weldors & Machinists Inc.

James Abernathy

President

P.O. Box 6720

Duluth, MN 55806

Tel: 218/628-1011

Cable reels, cluster breaker assemblies

International Business Institute

Mankato State University

Basil Janavaras

Director

Tel: 507/389-1600 or

Joe Farnham

MSU Vice President of University Advancement

Tel: 507/389-2021

P.O. Box 8400

Mankato, MN 56002-8400

With the Soviet Academy of Science and the Soviet State Committee of Education, MSU presented an international educational conference focusing on technology in education in October 1989. Currently working on another joint program with a Soviet university.

International Diabetes Center

Dr. Donald Etzwiler

President

5000 West 39th Street

St. Louis Park, MN 55416

Tel: 612/927-3142

Signed an agreement with the Soviet Ministry of Health for a joint program on diabetes education and research

Land O' Lakes Inc.

Martha Cashman

P.O. Box 116

Minneapolis, MN 55440

Tel: 612/481-2222

Fax: 612/481-2022

Telex: RCA 212333

Dry cheese, cheese, dry milk, animal milk replacers, margarine, butter

LecTec Corp.

Lee Berlin

Chairman

10701 Red Circle Drive

Minnetonka, MN 55343

Tel: 612/933-2291

LifeSpan Inc.

Gordon M. Spenger
President & CEO
Tel: 612/863-4204 or
Jean Price
Director of Corporate Communications
Tel: 612/863-5607
800 East 28th Street
Minneapolis, MN 55407

Lil' Orbits Inc.

Ed Anderson
President
8851 Research Center
Minneapolis, MN 55428
Tel: 612/535-3833
Fax: 612/535-9339

*Donut machine manufacturer and distributor.
Contracts have been signed with Czechoslovakia, Poland,
Yugoslavia and Hungary. The company is currently
working on establishing a distributorship in the Soviet
Union and its machine will be exhibited at the "Man and
Nutrition Fair," June 22-28, 1990, in Moscow.*

3M Company

Ben Marsh
International Public Relations Manager
Building 225-5N-04, 3M Center
St. Paul, MN 55144-1000
Tel: 612/733-7908

Mar Engineering Inc.

Bill Walraven
Sales and Marketing Manager
9969 Valley View Road
Eden Prairie, MN 55344
Tel: 612/942-8883
Precision and grinding machine

Mayo Clinic

Nancy Skaran
Director, Mayo News Bureau
Rochester, MN 55905
Tel: 507/284-2073

Polaris Industries Inc.

W. Hall Wendell, Jr.
Chairman & CEO
1225 North County Road 18
Plymouth, MN 55441
Tel: 612/542-0500

*Exports snowmobiles, all-terrain vehicles and related parts
and services to the Soviet Union*

Rosemount Inc.

Vernon Heath
Chairman & CEO
Eden Prairie, MN
Tel: 612/828-3209
Fax: 612/828-7796

*Measurement instrumentation used to monitor and control
process plants such as refineries, chemical plants, power
plants, oil and gas production facilities and pipelines, steel
plants, etc.*

St. Mary's Chemical Dependency Services

James Bermel
Director of Program Development
Riverside Avenue at 25th Avenue South
Minneapolis, MN 55454
Tel: 612/337-4400

Sterner Lighting Systems Inc.

Frank Feeney
President
351 Lewis Avenue West
Winstead, MN 55395
Tel: 612/485-2141
Telex II (TWX): 910-578-2301

Stearns Manufacturing

David Cook
President
P.O. Box 1498
St. Cloud, MN 56301
Tel: 612/252-1642

*Manufacturers of recreational and industrial life vests,
Stearns has been shipping industrial survival equipment to
the Soviet Union for use by their merchant marine and
fisheries employees since January 1989.*

Medtronic Inc.

Celia Barnes
7000 Central Avenue N.E.
Minneapolis, MN 55432
Tel: 612/574-4000
Fax: 612/574-4225
Telex: 290598

Heart pacemakers, heart valves, catheters

Minneaspens and Associates Inc.

Robert Schmidt
President
14209 Ewing Avenue South
Burnsville, MN 55337
Tel: 612/890-5700
Fax: 612/894-0205

MINNTECH Corp.

Thomas McGoldrick
Vice President, Corporate Development
14905 28th Avenue North
Minneapolis, MN 55441
Tel: 612/553-3300
Telex: 29-0825
Medical technology
MINNTECH has sold kidney dialysis products to the Soviet Union and donated dialysis equipment to Armenia following the earthquake.

Norwest Corp.

Gary Hawk
Vice President - International Operations
1200 Peavey Building
Minneapolis, MN 55479
Tel: 612/667-1234

Oppenheimer, Wolff & Donnelly

James Peterson
Co-Chair, International Law Department
170 First Bank Building
St. Paul, MN 55101
Tel: 612/223-2500

Park Nicollet Medical Foundation

James Toscano
Executive Vice President
5000 West 39th Street
Minneapolis, MN 55416
Tel: 612/927-3350

Superconix

Chuck Gallo
President
261 E. 5th Street
St. Paul, MN 55101
Tel: 612/222-0046
Fax: 612/292-0851
Superconductive crystal

Tennant Co.

William Strang
Director of Corporate Marketing
701 North Lilac Drive
Golden Valley, MN
Tel: 612/540-1295
Fax: 612/540-1437
Tennant is exporting power sweepers and scrubbers to the Soviet Union through its European subsidiary.

Toro Company

James Watson
Vice President, Customer Relations
8111 Lyndale Avenue South
Bloomington, MN
Tel: 612/887-8812
Fax: 612:887-8258
Underground irrigation equipment and turf mowing and maintenance equipment

The Valspar Corp.

David Olfe
Vice President, International
1101 South Third Street
Minneapolis, MN
Tel: 612/375-7705
Fax: 612/375-7750
Valspar licensee for packaging coatings technology in Europe has sold food can coatings to Russia and Valspar has received royalties.

William C. Norris Institute

Herbert Trader

Vice President

3315 East Old Shakopee Road

Box 59074

Bloomington, MN 55443

Tel: 612/853-3453

The Institute has a registered Soviet joint venture called SAMAN with the Moscow Institute of Management and a joint development project with the Soviet Academy of Sciences Institute of New Technology and Education. Both projects involve the application of computer technology to improve education.

Wintergreen Designs

Susan Hendrickson Schurke

Owner

118 East Chapman Street

Ely, MN 55731

Tel: 218/365-6602

Wintergreen Designs is currently shipping lightweight, synthetic winter clothing, including anoraks and pants, to Siberia. The trade connection was made by Schurke's husband, Paul Schurke, during his 1989 Bering Bridge Expedition through Siberia which he led with Soviet explorer Dmitry Shparo.

For further information contact:

Kathy Stone, Communications Specialist, Minnesota Department of Trade and Economic Development, 612/296-2186

Li King Feng, International Trade Representative, Minnesota Trade Office, 612/297-1443



Minnesota/Soviet Ties

Education

This list is representative, not conclusive, of the many citizen exchanges that are taking place between Minnesota and the Soviet Union. The following information is provided by representatives of the many organizations in Minnesota that have Soviet ties.

CONNECT/US-USSR, Minneapolis, Events 1990

The organization is a non-profit, non-partisan agency that develops links between American and Soviet organizations to establish mutually beneficial partnerships.

- | | |
|----------|---|
| February | Augsburg conference on citizen diplomacy. Gennady Radaev, assistant to the mayor of Novosibirsk, gives keynote address. |
| March | Students from Lake Country School in Minneapolis visit School 31 in Moscow. |
| April | School of International Management, College of St. Thomas, conducts business seminars in Novosibirsk. |
| April | Mark Zuravel, Institute of Economics and Industrial Organization (USSR Academy of Sciences, Novosibirsk) is hosted by the Minnesota Department of Transportation. |
| April | High school students from Novosibirsk attend four Twin Cities schools. |
| May | Mikhail Matskovsky, Institute of Sociology (USSR Academy of Sciences, Moscow) lectures on "Changing Values in the USSR." |
| June | Soviet Sociologists teach classes in the Family Social Science Department, University of Minnesota. |
| June | Soviet/American symposium on heart disease held in Novosibirsk. |
| July | Two young adults from Novosibirsk arrive in Minnesota as staff members for Concordia Russian Language Camp. |

- | | |
|-----------|--|
| September | St. Mary's Chemical Dependency Services hosts alcoholism experts from Novosibirsk. |
| September | Medical student arrives in the Twin Cities to study at the University of Minnesota. |
| December | Twenty Soviet youth from Halinin arrive in Minnesota to take part in an environmental issues seminar and winter camping program. |

College of St. Thomas, St. Paul, Events 1990

Four faculty educators of business administration, marketing and telecommunications, recently returned from a visit to Novosibirsk, Siberia, the sister city of St. Paul and Minneapolis, and hope to arrange exchange programs between St. Thomas and educational institutions in Novosibirsk.

- | | |
|--------------|--|
| April-August | Two brothers and St. Thomas College graduates, Dan and Steven Buettner, are biking a 10,000-mile trek across the United States and the Soviet Union with two men from Novosibirsk. The trip received unprecedented permission from the Soviet government and will be the first unsupported bike trek to completely traverse the two countries. |
| Summer | Sister Mary Shambour, O.S.B., who teaches Russian language courses at St. Thomas, is making three separate trips to Eastern Europe and the Soviet Union this summer. During her eighth trip to the USSR in 1987, she met with Gorbachev and discussed cultural exchanges before Soviet television cameras. |

Carleton College, Northfield, Events 1990

- | | |
|-------------|---|
| School Year | Visiting professor of Russian, Vladimir Tkhorik from Kuban University in Krasnodar, is teaching at the college. |
|-------------|---|

Associated Colleges of the Twin Cities (ACTC), St. Paul

Programs began in the 1970s. The associated colleges include Augsburg College, Macalester College, Hamline University, the College of St. Catherine and the College of St. Thomas. The associated colleges offer a cooperative major for undergraduates in Soviet and East European area studies. Drawing on the faculty, courses and other resources of the five private colleges, the programs enable students to engage in a multi-disciplinary study of the language, culture, history, economics and politics of the Soviet Union. The ACTC works collaboratively with the Department of Russian and East European Studies of the University of Minnesota in jointly sponsoring lectures, colloquia and courses dealing with the Soviet Union. The ACTC's programs were one of the first consortial projects in the country to offer a major in Soviet studies.

Infinity Productions Incorporated, Minneapolis

This company is extensively involved in television and film projects in the USSR and have actively pursued business and trade opportunities. The company has established an international network of accomplished video, television and film experts. Projects accomplished are:

- 1986 "Joined by a River," a 50-minute documentary of the first Mississippi Peace Cruise following the journey of 50 Soviet and 120 Americans through the heartland of America.
- 1987 "Affair of the Heart," a film dealing with the ideas of traditional life in the Soviet Union and citizen diplomacy, shot throughout the Soviet Union.
- Soviet News Anchor Exchange, first Soviet television commentator to visit U.S. and appear on American television, one week.
- Tour de Frost, Hollywood actors and producers spend two weeks in Soviet Union.
- 1988 "Children as the Peacemakers," a film of 14 international children meeting and discussing with world leaders as they traveled the globe. The Soviet Union was included on this journey.
- Soviet American Citizen's Summit, 100 top Soviet citizens came to Washington, D.C., to follow up on the citizen's level of cooperation with the government here that was a result of the Gorbachev/Reagan Summit.
- "A Sign of the Times," a documentary about 26 European and North American country representatives who gathered for 10 days aboard a ship on the Dnieper River.
- Meeting with General Secretary Gorbachev, filming after the summit with President Reagan.
- Women Who Cook, 13 members of the popular women's musical group, traveled to the USSR to perform.
- Second Soviet News Anchor Exchange.
- 1989 NBC Reports, KARE 11 Anchor Paul Magers does a special series about USSR.
- The Littlest Ambassadors, differences between Soviet and American children, Pat Miles special.

Minnesota Private College Council, St. Paul

First major innovative programs between the Soviet Union and Minnesota began in 1966.

The 16-member colleges of the Minnesota Private College Council offer a myriad of Russian language and studies programs as well as opportunities to study abroad in the Soviet Union. Many of the colleges have native Russian faculty on staff and offer student and faculty exchange programs with the Soviet Union.

The Minnesota Private Colleges include Augsburg, Bethel, Carleton, St. Benedict, St. Catherine, St. Scholastica, St. Thomas, Concordia (Moorhead), Concordia (St. Paul), Gustavus Adolphus, Hamline, Macalester, Minneapolis College of Art and Design, St. John's, St. Mary's and St. Olaf.

Some of the council's programs are:

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| 1966 | Russian Language Village opened. Concordia College at Moorhead operates a completely authentic village where students, 7 to 18 years, are immersed in Russian language, life and culture. The program also prepares the students for living and traveling in Russia. The village is staffed by native Russians and has Russian visitors each year. |
| 1984 | Nobel Peace Conference. Augsburg has hosted a Soviet Conference designed to help Minnesota high school teachers teach Russian studies. |
| 1989 | Sister City/College Agreement. The College of St. Scholastica in Duluth has a formal agreement with the Krelan Pedagogical Institute in Petrozavodsk (Duluth's sister city) which includes arrangement for student and faculty exchanges. |

Events Sponsored by Minnesota Organizations in Association with Moscow on the Mississippi, Events 1990

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| June | Re-forming the Soviet Union Raising Critical Questions presents sources of information to help analyze the changing political structure in the USSR. Graduate Continuing Studies program, Hamline University. |
| April, May, August | Community Public Issues Forum in St. Cloud: Chemical Dependency, the first series of out-state forums on Minnesota-Soviet issues to engage the community in a discussion of chemical health problems and solutions in the two societies. |
| August | 4-H Soviet Youth Exchange: Global Awareness brings Soviet students to Minnesota for two weeks for environmental learning. |
| September | Minnesota-Soviet Agri-Business Program — Soviet agricultural specialists meet with leaders of Minnesota agri-business companies to explore the development of joint trade agreements. |
| September | Russian Odyssey Workshop — A workshop in Crookston gathers elementary and secondary school social studies teachers from the region to demonstrate teaching strategies that link Russian studies with Soviet social studies. |

Minnesota Council of American-Soviet Friendship, Chaska

The council participates in two friendship exchanges organized on the national level. The council sends junior high youth to Camp Artek in Armenia every year and recommends youth to the two scholarship positions open at the Pushkin Institute every year. The council hosts Soviet guests, leads tours to the USSR, holds public meetings with presenters who have traveled to the USSR.

Some particular events include:

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| 1973, 1988 and 1989 | The World Press Institute has a one-way exchange in which US journalists host foreign journalists for about four months. During these years, Soviet journalists were hosted. Future plans include inviting journalists from the Baltic republics. |
| 1983 to 1989 | Local Russian teachers hold an annual festival through the Minnesota Area Council of Teachers of Russian. |
| 1985, 1986 | Minnesota Department of Education coordinated with Honeywell to have teachers travel through the USSR. Upon return, the teachers all wrote curriculum projects. |
| 1985 - 1990 | Conferences held on the USSR at Augsburg College. |
| 1987 | Duluth/Petrozavodsk sister city relationship became formalized. |
| 1988, 1989 and 1990 | Friendship Force is actively involved in home-visit exchanges between the USSR and Minnesota. Seventeen visitors will arrive in June. Next year, 369 guests are expected. During June, 1990, Friendship Force will hold two benefits in the Twin Cities and Fairmont for the Chernobyl nuclear disaster. |
| 1990 | The local Physicians for Social Responsibility hosted Soviet doctors. |

Upper Midwest Association for Intercultural Education (UMAIE), Apple Valley

The association has been sending students abroad for more than a quarter of a century. Particularly, the January Term Abroad Program is attractive to college students. Minnesota students have been enthusiastic in their participation of the association's programs.

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| 1982 | Soviet Society, Education and the Arts, 28 participants |
| 1982 | Soviet Union, Culture and History, 15 participants |
| 1983 | Soviet Union, Culture and History, 15 participants |
| 1984 | Soviet Union, Culture and History, 21 participants |
| 1984 | Soviet Society, Education and the Arts, 16 participants |
| 1986 | Soviet Union, Culture and History, 31 participants |
| 1987 | Soviet Union, Culture and History, 32 participants |
| 1988 | The Soviet Union, 31 participants |
| 1990 | The Soviet Union and Eastern Europe in the Gorbachev Era, 39 participants |

Minnesota schools that work with the association are: Augsburg College, Augustana College, Gustavus Adolphus College, Luther College, College of St. Benedict and St. John's University, College of St. Catherine, College of St. Thomas, Bethel College, Hamline University and Macalester College.

Other Educational Exchanges

Events 1989

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| April | Fifteen South St. Paul high school students visit Odessa, USSR. |
| July | Eight top ranking Soviet economists toured St. Louis Park's Byerly's food store. |
| August | University of Minnesota-Duluth exchange faculty with its sister city Petrozavodsk State University, USSR. |
| August | A Twin Cities health care team went to Moscow with a gift of 3,000 syringes for children with diabetes. Four specialists from the International Diabetes Center in St. Louis Park have been involved in an unprecedented five-year collaborative medical exchange with the USSR. |

Events 1990

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| January | International Diabetes Center began a training program in Moscow as the first step to building a diabetes center like the one in the Twin Cities. |
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Cultural

St. Paul Winter Carnival, St. Paul

January 1990 Seven Soviet ice carvers participate in this annual St. Paul event by creating works of ice art on the Capitol mall.

University of Minnesota — Twin Cities Campus

Coffman Union

- Fall 1986 Bill Mandel, expert on the Soviet Union, discussed challenges and opportunities in 15 Soviet Republics.
- October 1987 Academic Freedom, University Research Policy and Strategic Defense Initiative.
- October 1988 Program on Political World Views in Contrast.
- January 1989 Conference on Marxism, socialism and revolution.
- Fall 1989 Poland's history and evolution to the present.
- May 1990 Oleg Vasiliev, Deputy Editor of Foreign Literature in Moscow, discussed perestroika and the Soviet Union.

U Film Society

The U Film Society's 1990 Rivertown Film Festival features post-glasnost films and visiting directors from the Soviet Union.

The Fountain — directed by Yuri Mamin and
Ludmdler Samakhvalova — USSR 1989.

Freedom in Paradise — USSR 1989.

Drayman of the King — USSR 1989.

Solaris — directed by Andrei Tarkovsky — USSR 1989.

University of Minnesota — External Relations

June 1990 Symphonic Wind Ensemble (50 members) will perform in Leningrad during a European tour.

Northrop Auditorium Performances

April 1990 Rustavi Dancers - 60 members.

May 1990 Zvuki Mu - rock group.

October 1990 Leningrad Philharmonic.

November 1990 Kirov Ballet.

West Bank Performing Arts Union

1990 Tessara, a local trio that specializes in Russian music, performs at The Loft. Arlene Samsel, member of the trio, has traveled extensively in Russia.

Concordia College, Moorhead

October 1990 Cultural Diversity in Dance - Soviet and Minnesota artists.

November 1990 Koslov Youth Dance Ensemble of Moscow.

Elayne Gallery, Minneapolis

June 1990 "A Soviet Study: Urban and Rural" Two American artists' impressions of Russia.

Guthrie Theatre, Minneapolis

1987 "Ganelin Trio," a Russian Jazz Band performed at Ruby's Cabaret Actors Theatre, St. Paul, MN.

April 1989 "Last Summer in Chulimsk," directed by Valerie Fokin, artistic director of Moscow's Yermolova Theatre.

Moscow on the Mississippi, Minneapolis

October 1990 The Moscow Circus performs at the new Minnesota Timberwolves Arena.

The Loft, Minneapolis

May 1987 Yevgeny Yevtushenko, Soviet poet.

May 1987 Larrisa Vassiliev and Maksudd Ibragimbekov, poet and script writer.

March 1990 Tatiana Shcherbina, avant-garde poet and author.

Orchestra Hall, Minneapolis

February 1990 All Russian program.

March 1990 Soviet Acrobatic Review.

June 1990 All Tchaikovsky concert.

October/ All Tchaikovsky program with Vadim Repin, Russian violinist.

November 1990

Ordway Theater, St. Paul

1988 Two visits by Russian violinist, Vadimer Spivakov and his touring group, Moscow Virtuosi.

Plymouth Music Series, Minneapolis

1991 Series of concerts featuring works by Rodion Shchedrin, premier composer in the Soviet Union today.

Shubert Club, St. Paul

March 1990 Pianist Vladimir Ashkenazy.

April 1990 Alexei Sultanov, winner of the Van Cliburn award, was a guest on the Shubert Club's radio program.

1990-91 Pianist Shura Cherassky.
Season

Walker Art Center, Minneapolis

October/ "Art Into Life: Russian Constructivism 1914-1932." Presented in conjunction
December 1990 with Henry Art Gallery, Seattle, and the Moscow Museum.

Children's Theatre Company, Minneapolis

- June 1989 Forty-six members traveled to Soviet Union to present "Rembrandt Takes a Walk."
- 1989 Central Children's Theatre of Moscow presented "A Dream to be Continued" at the World Theatre.

Sports

- 1978 - 1990 Minnesota North Stars play the Central Red Army hockey team of the Soviet Union.
- 1987 US Bandy Team accepted an invitation from the Soviet Union to participate in a tournament in Siberia called "Rossia" in the town of Abakan.
- 1978 Soviet coaches came to US to conduct Bandy clinics.
- 1988 US Bandy Team participated in the Bandy World Championship in Moscow.
- 1989 The Soviet Bandy Team came to Minnesota for the North American Tournament in Edina, Minnesota.
- January 1990 Afanassi Makovnev of the Soviet Union participates in the John Beargrease Sled Dog Race which starts in Duluth.
- April 1990 The Minnesota Monarchs, the Twin Cities' professional women's volleyball team, play the USSR All-Stars.
- July 1990 Soviet Union soccer teams to compete against state soccer teams in the largest international youth soccer tournament in North America.
- August 1990 Veterans of the Afghanistan and Vietnam Wars to take part in a week-long Boundary Waters canoe trip sponsored by Wilderness Inquiry of Minneapolis.
- September 1990 Friendship tour - Minnesota North Stars travel for competition in Moscow, Kiev and Leningrad.

MINNESOTA STORY IDEAS



AGRICULTURE
ARTS & ENTERTAINMENT
BUSINESS
COMPUTER SOFTWARE
CULTURE
EDUCATION
ENVIRONMENT
GOVERNMENT
HEALTHCARE
HUMANITARIAN
LEISURE
MEDICAL PRODUCTS & SALES
MINNESOTA FOREST INDUSTRIES
MINNESOTA-SOVIET CONNECTIONS
QUALITY OF LIFE
SPORTS
TRADE
THE RAPTOR CENTER
RADISSON HOTEL

FOR ADDITIONAL INFORMATION, CONTACT:

John Beardsley, Padilla Speer Beardsley
612/871-8877 (office) 612/938-3437 (home)

Barbara Young, Department of Trade & Economic Development
612/297-1300 (office) 612/633-0410 (home)

You may reach these contacts at the Medtronic
Media Center: 612/673-6218

AGRICULTURE

TOPIC: The Minnesota Table of Taste

OVERVIEW: A Minnesota Table of Taste will be presented for media gathered in the Twin Cities for President Gorbachev on Saturday, June 2, 1990 in the Metrodome from 7:00 - 10:00 p.m. The table is arranged with agricultural displays that are representative of all Minnesota commodity organizations: beef, corn, barley, pork, turkey, potatoes, wheat, wild rice, dairy and soybeans.

BACKGROUND INFORMATION: The "Minnesota Table of Taste" is a big part of the Department of Agriculture's Minnesota Food Expos, and was started in 1965. The Minnesota Food Expos help Minnesota companies open new markets, launch new products, and meet key buyers and decision makers. A professional chef prepares food from each of the companies who participate in the Expo. Buyers have an opportunity to taste the specially prepared foods and talk to company representatives at the same function. The department also uses this array of foods as a tool to show off the diversification of Minnesota's agriculture. There have been over 118 Food Expos in over 50 major U.S. markets, including Hawaii.

A sampling of a few companies that have participated in the Minnesota Food Expos are: Creamette, Division of Borden; Captain Key's Foods, Inc.; Geo. A. Hormel Corp.; McGarvey Coffee, Div. of Din-Mor; Pepin Heights Orchard; Austrian Oblaten; Midwest Northern Nut; Pearson Candy; and Reuben Meats, Division of International Multifoods.

CONTACT: Ms. Debora Vorderbruggen regarding Minnesota Food Expos, at: 612/296-1414.
For more information on Minnesota Tables of Taste, call Mrs. Margaret Savard at: 612/296-6962

AGRICULTURE

TOPIC: Minnesota-Soviet Union Agribusiness Opportunities Conference

OVERVIEW: The Minnesota Trade Office is organizing the Minnesota-Soviet Union Agribusiness Opportunities Conference, which will take place in late September or early October, 1990. The goal of the seminar is to develop new markets previously inaccessible to Minnesota international traders, and expand and diversify Minnesota's export outreach so that Minnesota can be better positioned in today's highly competitive global marketplace. Ultimately, we are committing ourselves to a friendly relationship building with the business and the people of the Soviet Union through trade expansion. To do this effectively, relatively high-ranking Soviet economic decision-makers need to get involved in the process. One example would be to have Minister Evgeniy I. Sizenko, First Deputy of the USSR State Agro-Industrial Committee, deliver the opening address via satellite transmission live from Moscow. A letter of invitation from Governor Perpich will be hand delivered to Minister Sizenko.

OTHER INFORMATION: The Minnesota Trade Office has recommended appointments be set up via the Council between Dr. P. Richard Bohr, of the University of Minnesota and a number of Soviet ministers. To ensure that the MTO gets the right people from Moscow, we will seek cooperation from the Soviet Novosti Press Agency to assist us in obtaining access to the Soviet decision-makers. Hormel has granted \$10,000 to be devoted to the Soviet seminar.

CONTACT: Li King Feng, International Trade Representative
International Marketing and Investment
Minnesota Trade Office
Phone: 7-1443

Richard Haskett, Administrator
Minnesota Trade Office
1000 Minnesota World Trade Center
30 East 7th Street
St. Paul, MN 55101-4902
Phone: 612/297-4222
Fax: 612/296-3555

AGRICULTURE

TOPIC: Rural Technology Partnership

OVERVIEW: Kris Sanda, president of Rural Technology Partnership (RTP), returned from the USSR with the first computerized data on lupins, a high-protein, cool-climate crop used for both livestock feed and human food. The data had been put onto a computer diskette at the USSR Academy of Soviet Sciences. Its return here completes the first step in developing an International Data Base for Lupins under a cooperative agreement between the Soviets and RTP on behalf of the University of Minnesota.

OTHER INFORMATION: Sanda will also write a program contract for exchange of 20-25 Soviet and Minnesota agricultural researchers and farmers, to begin later this year or next spring. That contract will be with Agrovnesnauka, a newly formed agricultural ventures group. Its deputy commissioner is Yuri Klimov.

Sanda also signed a high-tech joint-venture agreement with the Russian Soviet Federated Socialist Republic and brought back joint venture proposals for technology transfer and applied research cooperation from more than 48 Soviet technology groups.

BACKGROUND INFO: Rural Technology Partnership is a non-profit agency, chartered to assist in developing profitable practices for family farmers. It is affiliated with the William C. Norris Institute.

CONTACT: Bob Rupp, Rural Technology Partnership
Office: 612/297-6362
Fax: 612/296-3555

AGRICULTURE

TOPIC: Experience, Inc.

OVERVIEW: This company has signed a protocol with Agricultural International Development Associated of Canada, Inc. (AIDAC, Inc.) to work with the State Agro-Industrial Committee of The R.S.F.S.R. to form the U.S.S.R. side of the joint venture. The project consists of a sweet corn production and processing operation to handle frozen and canned sweet corn and related vegetables in at least 40,000 to 50,000 tons of volume.

ADDITIONAL INFORMATION: Experience, Inc. has agreed to do a market study and justification for export sales from the U.S.S.R., provide descriptions of state-of-the-art production and post-harvest handling technology and techniques, and determine the economic prospects of the investment. The company has also agreed to identify the required infrastructure, the agronomic diversity, and appropriate product mix for the operation, as well as the alternative joint venture mechanisms to bring the project to a reality.

CONTACT: M.S. Munro, Experience, Inc.
1200 Second Avenue South
Minneapolis, MN 55403
Office: 612/338-7844
Fax: 612/338-8005

AGRICULTURE

TOPIC: Minnesota Soybean Growers Association

OVERVIEW: Listed below are 6 members of the association with ties to the Soviet Union:

Port of Duluth - may be used for exporting soybean pellets to the Soviet Union. The facilities for loading will accommodate the Soviet ships. If soybeans were pelleted, Minnesota farmers would no longer be at the end of the pipeline for supplying food product.

Contact: Seaway Port Authority of Duluth. David Sauer is the trade development manager, and can be reached at 218/727-8525.

Aleks Cerne - belongs to the American Soybean Association's East European office in Vienna. Aleks speaks Russian as well as five other Eastern European languages. He travels to the Soviet Union each month to broaden contacts and explore possible market expansion activities. He can be contacted in Vienna at: 36-82-18 or 36-82-19, country code is 43, city code is 222.

Don Nickel - serves on the Minnesota Soybean Research and Promotion Council (MSR&PC). This council is responsible for administering the checkoff funds which are collected from Minnesota soybean producers. Don will be traveling to the Soviet Union on August 26, and will stay for about 2 weeks. He is one of 26 participants who will be traveling with ASA. Don can be reached at 507/427-2648.

Bob Kruger - is President of the Minnesota Soybean Growers Association (MSGA). The MSGA is a non-profit organization of nearly 3,500 soybean farmers in the state. Its goal is to assure profitable soybean farming by supporting research, monitoring government policies and providing members with marketing information and activities to expand soybean markets. Call Bob at 507/477-3179.

Ralph Novotny - is Chairman of the Minnesota Soybean Research and Promotion Council (MSR&PC). The MSR&PC is a non-profit organization of soybean growers funded through a producer checkoff program. Its policies are set by a 14-member soybean council made up of soybean farmers. Ralph can be reached at: 612/848-6392.

Roger Bothe - serves on the Minnesota Soybean Research and Promotion Council. His farm in Cottage Grove is only 7 miles from the Capitol and features soybeans, corn, oats and hay fields on its 630 acres. The farm has been in Roger's family since 1881. Roger and RuthAnn can be reached at 612/459-0886.

AGRICULTURE

TOPIC: Minnesota Corn Growers Association

OVERVIEW: 60 million tons of Minnesota corn have found their way to the Soviet Union as part of 1990 sales. Farmers can expect that to increase to 90 million tons by September 30.

ADDITIONAL INFORMATION: Minnesota is the nation's fifth largest corn state, producing over 700 million bushels (9.3% of the nation's supply), in 1989. The Soviet Union purchased 16.3 million metric tons of U.S. corn last year and has already purchased 16.4 million metric tons this year.

CONTACT: Sharon Clark, President
Minnesota Corn Growers Association
Phone: 612/598-3164

AGRICULTURE

TOPIC: Minnesota Potato Growers Association

OVERVIEW: In view of the Soviet Union's reported difficulties with the storage and distribution of potatoes, Lloyd Schmidt, president of the association, would be a good person to contact for potato farming questions. He has been invited to the agriculture & business meeting with Mr. Gorbachev, presumably because of his own expertise, and that of his organization.

CONTACT: Lloyd Schmidt, Minnesota Potato Growers Association
P.O. Box 301
East Grand Forks, MN 56721
Phone: 218/773-3633

AGRICULTURE

TOPIC: City of Duluth Sister City Program

OVERVIEW: Through its Sister City Program, the City of Duluth is donating some 170 used voting machines to the City of Petrozavodsk. The machines, each roughly the size of a telephone booth, are presently being crated. Petrozavodsk city officials are attempting to arrange for direct conveyance by Soviet ship from Duluth to Leningrad, where the machines would be transshipped to Petrozavodsk.

CONTACT: Duluth Mayor John Fedo
Phone: 218/723-3295

AGRICULTURE

TOPIC: Land O'Lakes/Soviet Union Cooperative Dairy System Project

OVERVIEW: In October, 1989, the Chairman of the State Agro-Industrial Committee of the Non-Black Earth Region of the Republic of Russia invited Land O'Lakes to assist in the establishment of a producer-owned dairy cooperative in the Ryazan Region of the Republic of Russia. The dairy cooperative will be owned and operated by individual farm owners or leaseholders. It will operate parallel to, and in coordination with, existing state and collective dairy units to market dairy products or purchase agricultural inputs. The cooperative will utilize Land O'Lakes' organization and management skills, technology and products.

The Land O'Lakes proposal has been accepted by the Soviets. They are now negotiating the manner in which the costs of the feasibility study will be paid. The feasibility study is scheduled for sometime during the fall of 1990, with the project scheduled to begin in 1992.

BACKGROUND INFORMATION: Land O'Lakes ranks 179 on Fortune Magazine's listing of the top 500 U.S. companies, and annually has sales of over \$2.3 billion. It is the fifth largest Fortune 500 company in Minnesota.

Land O'Lakes is an agricultural supply, food processing and marketing cooperative headquartered in Minneapolis/St. Paul, Minnesota. It is owned by 500,000 farmers and ranchers, both directly and through 1,300 local cooperatives, in 15 states in the upper midwest and northwest regions of the United States.

CONTACT: Jack Gherty, President and CEO
Vern Freeh, Vice President, Public and International Affairs
Land O'Lakes, Inc.
P.O. Box 116
Minneapolis, MN 55440-0116
Office Phone: 612/481-2100

AGRICULTURE

TOPIC: The Universal Popularity of SPAM®

OVERVIEW: Over the years, SPAM® luncheon meat, produced by Geo. A. Hormel & Company, has achieved legendary status. Its popularity is such, that even former Soviet leader Nikita Krushchev had something to say about it. In his memoirs, Krushchev Remembers, he wrote: "There were many jokes going around the Army, some of them off-color, about American SPAM®. It tastes good nonetheless." In fact, Krushchev recalls, "Without SPAM®, we wouldn't have been able to feed our Army."

BACKGROUND INFORMATION: SPAM® is a pork and shoulder ham product developed in 1937 by Jay C. Hormel, son of the founder of Hormel International. During World War II, SPAM® was called into service as a lend-lease staple for the allied war effort, to be consumed by the American, British and Russian troops. So convenient and abundant was this staple, that the military fed the product to soldiers by the frigate load.

CONTACT: Richard Crane
Hormel International
Phone: 507/437-5266
Fax: 507/437-5489

AGRICULTURE

TOPIC: Babcock Swine, Inc.

OVERVIEW: Babcock's objective in the U.S.S.R. is to establish a Babcock breeding herd in the Sakhalin region. The President of Babcock has just completed a three week study of the region. The buildings are being designed in the Soviet Union at this time. Four hundred breeders will be shipped to Seattle and then put on a Soviet freighter for the journey to Sakhalin. Two Soviets will train at the research center for 2-3 months before delivery of the animals.

Frozen semen will be shipped from the research farm, and specific females will be inseminated. The resulting progeny will be measured by the Soviets and the data faxed back to the research farm. The most superior performing animals will become the next generation, and the balance will be sent to slaughter. Within five years, the Sakhalin hero will produce 50,000 slaughter hogs per year.

BACKGROUND INFORMATION: Babcock Swine, Inc. is a Minnesota corporation formed in 1969 with the objective of using genetic selection to produce a better hog. "Better," meaning a hog that grows rapidly and produces lean meat on the least amount of feed. To select the leanest, fastest growing animals, the company uses computers, ultra sound scanners and some high performance software used by IBM and genetic engineering companies. The company produces 23,000 pigs per year, and new facilities are being constructed to increase production to 42,000 animals per year.

Babcock has sold breeding animals in Costa Rica, Canada, Mexico, Taiwan, Korea, Philippines, Thailand and Japan.

CONTACT: Jim McPeak, President
Babcock Swine, Inc.
P.O. Box 759
Rochester, MN 55903
Phone: 507/288-3312

ARTS & ENTERTAINMENT

Topic: Nationally recognized arts and entertainment figures who were born and/or lived in Minnesota.

Overview: Minnesota's active arts and entertainment community has launched dozens of Minnesotans to national prominence, including August Wilson, Prince, Bob Dylan, Louie Anderson and Jessica Lange.

Additional Information: Current and former arts and entertainment figures with Minnesota ties include:

Eddie Albert, actor - Green Acres, Switch
Loni Anderson, actress - WKRP in Cincinnati
Louie Anderson, comedian
Richard Dean Anderson, actor - MacGyver
The Andrews Sisters, 1930s and 40s singing group
James Arness, actor - Gunsmoke's "Matt Dillon"
Lew Ayres, actor - All Quiet on the Western Front, Dr. Kildare
James & Virginia Binger, owners of Jujamcyn Theatres in New York
Julia Duffy, actress - Newhart
Bob Dylan, folk/rock singer
F. Scott Fitzgerald, author (deceased)
Mark Frost, producer/director/writer - Twin Peaks
Wanda Gag, author and illustrator of children's books (deceased)
Judy Garland, actress/singer (deceased)
Peter Graves, actor - Mission Impossible
Judith Guest, author - Ordinary People
Jimmy "Jam" Harris, Grammy-winning record producer
Jon Hassler, author
The Jets, pop singing group
Garrison Keillor, writer/radio personality - Prairie Home Companion
Linda Kelsey, actress - Lou Grant
Jessica Lange, actress
Meridel LeSueur, author/poet
Terry Lewis, Grammy-winning record producer
Sinclair Lewis, Nobel Prize-winning author - Main Street (deceased)
Gordon Parks, photographer, author and director
Mary Ellen Pinkham, author - Mary Ellen's Helpful Hints
Prince, singer/songwriter/producer
Harry Reasoner, journalist - 60 Minutes correspondent
Harrison Salisbury, journalist - former New York Times editor;
1955 Pulitzer Prize winner for his 14-part series on Russia
Eric Sevareid, journalist
Charles Schulz, cartoonist - "Peanuts"
Mike Todd, producer - Around the World in 80 Days (deceased)
Robert Vaughan, actor - The Man from UNCLE
Robert Penn Warren, Pulitzer Prize winning novelist - All the Kings Men
Laura Ingalls Wilder, author - Little House on the Prairie (deceased)
August Wilson, two-time Pulitzer Prize winning playwright - Fences and
Joe Turner's Come and Gone

CONTACT: Marjorie Casey, Public Information Officer - Minnesota State Arts Board, o) 297-2603, h) 722-6088

BUSINESS

TOPIC: Minnesota Home to 31 Fortune 500 Firms and 11 Forbes Largest Private Firms.

OVERVIEW: When President Gorbachev visits Minnesota on Sunday, he will meet with the heads of some of the nation's largest companies. In Minnesota they're easy to find, we have more Fortune 500 headquarters per capita than all but four states.

ADDITIONAL INFORMATION: Minnesota began to grow its corporate giants more than a century ago, when development of a new technology for milling wheat led to creation of General Mills and Pillsbury Corporation. Today nearly 50 percent of the states workforce works for large firms (with 500 or more employees), nearly twice the national average.

This list includes 15 Fortune 500 industrial companies and 16 Fortune 500 service companies. (See list below) In addition Minnesota is home to 11 firms on the Forbes list of largest privately held companies, including the largest—Cargill.

MINNESOTA FIRMS AMONG THE FORTUNE 500 LIST OF INDUSTRIAL AND SERVICE FIRMS

INDUSTRIAL CORPORATIONS

3M Company
Honeywell Inc.
General Mills Inc.
Control Data Corporation
Land O'Lakes Inc.
Geo. A. Hormel and Company
International Multifoods Corp.
Deluxe Corporation
Bemis Company, Inc.
Pentair Inc.
Cray Research Inc.
H.B. Fuller Company
Medtronic, Inc.
Jostens Inc.
Toro Company

SERVICE COMPANIES

Super Valu Stores, Inc.
Nash Finch Company
First Bank Systems Inc.
Norwest Corporation
St. Paul Companies Inc.
IDS Life Insurance Company
Northwestern National Life Insurance Co.
The Minnesota Mutual Life Insurance Co.
Dayton Hudson Company
Northwest Airlines Inc.
Soo Line Corporation
Northern States Power Company
TCF Banking and Savings, F.A.
Harvest States Cooperative
Ecolab Inc.
Tonka Corporation

SOURCE: *Fortune*; April 23, 1990. *Fortune*, June 1989, and *Corporate Report Fact Book*, 1988.

CONTACTS: Wilbur Maki, Professor of Applied Economics, University of Minnesota
Office: (612) 625-6237 Home: (612) 926-7779
Tom Triplett, President, Minnesota Business Partnership,
Office: (612) 370-0840 Home: (612) 377-6585

BUSINESS

TOPIC: Innovation in Minnesota

OVERVIEW: As President Gorbachev attempts to "re-create" his own economy, he might examine Minnesota's own creative process.

ADDITIONAL INFORMATION: Minnesota industry invests a higher proportion of gross state product to research and development than even the Japanese. At the University of Minnesota research expenditures approach \$185 million, ranking among the top five public universities in the United States. The result for Minnesota is more patents per capita than 45 of 50 states.

3M Company's reputation for creativity and innovation is unsurpassed. Research and development spending at 3M was 6.6 percent of sales last year, almost twice the level for the average American corporation. For years the Company has issued a standing challenge to its various divisions to achieve 25 percent of sales from products introduced in the past five years.

One specific strategy for achieving this goal is encouraging technical people to spend 15 percent of their time in the laboratory on projects of their own choosing. The process works. In 1988, 48 teams won the 3M Golden Step Awards for a new product line that attains \$2 million in sales in the previous year.

CONTACTS: Ettore Infante, Dean, Institute of Technology, University of Minnesota
Office: (612) 624-2006 Home: (612) 377-0556
Mark Fenner, Manager, Public Relations, 3M,
Office: (612) 733-9242 Home: (612) 779-0622
Dale Lynch, Manager, Public Relations, 3M,
Office: (612) 733-0719 Home: (612) 888-6658
Ben Marsh, Manager, Public Relations, 3M,
Office: (612) 733-7908 Home: (612) 429-3256
Will Shapira, Manager, Public Relations, 3M,
Office: (612) 733-8936 Home: (612) 645-2448

BUSINESS

TOPIC: Economy

OVERVIEW: Although structured much like the national economy, the Minnesota economy has performed better than the nation in recent years.

ADDITIONAL INFORMATION: The Minnesota economy mirrors the nation's with manufacturing accounting for 24 percent of the state's economic activity, services comprising 22 percent and trade 17 percent. The remainder of the state's economy is divided among finance, insurance and real estate; transportation, communication and public utilities; government; construction; and resource-based industries such as agriculture, mining and forestry.

In terms of both employment growth and personal income growth, Minnesota has out-performed the four surrounding states and the nation. Between 1983 and 1988, Minnesota added 304,000 new jobs, an 18 percent increase. Nationally, the number of jobs increased only 17 percent for this period and the surrounding states added employment at rates between two and 15 percent.

Looking at total personal income and per capita personal income, Minnesota has performed better than the surrounding states and the nation as a whole. From 1983 to 1989, personal income in Minnesota increased 55 percent, compared to a national increase of 54 percent and increases of 19 to 49 percent for the surrounding states. In terms of per capita personal income, Minnesota's growth has been equally remarkable. The state's per capita personal income grew 47 percent between 1983 and 1989 compared to a national increase of 45 percent and increases ranging from 22 to 45 percent for the surrounding states. Minnesota ranked 16th in the nation in per capita personal income for 1989.

Also reflecting Minnesota's better than average economic performance, unemployment in the state was 4.3 percent in 1989 compared to the national average of 5.3 percent.

CONTACT: Carol Johnson, economic analyst, Minnesota Department
of Trade and Economic Development
Office: 297-2334 Home: 647-0355

BUSINESS

TOPIC: Agriculture

OVERVIEW: Although less than 5 percent of Minnesota's gross state product is derived directly from farming, Minnesota is a leading farm state.

ADDITIONAL INFORMATION: Minnesota ranks as the nation's sixth largest agricultural producer, in terms of cash receipts to farms. In addition, the state ranks fifth in number of farms and 15th in total farm acreage.

The state's primary agricultural products are dairy products, soybeans, corn, cattle, hogs, wheat and sugar beets.

Minnesota is the second largest producer of sugar beets, hay, oats and sweet corn, and the third largest producer of dairy products, soybeans, hogs, sunflowers and honey.

CONTACT: Jim Nichols, commissioner, Minnesota Department of Agriculture
Office: 297-3219 Home: 739-5637
Carroll Rock, state statistician, Minnesota Department of Agriculture
Office: 296-3896 Home: 439-0192

BUSINESS

TOPIC: Minneapolis/St. Paul as the hub of the regional economy of the Upper Midwest.

OVERVIEW: The primary trade area for the Twin Cities encompasses Minnesota, western Wisconsin, northern Iowa, the Dakotas and eastern Montana. This region is partially defined by history and the influence of the surrounding large metropolitan areas of Seattle, Denver and Chicago. Within the region the Twin Cities is the primary center for banking, transportation, food processing, wholesale trade, communications, business services, as well as sports and arts.

ADDITIONAL INFORMATION: The Twin Cities have been a regional center, beginning with transportation, for more than 150 years. Beginning with the river boats, this transportation system evolved into a center for railroads, then trucking and now airlines. Minneapolis/St. Paul is also a financial center with the Minneapolis Federal Reserve Bank and two large bank holding companies, First Bank and Norwest. The Twin Cities' reputation as a business center is further validated because so many Fortune 500 companies are located here.

CONTACTS: John Adams, University of Minnesota
Office: 612/625-0571 Home: 612/925-1340.
David Dahl, Federal Reserve Bank of Minneapolis
Office: 612/340-2587 Home: 612/927-9609.

BUSINESS

TOPIC: Software — What Minnesota is learning from the Soviets

OVERVIEW: Although the U.S. has the lead in many areas of technology, at least two Minnesota companies are trying to import Soviet computer software.

ADDITIONAL INFORMATION: Two Minnesota companies, First Genesis Software Inc. and Selectronics Inc. believe that the Soviets have much to offer the U.S. in the area of software technology.

Selectronics Inc., two years on *Inc. Magazine's* list of 100 fastest growing companies, is negotiating with staff from the Soviet Academy of Sciences, in Leningrad, to acquire some of their software. According to Selectronics' CEO, Michael Weiner, "We were tremendously surprised and impressed with the Soviets knowledge and expertise. Their technical skills demonstrated on IBM-PC software is world-class".

In addition, another Minnesota software firm, First Genesis Software Inc. is introducing a USSR-developed anti-virus software. The software, named GOBBLER, has been licensed through Elcon, a Soviet joint venture for distribution in the West.

CONTACTS: Len Fricke, First Genesis Software Inc.
Office: 612/544-4445 Home: 612/545-6823
Michael Weiner, chairman and CEO, Selectronics Inc.
Office: 612/545-6823 Hotel: 312/337-1234
Connie Conners, director of communications, Selectronics Inc.
Office: 212/431-9300 Home: 212/571-4300
Hotel: 312/467-0800

BUSINESS

TOPIC: The Entrepreneurial Spirit—What the Soviets can learn from Minnesota.

OVERVIEW: The entrepreneurial spirit is alive and well in Minnesota. If President Gorbachev is interested in learning about small, dynamic high-growth businesses, he could not have chosen a better spot than Minnesota.

ADDITIONAL INFORMATION: In Minnesota, small business can take the risks necessary to thrive and grow. Minnesota has had more companies on *Inc.* Magazine's list of 100 fastest growing companies in the past ten years than all but five other states.

Minnesota's Selectronics, Inc., an electronics manufacturer, appeared on *Inc.*'s list in both 1990 and 1989. The corporation grew by a remarkable 4,919 percent between 1985 and 1989, from \$.430 million to \$21.581 million in revenues. Founded in 1983, the company manufactures electronic reference products such as Dial-A-Card, a hand held telephone dialer, Word Finder, an electronic dictionary/thesaurus, and 5 and 10 language hand-held translators. The 10 language translator includes Russian, Polish, and Czechoslovakian.

This high level of small business activity extends to minority and women entrepreneurs as well. Katherine Anderson, Chairman and CEO of Medical Graphics Corp., a computerized diagnostics manufacturer, has managed the company as its revenues have doubled over the last several years.

Minnesota's WEDCO (Womens' Economic Development Corporation) is a unique organization that helps women become entrepreneurs. WEDCO has helped nearly 800 women start their own businesses, providing business planning and financing assistance. The WEDCO model has now been replicated in other cities, states and 20 countries worldwide.

CONTACT: Katherine Anderson, Chairman and CEO, Medical Graphics Corp.
Office: (612) 484-4878.
Katherine Keily, President, WEDCO
Office: (612) 646-3808 Home: (612) 641-7299
Michael Weiner, Chairman and CEO, Selectronics Inc.
Office: (612) 545-6823 Home: (312) 337-1234
Jim Finke, President, Selectronics, Inc.
Office: (612) 545-6823

BUSINESS

TOPIC: Soviet interest in food processing and packaging technology.

OVERVIEW: When President Gorbachev meets with business and agricultural leaders on Sunday, it is anticipated that he will be seeking the expertise to process, package and distribute food effectively. Minnesota is a world leader in food processing technology.

ADDITIONAL INFORMATION: Reflecting our resource base of fertile farm land, Minnesota's second largest manufacturing industry is the food processing industry. Processed food products are also the state's second largest source of export income, following only computers and other non-electrical machinery. Minnesota is home to many food processing giants such as International Multifoods, Hormel, General Mills, Pillsbury and Land O'Lakes. In food distribution, Minnesota's Cargill Inc. is a world leader. In the area of food packaging machinery, Minnesota-based Bemis Company is another leader. Land O'Lakes is unique among Minnesota's Fortune 500 food processors, because it grew out of the state's farm cooperative movement. Founded in 1921, the company was originally set up by 300 local Minnesota dairy cooperatives, and today is owned by more than 500,000 farmers in 15 states. Cooperatives were started in the United States at the turn of the century to market farmers' goods and to supply farmers. Land O'Lakes is now the third largest U.S. cooperative.

CONTACTS: Abby McKenzie, director of economic analysis, Minnesota Department
of Trade and Economic Development
Office 612/296-8285 Home, 612/698-8636.
Terry Nagel, director of communications, Land O'Lakes Inc.
Office, 612/481-2271 Home: 612/374-5621.
Steve Krikava, director of governmental affairs, Land O'Lakes
Office: 612/481-2269 Home: 612/929-9480.

BUSINESS

TOPIC: Local Businesses Support Minnesota Communities

OVERVIEW: When President and Mrs. Gorbachev arrive in the Twin Cities on Sunday, they will find that everything from the media Center to the sumptuous business meeting facility has been donated by the private sector. This is just one more example of a long tradition of civic support from Minnesota's business community.

ADDITIONAL INFORMATION: Minnesota business and industry are unsurpassed in the nation in providing community support. More than 100 Minnesota companies belong to the Keystone Club, whose members annually contribute two to five percent of their pretax earnings to charitable organizations.

Minnesota ranks second in the nation in dollars of foundation grants received, per 1,000 residents, largely from business foundations. For example, the Blandin Foundation provides its internationally recognized leadership training grants to small communities throughout Minnesota.

The Soviets feel they can learn from Blandin Foundation how to stimulate local initiative. Representatives from the first and only Soviet foundation, the Cultural Initiative, visited the Blandin Foundation to study their leadership program, and develop a program for Blandin Foundation staff to train Soviet trainers in their techniques.

CONTACTS: Tom Triplett, President, Minnesota Business Partnership,
Office: (612) 370-0840 Home: (612) 377-6585
Katherine Jensen, Vice President, Blandin Foundation, Grand Rapids
Office: (218) 326-0523 Home: (218) 326-8917
Dr. Jim Krile, Director of Community Leadership
Office: (218) 326-0523 Home: (218) 327-1581

BUSINESS

TOPIC: Minnesota is a high-tech state, with the advanced technology the Soviet Union needs to modernize its economy.

OVERVIEW: Minnesota is a high-tech state, with 9.6 percent of its workforce employed in technology intensive activities, as compared to only 8.6 percent nationwide.

ADDITIONAL INFORMATION: Although Minnesota has significant representation in more than 30 technology intensive industries, the state specializes in design and production of computers and high-tech instruments. Minnesota has more than four times the national share of employment in the computer industry, with headquarters for Fortune 500 giants Cray Research and Control Data and major operations for IBM and Unisys to name just two.

Minnesota has more than five times the national concentration of employment in the scientific instruments industry, with major operations for Rosemount and headquarters for Ecolab and MTS Systems in the state. In addition, Minnesota has twice the share of employment in the medical instruments and measuring and controlling devices industries including headquarters for giants Honeywell and Medtronics.

TOP 25 MINNESOTA HIGH TECH FIRMS

| RANK | COMPANY | RANK | COMPANY |
|------|--------------------------------|------|------------------------------|
| 1 | 3M Company | 14 | Hutchinson Technology, Inc. |
| 2 | Honeywell Inc. | 15 | Lee Data Corporation |
| 3 | Control Data | 16 | Analysts International Corp. |
| 4 | Cray Research Inc. | 17 | Sheldahl, Inc. |
| 5 | Medtronic Inc. | 18 | Advance Circuits, Inc. |
| 6 | Graco Inc. | 19 | Micro Component Technology |
| 7 | National Computer Systems Inc. | 20 | CPT Corporation |
| 8 | Datacard Corporation | 21 | Dahlberg, Inc. |
| 9 | ADC Telecommunications Inc. | 22 | Weigh-Tronix, Inc. |
| 10 | Network Systems Corporation | 23 | Zytec, Inc. |
| 11 | MTS Systems Corporation | 24 | Fluoroware, Inc. |
| 12 | Starkey Laboratories Inc. | 25 | Remmele Engineering, Inc. |
| 13 | St. Jude Medical, Inc. | | |

SOURCE: Smith, T. and Papa, M.B. "The High-Tech 100." *Corporate Report Minnesota* (October, 1989): 41-74.

CONTACT: Steven Watson, Director, Minnesota High Tech Council
Office: (612) 339-0408 Home: (612) 927-8568

BUSINESS

TOPIC: Minnesota a Leader in the Quality and Productivity

OVERVIEW: As part of his economic reforms President Gorbachev has instituted measures to improve the quality of Soviet products. Many Minnesota companies have demonstrated that quality products can ensure success in an increasingly competitive global economy.

ADDITIONAL INFORMATION: When Fortune Magazine listed the "100 products America Makes Best," six Minnesota companies made the list: Tennant Company, for its industrial sweepers; 3M Corp. for its Post-It notes; Cray Research for its supercomputers; Rosemount for its pressure transmitters; Honeywell for its heating controls and Hormel for its Top Shelf entrees.

Tennant Company is a national leader in the quality movement. Roger Hale, President and CEO, attributes his company's dominance in the industrial and institutional floor maintenance equipment industry to its total quality program.

As the first Chairman of the Board of the Minnesota Council on Quality, he has worked to spread the quality and productivity ethic statewide. The Quality Council provides training and public awareness programs to business, and labor for achieving and improving quality and productivity. It has sponsored 11 Community Quality Councils around the state and is developing the Minnesota Quality Award, similar to the national Malcolm Baldrige Award.

CONTACTS: Carol Davis, Assistant Director, Minnesota Council on Quality,
Office: (612) 851-3181 Home: (612) 881-9171
Doug Hoelsher, Vice-President, Manufacturing and Engineering,
Tennant Company
Office: (612) 540-1334 Home: (612) 545-5719
Ron Kowal, Director, Manufacturing, Tennant Company
Office: (612) 540-1273 Home: (612) 633-1739
Jim Brattvet, Corporate Communications Manager, Tennant Company
Office: (612) 540-1225 Home: (612) 544-3910

BUSINESS

TOPIC: The Valspar Corporation

OVERVIEW: Valspar, a leading Minnesota manufacturer of paints and coatings, has received royalties for food can coatings sale to the Soviets.

ADDITIONAL INFORMATION: Valspar, of Minneapolis, is one of the five largest U.S. manufacturers of paint and related coatings. Valspar produced the country's first varnish and is considered a pioneer among coatings firms. Valspar produces a variety of products including industrial and protective coatings; latex and oil-based paints, stains and varnishes; and specialty products, including resins, emulsions, colorants, floor-care products, and industrial maintenance and marine coatings.

Headquartered in Minneapolis, Valspar has 21 manufacturing plants in addition to warehouse facilities located throughout the U.S. and Canada. The U.S. locations include: Kansas City, Missouri; Rockford, Wheeling and Carpentersville, Illinois; Baltimore; and Philadelphia.

A Valspar licensee for packaging coatings technology in Europe has sold food can coatings to the Soviets, and Valspar received the royalties from this sale. In addition, Valspar is exploring joint venture or licensing opportunities with a Soviet or Finnish company for food can coating technology.

CONTACT: David C. Olfe, vice president, international, The Valspar Corporation
Office: 375-7705

COMPUTER SOFTWARE

TOPIC: Anti-virus Computer Software

OVERVIEW: First Genesis Software, Inc., is the North American distributor of a new anti-virus computer software program called GOBBLER®. This program is a comprehensive virus detector and eradicator which not only monitors, detects and warns of viral activity, but also automatically removes the virus, restoring the health of the previously infected file without the need to delete and replace the file.

OTHER INFORMATION: GOBBLER® recognizes and eliminates more than 35 different viruses, and monitors the boot sector, directories, subdirectories, and program and system files to check for virus codes. To verify that GOBBLER® works as advertised, the program was tested by Dunhill Software Services of Minneapolis. Dunhill reports that this program is the most comprehensive virus detector and eradicator they have seen. GOBBLER® is made by Comrac Systems BV, of The Netherlands.

CONTACT: Len Fricke
First Genesis Software, Inc.
1000 Shelard Parkway - Suite 270
Minneapolis, Minnesota 55426
Phone: 612/544-4455
Fax: 612/544-4347

CULTURE

Topic: Minnesota's rich and diverse cultural activity

Overview: Minnesota boasts more than 1,100 arts and cultural organizations throughout the state. In the Twin Cities area alone, there are more live theaters per capita than any area outside of New York City (nearly 100), plus approximately 130 art galleries, 20 classical music groups, 15 museums and 10 dance companies.

Additional Information: Notable Minnesota arts organizations include:

- Children's Theatre Company, a world renowned theater that recently performed in Moscow as part of a cultural exchange
- Composers Forum, an organization that supports composers and the development of new musical compositions
- Guthrie Theater, a Tony Award winner for its contribution to regional theater
- Illusion Theatre, nationally renowned for its educational theater pieces on such topics as sexual abuse and AIDS
- The Loft, an organization that provides instruction and support for the creative writer
- Minneapolis Institute of Arts, an encyclopedic collection that includes American, European, Asian and African works of art
- Minnesota Museum of Art, a St. Paul museum with a focus on collecting and preserving American art objects, including a large collection of Native American work
- Minnesota Orchestra, established in 1903, it was the second major orchestra to make recordings of its performances (in 1924)
- Mixed Blood Theater, a pioneer in color-blind casting
- New Dance Ensemble
- Playwrights' Center, an organization that provides development opportunities for emerging and established playwrights, including Pulitzer Prize-winning August Wilson
- St. Paul Chamber Orchestra, the first full-time chamber orchestra in the country
- Theater in the Round, one of the Twin Cities oldest theaters and one of the best examples of the area's community theater tradition
- Walker Art Center, renowned for its contemporary art collection and cutting-edge programming

CONTACT: Marjorie Casey, Public Information Officer - Minnesota State Arts Board
o) 297-2603, h) 722-6088

CULTURE

TOPIC: The Science Museum of Minnesota

OVERVIEW: As Mikhail Gorbachev comes to Minnesota, Minnesotans can go to Moscow in the Science Museum of Minnesota's Omnitheater. The Bolshoi Ballet is featured in the current Omnitheater film, **To The Limit**, which closes June 17.

ADDITIONAL INFORMATION: The grace, beauty, and power of 27-year-old prima ballerina Nina Ananiashvili is felt as she dance with the Bolshoi Ballet. The first true slow-motion IMAX footage is used in the sequence, showing how the ballerina's nervous system controls her precise, flowing movements, and how ceaseless practice has strengthened her mind and body's "sixth-sense" awareness of her location in space.

Ananiashvili first drew public attention at the age of eight when she took first place in a figure skating contest in her Soviet Union hometown of Tbilisi. She has been with the Bolshoi Ballet since she was ten years old. One of her first successes came in 1980 at the Varna International Competition in Bulgaria, where she won the junior competition, taking first place and the gold medal. In Moscow in 1981, the Bolshoi Theater opened its doors to the 123 contenders from 23 countries for awards. Ananiashvili received the main award in the junior division.

Today, Ananiashvili often goes on tour in Europe, North America, and Asia. She conducted a U.S. tour in 1987-1988.

CONTACT: Lynne Kujawa
Phone: 612/221-9423

CULTURE

TOPIC: The Minneapolis Sculpture Garden

OVERVIEW: The Soviet advance team expressed strong interest in including the Minneapolis Sculpture Garden on Gorbachev's itinerary. Following a tour of the Sculpture Garden, Gorbachev may visit the Walker Art Center next door to view Soviet paintings.

ADDITIONAL INFORMATION: The sculpture garden is a collaboration between the Walker

Art Center, a nationally regarded contemporary museum, and the Minneapolis Park and Recreation Board, which received the 1989 Gold Medal Award for excellence in park and recreation management. The Regis Gardens, contained in the Sage and John Cowles Conservatory, are under the supervision of the Minnesota Landscape Arboretum of the University of Minnesota. The Minneapolis Sculpture Garden was officially dedicated on September 10, 1988.

The 7-1/2 acre urban garden features approximately 40 sculptures by leading American and international artists, a glass conservatory containing sculpture and horticultural exhibitions and a fountain in the form of a giant spoon and cherry (*Spoonbridge and Cherry*, Claes Oldenburg and Coosje van Bruggen, 1987-88). A 375-foot pedestrian bridge connects the sculpture garden to Loring park and downtown Minneapolis.

The Garden was designed by Edward Larrabee Barnes, architect of Walker Art Center's present building, in association with landscape architect Peter Rothschild of Quennell Rothschild Associates, New York. The Regis Gardens were designed by landscape architects Michael Van Valkenburgh and Barbara Stauffacher Solomon. The Irene Hixon Whitney Bridge reflects the vision of Minneapolis-based artist Siah Armajani. The granite walkway was designed by leading Minimalist artist Sol LeWitt.

The Minneapolis Sculpture Garden is located at Vineland Place and Lyndale Avenue, opposite Walker Art Center and the Guthrie Theater and within walking distance of downtown Minneapolis.

CONTACT: John Hall, Director of Public Relations, Walker Art Center
Office: 375-7650 or 375-7636
Karen Statler, Associate Director of Public Relations
Office: 375-7651 or 375-7636

CULTURE

TOPIC: Ordway Music Theatre

OVERVIEW: Located in downtown St. Paul, the Ordway Music Theatre, which opened in January 1985, earns high praise from performers, critics and concert-goers. It was described by *Time* magazine as "a jewel overlooking the Mississippi that is one of the handsomest public spaces for music in America."

ADDITIONAL INFORMATION: Reminiscent of a classical European opera house, the Ordway features a gleaming glass and copper exterior. Its elegant interior includes an elliptical stairway that leads to the Grand Foyer and a magnificent view of St. Paul's Rice Park area. Performing spaces include the 1812-seat Main Hall and the 315-seat McKnight Theatre.

The Ordway's year-round programming ranges from classical, jazz and popular music to Broadway musicals and dramas to ballet, modern and ethnic dance. The Ordway is also home to several independent organizations, including the St. Paul Chamber Orchestra, the Minnesota Opera and the Schubert Club, who produce and present additional programming. The Minnesota Orchestra performs its 24-concert St. Paul season at the Ordway.

CONTACT: Christine Vandervoort, Ordway Theatre
Office: 224-8537 Home: 825-4554

CULTURE

TOPIC: Sinclair Lewis, Minnesota-born author of *Main Street* and a Soviet favorite.

OVERVIEW: Sinclair Lewis' boyhood home of Sauk Centre, Minnesota was explored as a possible stop during Gorbachev's Minnesota visit, but was eliminated because of distance.

ADDITIONAL INFORMATION: Sinclair Lewis, born in Sauk Centre on February 7, 1885, was the first American to win the Nobel Prize for literature (in 1930). His first successful novel was *Main Street* (pub. 1920), known for its candid and often scathing portrayal of small-town American life. Sauk Centre achieved notoriety as the inspiration for the novel's fictional setting of "Gopher Prairie."

Although its citizens were initially outraged by Lewis' portrayal, Sauk Centre now celebrates the connection. Lewis' boyhood home has been restored as a museum and the Sinclair Lewis Interpretive Center greets visitors entering the town via Main Street (Hwy. 71), which intersects Sinclair Lewis Avenue near the middle of town. Lewis, who died in Italy on January 10, 1951, is buried in the Lewis family plot in the Greenwood Cemetery east of town. Sauk Centre held a year-long 100th anniversary celebration of Lewis' birth in 1985.

Sauk Centre is located at the junction of Highways 28, 71 and Interstate 94. It is approximately 100 miles northwest of Minneapolis/St. Paul on I-94. Its population is 3,700 (1980 census).

Sinclair Lewis wrote 23 novels during his lifetime, including *Babbitt*, *Elmer Gantry*, *Arrowsmith* and *Dodsworth*.

CONTACT: Roberta Olson, President - Sinclair Lewis Foundation
Office: 1-352-6119 (long distance from the Twin Cities)
Betty Schmitz, Executive Director - Sauk Centre Chamber of Commerce
Office: 1-352-5201, Home: 1-352-6944
Minnesota Representative Sylvester Uphus
Office: 1-352-3744

EDUCATION

TOPIC: Minnesota's high quality of education.

OVERVIEW: The commitment to innovation and excellence in Minnesota education includes parents, communities and businesses working in partnership with public schools to provide opportunities to all learners, whatever their differences in background, abilities, goals or learning styles. Forty-five percent of Minnesota's state budget is devoted to aid to school districts and postsecondary education.

As a result of this commitment, Minnesota and its students have achieved great success. Ninety-one percent of Minnesota's high school students graduate, the highest rate in the country and nearly 20 percentage points higher than the national average. The state ranks fifth in the nation in the number of high school graduates per capita and fourth in ACT college entrance exam scores. Sixty-six percent of Minnesota's high school graduates continue their education. Governor Rudy Perpich was named one of the top 10 education governors in *Fortune* magazine's Spring 1990 issue on education.

ADDITIONAL INFORMATION: Minnesota's educational achievements and innovations include:

- **ENROLLMENT OPTIONS:** Minnesota is a national leader in educational choice. Last year, more than 15,000 students took advantage of four options programs that allow students to cross school district lines to participate in programs that better fit their needs and interests. Under the Postsecondary Enrollment Options Program, high school juniors and seniors can obtain greater choice in programs and get a head start on college by enrolling in college courses free of charge. 6,000 students participated in the program last year.
- **EARLY CHILDHOOD FAMILY EDUCATION:** Minnesota's ECFE program is a national model for educating parents about developmentally appropriate activities for children from birth to age four. More than 165,000 parents and their children in 340 school districts participated in the program.
- **FAMILY LITERACY:** Because a parent's educational level is considered key to a child's future success, Minnesota works to provide literacy skills to young parents while providing their children with positive learning experiences.
- **TECHNOLOGY:** Last year Minnesota had the third highest computer-student ratio in the country (1:18). The state ranked first for its sophisticated use of technology and number of districts using two-way television, and near the top for its teacher workshops and publications.
- **COMPREHENSIVE PROGRAMS FOR AT-RISK STUDENTS:** With 46 state and federal programs for at-risk learners, Minnesota is in the final stages of developing a comprehensive program stressing early prevention and partnerships between schools and communities.
- **EDUCATION FOR HOMELESS CHILDREN:** State law allows homeless children to attend school unhampered by residency requirements and provides for increasing public awareness, providing transportation and transferring school records more readily.
- **YOUTH SERVICE:** Some 279 Minnesota school districts include service programs in their community youth development plans. The programs include peer tutoring, homework helper centers, environmental cleanup and assistance to senior citizens.

CONTACT: June Alexander, Assistant to the Commissioner, Minnesota Department of Education
Office: 297-4411 Home: 423-3150

EDUCATION

Topic: Minnesota's technical college system is the second largest in the nation.

Overview: Thirty-four technical college campuses around the state provide technical training to Minnesota's students. The Minnesota Technical College System offers more than 200 full-time career programs in 10 occupational areas. It also offers customized training services to area businesses through its extension program. In 1989, 61,164 students were enrolled in full-time programs and approximately 600,000 students attended extension classes.

Additional Information: Minnesota's first technical college opened in 1948. The mission of the technical college system is to provide career programs that can be completed in two years or less and to meet the demands of Minnesota business for a technologically skilled work force.

Examples of companies using the custom training services of Minnesota's technical college system:

- McCourtney Plastics in Staples, Minnesota. About half its employees have attended company-sponsored training at Staples Technical College, including courses in trigonometry, basic blueprint reading and computer programming and operation.

- International Bildrite in International Falls, Minnesota. Sixty-five of its 70 employees have attended custom training at Bemidji Technical College, studying such topics as accounting, welding and pump repair, fire protection, productivity and supervisory training.

In addition its custom training services, Minnesota develops new programs to meet the changing needs of industry. Recently instituted courses include Quality Control Technician and Artificial Intelligence (AI) Technician, the first technician-level AI program in the country.

CONTACT: John Ostrem, Assistant State Director - Technical College Board
o) 297-1482, h) 437-8414

EDUCATION

Topic: Concordia College Russian Language Village

Overview: Concordia College's Russian language village, a four-to six-week summer immersion program, attracted record numbers of participants during the last two years. They attracted 226 participants in 1989 and expect to exceed that number in 1990. Concordia College's Language Villages are nationally renowned as a model program for teaching foreign languages.

Additional Information: The Russian Village is one of 10 language villages sponsored by Concordia College of Moorhead, Minnesota. Begun in 1961 with a one, two-week program in German, Concordia Language Villages now offer summer programming for 7- to 18-year-olds in Chinese, Danish, Finnish, French, German, Japanese, Norwegian, Russian, Spanish and Swedish. The summer programs served 4,767 students in 1989, including participants from all 50 states and the District of Columbia. Weekend sessions during the 1988-89 academic year attracted 2,270.

The Russian Village, which opened in 1966, is located on rented facilities in northern Minnesota. Like the other language villages, the site has been adapted where possible to provide an appropriate ethnic environment. Upon arrival at the village, students exchange dollars for rubles and adopt a Russian name. Students live in cabins named after a Russian city of historical significance. Activities include a daily historical re-enactment, preparation and consumption of Russian dishes, and participation in Russian cultural pastimes. The staff is comprised of experienced language teachers, college students and native speakers.

The purpose of the Concordia College Language Villages is: To present innovative and accurate programming that heightens young people's enthusiasm for and knowledge of world languages and culture; that fosters an understanding of self and others; and that develops an appetite for peace.

CONTACT: Christine Schulze, Director
or Liv Rosin, Assistant Director for Administration
o) 218/586-2214 or 218/586-3663 (Bemidji office)

The administrative offices in Moorhead will not be staffed the weekend of June 3. It is open during regular business hours at 1-800-247-1044 (Minnesota) or 1-800-222-4750 (outside of Minnesota).

EDUCATION

TOPIC: Russian Language Studies in Minnesota

OVERVIEW: Minnesota ranks 8th in the United States in the number of beginning-level Russian language students in high school. As of June 1989, Minnesota had 415 secondary school Russian language students at all levels, ranking it 9th in the U.S. Minnesota's Russian language students comprise 3.3 percent of the national total of Russian language students (K-12). (Source: The Russian Studies Center for Secondary Schools, Choate Rosemary Hall, Wallingford, Conn.)

ADDITIONAL INFORMATION: The following 15 Twin Cities schools offer Russian:

| | |
|-----------------------------------|---------------------------------|
| Apple Valley | Benilde-St. Margarets (private) |
| Blake (private) | Bloomington |
| Burnsville | Central/St. Paul |
| Edina | Hopkins |
| Lake Country Montessori (private) | Park/Cottage Grove |
| Richfield | Rosemount |
| South/Minneapolis | South St. Paul |
| Woodbury Park | |

In addition, the Concordia College Russian Language Village summer program provided Russian language and cultural education for 226 students last summer.

The following schools are involved in student exchange programs:

USIA Exchange

South High School - Minsk
South St. Paul - Odessa
Woodbury - Novosibirsk

Sister City High School Exchange with Novosibirsk (Connect US/USSR)

Apple Valley
Blake (private)
Bloomington Jefferson & Kennedy
Edina
St. Paul Academy/Summit School (private)

Holiday Exchange (Connect US/USSR)

Lake Country Montessori - Moscow

Kalinin Exchange (Connect US/USSR)

Buffalo High School - Kalinin

CONTACT: June Alexander, Assistant to the Commissioner,
Minnesota Department of Education
Office 297-4411 Home: 423-3150
Susan Hartman, Director - Connect US/USSR
Office: 922-4032 Home: 922-0356

ENVIRONMENT

Topic: Pollution Control companies in Minnesota

Overview: Much has been written about the problems of industrial pollution in the Soviet Union. One line of Minnesota products that have not been mentioned are Minnesota pollution control products.

Additional information: There are approximately 67 Minnesota companies that manufacture pollution control equipment or services, sewage treatment, water quality monitoring and other such environment-related products or services as their primary business. The Minnesota Trade Office has published a directory of Minnesota pollution control companies, mainly for use in Asian markets, but is applicable worldwide.

Minnesota companies in environmental manufacturing:

Donaldson Co.
World leader in air filter technology
John Schweers, treasurer
887-3131

Aeration Industries
Chaska, MN
Manufacture aerators used in wastewater treatment, water quality restoration and aquaculture.
Daniel Durda, president
Cheri Cohen, vice president of public relations
448-6789

Water Technologies Corp.
Plymouth, MN
Manufacturers water purification systems.
David Botts, vice president of sales
Vee Verdeck, director of marketing
473-1625

ENVIRONMENT

Topic: Satellite Industries

Overview: This manufacturer of portable restrooms exports its product to countries around the world.

Additional information: This company has provided its product at several major world events including the Paris Marathon and the Seoul Olympic Games. The company recently won an "E" award from the U.S. Government for contributing to the expansion of U.S. exports.

Contact: David Russick
Vice President of Export Sales
553-1900
1-800-328-3332

GOVERNMENT

Topic: Minnesotans who achieved national office or recognition in the field of government and politics.

Overview: In addition to Minnesota's respected delegations to the U.S. Senate and House of Representatives, several Minnesotans have achieved national office, most notably U.S. Vice Presidents Hubert Humphrey and Walter Mondale.

Additional Information: Minnesotans who have achieved national political office include:

Eugenie Anderson, the first American woman ambassador - Denmark, 1949-1953; Bulgaria, 1962-64

Bob Bergland, former U.S. secretary of agriculture for the Carter administration

Warren Burger, former chief justice of the U.S. Supreme Court

Orville Freeman, U.S. secretary of agriculture for the Kennedy and Johnson administrations; governor of Minnesota, three terms

Hubert Humphrey, U.S. vice president under Lyndon Johnson; Democratic presidential nominee (1968); majority whip - U.S. Senate

Frank Kellogg, former U.S. ambassador to Great Britain, as U.S. secretary of state for Coolidge administration, he sponsored the Kellogg-Briand Pact (deceased)

Eugene McCarthy, presidential nominee (1968); U.S. Senator and Congressman from Minnesota

Walter Mondale, U.S. vice president under Jimmy Carter; Democratic presidential nominee (1984); U.S. Senator

Harold Stassen, presidential candidate; former Minnesota and Pennsylvania governor

CONTACT: Art Naftalin, Professor Emeritus - Hubert H. Humphrey
Institute of Public Affairs. (Also former mayor of
Minneapolis)
h) 339-4952

GOVERNMENT

Topic: Minnesota's innovative state government

Overview: Minnesota's state government has received national and international praise from a variety of sources for its innovative policies and quality management.

Additional Information: Recent reports that have ranked Minnesota high in performance include:

- Financial World magazine. In the magazine's April 17, 1990 ranking of the best-run states, Minnesota ranked third best. It cited the state's "huge" rainy day fund (budget reserve) of \$550 million and its formal budget estimates four years in advance. It called Minnesota a national leader in performance self-evaluation to keep state programs in line. Also mentioned were Minnesota's healthy population, low high school dropout rate (the lowest in the nation) and high voter participation (the highest in the nation for the 1988 elections).
- The 1990 Development Report Card for the States -- Corporation for Enterprise Development (CED). The CED report gave Minnesota "A" marks for long-term growth capacity and state economic policies. For the third year in a row, Minnesota ranked first among the 50 states in long-term growth capacity. It ranked fourth in setting state policy that that supports economic growth. Of the 17 subcategories in the report, Minnesota received an "A" in 11. When the ratings are averaged, Minnesota ranks sixth among the 50 states.
- The 1989 Grant Thornton study of manufacturing climates, which ranked Minnesota sixth.
- The Committee for Economic Development's study, "The New Economic Role of the American States." In the study, Minnesota was one of seven states featured as having a successful economic development program.
- The Urban Institute. Under a grant from the Federal Economic Development Administration, the Urban Institute is developing performance monitoring systems for state economic development and international trade programs. Minnesota was one of two states selected for the study because of "its reputation for openness and innovation in state government."
- The Urban Institute also published a manual about Minnesota's STEP productivity program in October 1989. Co-edited by Sandra Hale, commissioner of the Minnesota Department of Administration, and Mary M. Williams, the manual is titled, "Managing Change: A Guide to Producing Innovation from Within." The manual has been well received in business, academic and government circles.

Minnesota Government, cont.

- Ford Foundation. Minnesota's STEP program (Strive Toward Excellence in Performance), the state government's quality and productivity program, was a 1986 winner of the Ford Foundation Harvard University Award for Innovations in State and Local Government. Minnesota's STEP program is one of eight programs to be featured in Innovating America, a forthcoming film and book produced by the Ford Foundation. Minnesota's Enterprise Management program (a process in which government functions are run as small businesses) was a semi-finalist for the 1990 Ford Foundation/Harvard Innovation Award. It also will be the subject of a forthcoming book, Breaking Through Bureaucracy.

- National and international conferences. Minnesota Department of Administration commissioner Sandra Hale and her staff have presented information about STEP to more than a dozen different conferences, including the First Annual White House Conference on Quality and Productivity and the Australia-U.S. Binational Conference on Innovation in Local Government.

- Harvard University. Three Minnesota programs have been the subjects of Harvard University case studies, "Striving for Excellence in Minnesota" on the state's STEP program, "Introducing Marketplace Dynamics Into Minnesota State Government" on its Enterprise Management program and "Minnesota's Knowledge Systems Center" on Minnesota's work with artificial intelligence and expert systems.

CONTACT: David Speer, Commissioner - Minnesota Department of Trade and Economic Development
o) 296-6424, h) 544-5961

Sandra Hale, Commissioner - Minnesota Department of Administration
o) 296-3862, h) 377-3878

Marcus Kessler, Assistant to the Commissioner and Director of Communications - Department of Administration
o) 297-4276, h) 729-8834

HEALTHCARE

TOPIC: Medical Alley & Minnesota/Soviet Union Healthcare Connections

OVERVIEW: Medical Alley is an association of healthcare providers and manufacturers serving to enhance Minnesota's international leadership role in medical advancements and relationships with the Soviet Union.

In the fall of 1988, the governments of the United States and the Union of Soviet Socialist Republics established the "US-USSR Working Group on Medical Equipment and Supplies." The purpose of the working group was to facilitate peaceful trade between the American and Soviet healthcare industries. In early 1989, Medical Alley became involved with this working group, which resulted in the only visit by the Soviet contingency to any state to view the entire state's healthcare industry.

BACKGROUND INFORMATION: Medical Alley Association is a 160-member trade association whose mission is to promote and advance the "health of the healthcare industry." The name Medical Alley parallels names such as "Silicon Valley" etc., which describe a concentration of a specific industry in a defined geographic area.

Estimates of the total number of firms, companies and organizations comprising Minnesota's healthcare industry range from 400-600. These include high and low technology medical device and product manufacturers, healthcare providers, research facilities and others interested in the healthcare industry.

OTHER FACTS: Medical Alley operates a host company program -- a central referral system for the many domestic and international inquires about opportunities to conduct business with our members. We also conduct monthly information and educational programs on matters pertinent to our members, and seek to communicate to all interested parties the strength and breadth of Minnesota's healthcare industry and the positive environment which exists for others to interact with our industry.

HEALTHCARE INDUSTRY FACTS: According to one estimate, healthcare represents 15 percent of Minnesota's total economy. The industry is responsible for at least \$8 billion of the state's gross income, and is the fastest growing industry in the state. Over the last seven years the number of jobs in the medical device industry has grown by more than 50 percent -- greater than any other industry. Minnesota ranks 10th in the number of medical device registrations with the FDA.

CONTACT: Tom Meskan, President
Medical Alley Association
Office: 612/854-9084 Home: 612/920-5950

Patricia Neuman, Director
Minnesota, A Great State of Health
Office: 612/297-1303 Home: 612/739-0152

HEALTHCARE

TOPIC: International Diabetes Center

OVERVIEW: In conjunction with the visit of President Gorbachev, the International Diabetes Center of the Park Nicollet Medical Foundation will announce the publication in Moscow of one million copies of the Russian language edition of its best selling diabetes manual, "Living Well With Diabetes."

CONTACT: James V. Toscano, Senior Vice President
Office: 612/927-3142 Home: 612/699-1765

TOPIC: Minnesota/Soviet Exchange Program

OVERVIEW: Because of the Soviets' interest in vision care and research, the Phillips Eye Institute of Metropolitan Mount Sinai Medical Center and 3M Company are working on a professional exchange program with a Dr. Lantukh from our sister city of Novosibirsk.

CONTACT: Richard Slack, Vice President of Marketing
Metropolitan Mount Sinai Medical Center
Office: 612/347-4440

TOPIC: The University of Minnesota Hospital and Clinic

OVERVIEW: The University of Minnesota Hospital and Clinic is the world's second largest bone marrow transplant center. The University performed the world's first bone marrow transplant in 1968. Soviet connection: the Soviets consulted with Dr. John Kersey after Chernobyl.

CONTACT: Mary Stanik, Hospital Spokesperson
Office: 612/624-4604 Home: 612/332-2277

TOPIC: Voluntary Hospitals of America (VHA)

OVERVIEW: VHA, made up of 100 large prestigious hospitals throughout the U.S., is entering into discussions with the Honorable Dr. Anatolij I. Potapov, Minister of Public Health for the USSR regarding assisting Soviet hospitals in gaining access to supplies and establishing clinical as well as other appropriate relationships between Soviet and USA hospitals.

CONTACT: Jean Price, Director of Corporate Communications
LifeSpan, Inc.
Office: 612/863-5607 Home: 612/483-0111

HEALTHCARE

TOPIC: Children's Miracle Network

OVERVIEW: The Children's Miracle Network is part of a cooperative organization founded seven years ago by the performing Osmond family. Its goal is to raise funds to improve the health of children through research, medical service, and education. The member hospitals in the Minneapolis/St. Paul area are the Children's Hospital of St. Paul, the Gillette Children's Hospital and the Minneapolis Children's Medical Center.

ADDITIONAL INFORMATION: Last year, the CMN Hospitals raised over \$77 million, making the Children's Miracle Network Telethon the nation's largest. This year, however, Russian President Mikhail Gorbachev's June 3 visit to Minneapolis/St. Paul will preempt the last six hours of the Children's Miracle Network Telethon.

Mark Smaby, president of CMN, is concerned because the Sunday afternoon segment usually accounts for about 50% of the phone pledge income received.

CONTACT: Mark Smaby at: 612/340-4947
Mike Wilkinson at: 612/935-8135

HUMANITARIAN

TOPIC: Minnesota's humanitarian involvement in relief efforts for Soviet Armenia after the 1988 earthquake.

OVERVIEW: In January of 1989, Minnesota sent 75 tons of winter clothing and blankets to Soviet Armenia to help in the aftermath of the Dec. 7 earthquake. In addition, Minnesotans donated \$120,000 toward relief efforts.

ADDITIONAL INFORMATION: The effort was coordinated by David Speer, commissioner of the Minnesota Department of Trade and Economic Development. The National Guard helped in collecting, sorting and transporting the clothing to Armenia. The U.S. State Department reported that no other state in the nation conducted a relief program similar to Minnesota's.

CONTACT: David Speer, commissioner, Minnesota Department of Trade and
Economic Development
Office: 612/296-6424 Home: 612/544-5961.

LEISURE

TOPIC: The Minneapolis Park System, long considered a leader in park innovations, was honored as the best managed system in the country in 1989.

OVERVIEW: The Minneapolis Park Board received the 1989 Gold Medal Award for being the best park and recreation management team of all American cities over 250,000 in population. It was presented by the Sports Foundation Inc. at the National Recreation and Park Association Congress in October 1989.

ADDITIONAL INFORMATION: The Minneapolis Park Board is unusual because of its emphasis on social service programming as well as recreation. Recent social service programs include:

- Recreation Plus, an after-school child care program
- Teens Care Program, an volunteer service program
- Teen Teamworks, a summer youth employment program
- English as a Second Language program, which focused on improving language skills as well as teaching the fundamentals of American sports

Major development projects completed recently include:

- In conjunction with the Walker Art Center, the new Minneapolis Sculpture Garden
- The Great River Road walkway and bikeway on the west side of the Mississippi riverfront
- Boom Island Park, the largest riverfront park in Minneapolis, on the east side of the Mississippi
- Historic Nicollet Island Park
- A new ice arena and new maintenance operations center

Features of the Minneapolis Park System include:

- 6,385 acres of parks, 1,474 of which are water
- Approximately 170 park properties, including playgrounds, golf courses, gardens, picnic areas and a 54-mile parkway system
- 38 miles of walking trails
- 36 miles of biking trails
- 44 neighborhood and community centers, staffed year-round and offering programs for all age groups, preschool through seniors
- 11 beaches and 3 pools
- 53 outdoor ice rinks and 2 indoor ice centers
- 6 golf courses
- 396 baseball/softball diamonds
- 183 tennis courts

CONTACT: David L. Fisher, Superintendent - Minneapolis Park & Recreation Board
Office: 348-2142 Home: 824-3424

MEDICAL PRODUCTS & SALES

TOPIC: 3M Healthcare

OVERVIEW: 3M Health Care Businesses and 3M East personnel representing several 3M healthcare products are approaching the vast Soviet healthcare market as a joint group. 3M was in Moscow in May to take part in the fourth Public Health, Medical Equipment and Drugs Expo.

CONTACT: Ann Greer, Public Relations Manager
Office: 612/736-0876 Home: 612/738-4842

TOPIC: Minntech Corporation

OVERVIEW: Minntech's Renatron Dialyzer Reprocessing system is currently being used in the Soviet Union. The device which cleans, tests and sterilizes artificial kidneys for subsequent reuse is a significant cost savings for the kidney centers in the Soviet Union and is standard practice in the United States.

CONTACT: Tom McGoldrick
Vice President, Corporate Development
Office: 612/553-3300 Home: 612/473-2030

TOPIC: Medtronic, Inc.

OVERVIEW: Medtronic, the world's leading developer and manufacturer of implantable cardiac pacemakers, now offers units that are, in effect, tiny computers implanted in the body which stimulate the heart according to levels of activity. In the past, Soviet officials Yuri Andropov and Leonid Brezhnev have worn Medtronic pacemakers.

CONTACT: Dick Reid
Manager, Media Relations
Office: 612/574-3052

MINNESOTA FOREST INDUSTRIES

TOPIC: Minnesota Forest Products

OVERVIEW: Minnesota's forests have played a key role in the state's growth during the past century. The forest products industry itself is larger than the food and associated products industry, and the scientific instruments industry in Minnesota. It is second only to Minnesota's computer production industry. By improving the economy and generating employment, the industry provides a foundation for our future while serving the many state residents and visitors who enjoy our forest lands.

ADDITIONAL FACTS: The value of the forest industry increased from \$1.8 billion to \$4.9 billion over the past decade. More than 55,000 people are employed directly by the industry and in allied industries, and wages paid for the forest products and allied industries were \$1.9 billion in 1988.

Forest product companies own five percent of the commercial forest land in the state; private citizens and a combination of federal, state and county governments own the remainder. In addition, over one-third of our national forest lands in Minnesota are managed by wilderness areas.

Minnesota's forest products companies continually seek ways to minimize waste in production, and have developed many innovative uses for by-products. Wood residues, once buried in landfills, are now recycled in a variety of ways such as energy resources for boilers or co-generation facilities, cat litter and sawdust bedding for farm animals. Manufacturing by-products are now used by other businesses to make turpentine, nylons, film, medications and molasses for feeding cattle.

CONTACT: Wayne Brandt, Executive Director
Minnesota Forest Industries
208 Phoenix Building
333 West Superior Street
Duluth, MN 55802-1679
Phone: 218/722-5013
Fax: 218/722-2065

MINNESOTA-SOVIET CONNECTIONS

TOPIC: CONNECT/US-USSR

OVERVIEW: CONNECT is a nonprofit, nonpartisan agency which develops linkages between American and Soviet organizations with the goal of establishing mutually beneficial partnerships. CONNECT is committed to assisting Minnesota in developing the state's special relationship with the USSR. CONNECT initiated and continues to develop the sister city relationship between Minneapolis-St. Paul and Novosibirsk.

ADDITIONAL INFORMATION: In creating linkages between Soviet and American organizations, CONNECT plays two major roles: 1. We initiate innovative programs in a focus area of critical importance to both countries (i.e. youth & families in 1988-89, health care in 1990-91). 2. We facilitate programs at the request of other organizations. Utilizing the experience, skills, and contacts developed in five years of work in the USSR, CONNECT provides American organizations with services ranging from translation, telex services, and proposal writing to cultural orientations, program development and project negotiation.

CONNECT/US-USSR is committed to: reciprocity of benefits and goals in programming; inclusion of Soviet individuals and organization in the planning and execution of programs; and co-operation with diverse organizations in the U.S. and USSR, including governmental organizations, citizen groups and cooperatives.

HISTORY: CONNECT/US-USSR was founded in 1984 by Susan Hartman and Paula DeCosse, two Minneapolis women who, before glasnost, began forging connections with key individuals and organizations in the Soviet Union. Since 1984, CONNECT has successfully carried out 35 programs with the USSR, and has another 20 in progress.

EXAMPLES OF PROGRAMS INITIATED BY CONNECT/US-USSR:

1. A sister city affiliation between Minneapolis-St. Paul and Novosibirsk, a city of 1.5 million which is a major cultural center for the Soviet Far East and one of the leading scientific and technical centers of the USSR;
2. A symposium on Soviet and American family issues, which has resulted in a book on Soviet American families to be published in both countries;
3. An art exchange/exhibit program, ongoing since 1984, through which schools in 18 states have sent student art work to the Soviet Union, and 200,000 Americans have viewed exhibits of Soviet children's art;
4. A seminar on business management in the Soviet Union.

CONTACT: Susan Hartman, Co-Director
CONNECT/US-USSR
Office: 612/922-4032
Home: 612/922-0356

MINNESOTA-SOVIET CONNECTIONS

TOPIC: Ukrainian Community in Minnesota

OVERVIEW: The Minnesota Ukrainian community numbers over 10,000 people, the majority of whom live in the Twin Cities. There are few recent immigrants; most of the Ukrainians in Minnesota have been here for about 40 years.

ADDITIONAL INFORMATION: Most of the Ukrainian immigrants that came to Minnesota were part of two major waves of Ukrainian immigration to the United States: one right after the Russian Revolution of 1917, and the second after World War II, from 1949-1950. All together, over 10,000 of them settled in Minnesota. Recently, about 100 new immigrants have arrived and are being resettled. Ukrainians in Minnesota remain a tight community centered around religion. There are three Ukrainian Orthodox, two Ukrainian Catholic, and two Baptist parishes in the Twin Cities.

Of the Ukrainians living here, more than half are professionals in engineering, medicine and education. A number have become prominent as local business people. Others are members of various trades.

CONTACT: Lesya Lucyk, active volunteer in the Ukrainian community
Phone: 612/379-8418

MINNESOTA-SOVIET CONNECTIONS

TOPIC: Russian Community in Minnesota

OVERVIEW: Minnesota has a community of former Soviet citizens who number over 2,000. Most have relocated to the Twin Cities, the majority of whom are highly educated professionals.

ADDITIONAL INFORMATION: There have been several waves of Soviet immigration to the United States in the 20th century, and Minnesota has followed the national pattern. The most recent wave started with a trickle in the early 70's and turned into a flood by the late 70's. By 1980, nearly 1,200 people had come over and settled in the Twin Cities. The immigration slowed again to a trickle in the early 80's, but picked up a few years later. There are over 1,000 people who either have been or are being resettled in Minnesota in the last few years.

About two-thirds of the Soviet immigrants are highly educated professionals; the rest are skilled trades people. A significant number of immigrants are engineers; there are also many doctors, economists and educators. Of the ones who choose to look for employment in their fields of training, about 80% succeed. Some retrain, a large number of those people are in the computer industry and beauty services. A majority of the immigrants are in the middle to upper-middle class. Some have gained prominence as doctors, engineers, educators, and a few have become business owners.

CONTACT: Ted Boimov, CEO Greater Southwest Development Corporation
Executive Director of Southwest Business Innovation Center
Work: 612/564-4700 Home: 612/454-6920

Felicia Winegarden, Shelly Rotlenburg, and Lorry Kramer,
Resettlement Specialists at St. Paul Jewish Community Service
Phone: 612/698-0751

Joan Bream, Resettlement Specialist
St. Paul Jewish Family Service
Phone: 612/698-0767

Jerry Waldman, Executive Director
Berry Stein, Assistant Director
Minneapolis Jewish Family and Children Service
Phone: 612/546-0616

MINNESOTA-SOVIET CONNECTIONS

TOPIC: Russian Ties

OVERVIEW: Two local entrepreneurs, John Freivalds and James Korenchen, have begun selling Russian-made neckties in the United States.

ADDITIONAL INFORMATION: Freivalds, who visited the Soviet Union and picked 28 tie designs from the haberdashery factory Uzory in Moscow, plans to import 30,000 dozen of the ties. Freivalds and Korenchen will market the ties with the help of Larry A. Koffer, an international trade consultant who resides in Alexandria, Virginia.

Freivalds is a Latvian native who left the country as an infant. He hopes the trade will strengthen ties between Latvia and the United States and help boost the economy in Latvia.

The ties will be sold at Dayton's, Saks, and Bloomingdale's.

CONTACT: John Freivalds at: 612/338-5592
James Korenchen at: 612/334-5751

MINNESOTA-SOVIET CONNECTIONS

TOPIC: Honeywell and the Soviet Union

OVERVIEW: Honeywell is a \$6.1 billion global controls company with 45,500 U.S. employees who work in 300 communities, and 19,000 employees who work in 80 countries around the world. Markets served by the company include: homes and buildings, industrial, space and aviation.

ADDITIONAL INFORMATION: Honeywell's presence in the Soviet Union began in the 1960's and was enhanced in 1974 with the opening of a representative office in Moscow. Honeywell's Moscow office provides high-technology products and components to the Soviet automotive industry. It also supplies building controls to foreign contractors for installation in the Soviet Union.

In April 1988, Honeywell's presence in the Soviet Union was expanded by the formation of STERCH, a joint-venture company that provides process controls for Soviet industry. STERCH was one of the first U.S.-Soviet joint ventures formed after the Soviets enacted legislation in January 1987 allowing Western companies to become partners with its ministries.

Honeywell Chairman and Chief Executive Officer James J. Renier is a member of the Parkinson committee that is preparing for the Gorbachev visit. In addition, Honeywell and Northwest Airlines announced an agreement with Soviet aviation officials on May 30 that could lead to a global system of navigation free of ground-based equipment. Honeywell is also a co-sponsor of worldwide televised news coverage of the Bush/Gorbachev Summit Conference on CNN and CNN International. The coverage began May 30 and concludes June 8.

CONTACT: Lynne M. Warne, Honeywell
Phone: 612/870-2544

MINNESOTA-SOVIET CONNECTIONS

TOPIC: Soviet Team Studies Corrections in Minnesota

OVERVIEW: A team from the Soviet Union advocating prison reform in their country was in Minnesota May 29 and 30 to study the state corrections systems. The three-person team represents the Human Rights Project Group and the Public Center for Promoting the Humanization of the Soviet Penitentiary System. They chose Minnesota because of its model prisons and programs for offenders.

ADDITIONAL INFORMATION: Team members included Valery Abramkin, Director of the Public Center for Promoting the Humanization of the Soviet Penitentiary System, Marina Rumshiskaya, Social Service Coordinator for the Public Center, and Alexander Petrov, member of the Public Center's publicity group.

The group was in Minnesota following stops in New York, Washington, D.C., and Philadelphia. From Minnesota they will travel to Ottawa, Canada, and London, England. Their U.S. trip was sponsored by the International Foundation for the Survival and Development of Humanity.

The group toured Minnesota correctional institutions at Shakopee, Lino Lakes and Oak Park Heights on May 29.

On May 30 a roundtable discussion was held at the state department of corrections central office in St. Paul. Participants included Kevin Burke, District Court Judge; Stephen Cooper, State Human Rights Commissioner; Richard Ericson, Minnesota Citizens Council on Crime and Justice President; Tom Foley, Ramsey County Attorney; Ron Ortlip, Legal Advocacy Project Director; James Peterson and Philip Marron, Legal Assistance to Minnesota Prisoners Supervising Attorneys; John Poupart, State Corrections Ombudsman; Orville Pung, State Corrections Commissioner; John Stuart, State Public Defender; and Louise Wolfgramm, AMICUS Program Director.

CONTACT: Dan O'Brien, Minnesota Department of Corrections
Phone: 612/642-0280

MINNESOTA - SOVIET CONNECTIONS

TOPIC: The Karen and Steven Watson family, whose home may be visited by Gorbachev, or more probably, his wife, Raisa.

OVERVIEW: The Watsons are being considered for a visit by one of the Gorbachevs because their 13-year-old daughter, Lisa, performed in the Soviet Union with the Children's Theatre Company of Minneapolis. They were selected for a potential visit because they represent a typical U.S. family and because of Gorbachev's interest in cultural exchange programs. The visit is expected to last between 30 minutes and one hour.

ADDITIONAL INFORMATION: The Watson family includes husband Steven, 39, an elementary art teacher; wife Karen, 38, a nurse; and four children: Lisa, 13; Stephanie, 11; Thomas, 7; and William, 6. They live on Garfield Avenue in south Minneapolis and have a dog, Bonnie.

Lisa was one of 46 people from the Children's Theatre Company who visited Moscow last June to perform "Rembrandt Takes a Walk" at the Central Children's Theatre as part of a cultural exchange. Children's Theatre artistic director Jon Cranney suggested the Watsons to Governor Rudy Perpich's staff when they asked him for recommendations for a family Gorbachev could visit. The family home includes a "Russian corner," filled with memorabilia from Lisa's trip to Moscow.

Stephanie Watson has appeared at the Guthrie Theater in its 1987 production of "Leon and Lena (and lenz)." Both Lisa and Stephanie appeared in the ABC-TV miniseries "The Voices Within: The Lives of Truddi Chase," which was filmed in the Twin Cities and aired this May 20 and 21. Each played a daughter of the title character, played by Shelley Long.

CONTACT: Jeff Remsik
Office: 673-6276
Nancy Johnson, Padilla Speer Beardsley
Office: 871-8877

MINNESOTA - SOVIET CONNECTIONS

TOPIC: Cultural exchange between Children's Theatre Company (CTC) of Minneapolis and Central Children's Theatre (CCT) of Moscow, two of the world's most respected children's theatres.

OVERVIEW: The two theaters initiated a cultural exchange in 1987. Highlights of the exchange include a Soviet production of *Tom Sawyer*, directed by CTC Artistic Director Jon Cranney as part of a two-month residency at Central Children's Theatre in Moscow; a CTC production in Moscow of *Rembrandt Takes a Walk*, involving more than 100 Minnesota actors, crew members and associated personnel; and the Central Children's Theatre production of *A Dream To Be Continued* at the World Theatre in St. Paul.

ADDITIONAL INFORMATION: CHRONOLOGY:

- OCTOBER 1987:** Jon Cranney and CTC Executive Director Bill Connor travel to the Soviet Union for the first time to negotiate a four-part exchange of productions and directors.
- APRIL 1988:** Artistic Director Alexei Borodin and Executive Director Sergei Remisov of Moscow's CCT visit Minneapolis to meet with Cranney and Connor.
- NOVEMBER 1988:** Cranney and two associates return to Moscow to cast and plan the Russian-speaking production of *The Adventures of Tom Sawyer*.
- MAY 1989:** Following a two-month residency, Cranney opens *Tom Sawyer* at CCT in Moscow. The production, featuring a Soviet cast and an American design team, has become a permanent part of CCT's repertoire.
- The same month, CTC of Minneapolis brings its English-speaking production of *Rembrandt Takes A Walk* to Moscow. Directed by Jon Cranney, *Rembrandt* had premiered earlier on CTC's Minneapolis stage.
- DECEMBER 1989:** CCT of Moscow arrives in Minnesota to perform *A Dream To Be Continued*, a dramatization of the *Nutcracker* story. Directed by Alexei Borodin, the production was performed primarily in Russian.

PLANNED: The final element of the Minnesota-Soviet exchange will be a CTC production of *The Trap* in Minneapolis, to be directed by Alexei Borodin. Originally scheduled to take place in June 1990, this production will be rescheduled because of visa problems. A specific date has not been set because of the difficulty of coordinating schedules between the theaters, both of which plan their seasons well in advance.

NOTE: At the conclusion of the CCT visit to Minneapolis, a Soviet actress, Larisa Firsova, defected to the United States. The Minneapolis theatre company was not associated with the defection, and there has been no indication that it harmed the relationship between the two theaters. Visa problems that delayed the final stage of the cultural exchange are unrelated to the defection.

CTC/Minneapolis was founded in 1965 and is the largest theatre for children in North America.
CCT/Moscow was founded in 1921 and is the oldest and largest theatre for children in the world.

Annual attendance at both theaters is approximately 250,000 to 300,000.

CTC/Minneapolis is staffed by 82 full-time and 270 part-time personnel. CCT/Moscow is staffed by 300 full-time personnel.

CTC/Minneapolis receives approximately \$162,000 in government funding (Minnesota State Arts Board, National Endowment for the Arts), about four percent of its budget. CCT/Moscow receives 600,000 rubles (\$1,000,200 US) annually, about 66 percent of its budget.

Ticket prices at CTC/Minneapolis range from \$6.25 to \$18.00 (\$11.00 average). The ticket price at CCT/Moscow is 1.6 rubles (\$2.67 US).

CONTACT: Barbara Nagell, Director of Media & Community Relations,
Children's Theatre Company of Minneapolis
Office: 874-0500 Home: 553-1479
Nancy Johnson, Padilla Speer Beardsley Public Relations
Office: 871-8877

MINNESOTA - SOVIET CONNECTIONS

TOPIC: Vadik Zaboriv, a Soviet exchange student, is currently enrolled in Meadowbrook Elementary School in Golden Valley. Meadowbrook was considered as a stop on Gorbachev's itinerary at one time.

OVERVIEW: Meadowbrook students have prepared a Russian song to sing to Gorbachev. Because of time constraints and because the school is closed on Sunday, Gorbachev will not visit the school. However, the students may have an opportunity to sing for Gorbachev at another location.

ADDITIONAL INFORMATION: The Meadowbrook chorus "auditioned" before the Soviet advance team on an hour's notice after an advance team member saw a television news report about the chorus. The chorus, led by kindergarten teacher Diana Norris, sings in several languages, including Russian. The children sang a version of "Poost Sigba" for the advance team. Translated, the Russian song means "May there always be sunshine."

Meadowbrook Elementary school is part of Hopkins School District 270.

CONTACT: Marilyn Olson, Principal - Meadowbrook Elementary School
Office: 933-9365 Home: 938-6479
Diana Norris, Teacher/Choir Director
Office: 933-9365 Home: 922-8049

MINNESOTA - SOVIET CONNECTIONS

TOPIC: Igor Ladan, 7-year-old Soviet patient at Mayo Clinic in Rochester, Minnesota.

OVERVIEW: Igor Ladan is a six-foot tall, 200-pound, 7-year-old who suffers from a rare pituitary gland tumor that has caused an overproduction of growth hormone. A resident of the Ukrainian city of Kiev, Igor came to the Mayo Clinic for treatment in September 1989. He and his mother, Svitlana, have remained in Rochester during the extended treatment.

ADDITIONAL INFORMATION: During the first phase of Igor's treatment at Mayo, he was given two drugs to shrink the tumor. Igor then underwent two surgical procedures to remove the remaining tumor.

Igor's current medical status is good. He is undergoing tests to determine if his growth hormone levels have moderated. There has been a marked decrease in the levels since his most recent surgery, but they remain elevated. His Mayo doctors are hopeful that Igor will be able to return to Kiev this summer.

Igor has been attending school in Rochester and is learning English. His mother often has expressed appreciation for the changes Gorbachev has brought to the Soviet Union and the role those changes played in allowing Igor to receive treatment in the U.S. "Without President Gorbachev, we wouldn't be here," says Svitlana.

Mayo Clinic treats about 100 patients with pituitary tumors each year. Igor is one of the younger patients they have seen with this condition.

Mayo Clinic is the world's largest medical clinic and founder of the group practice approach to medicine. It is world renowned for its development and use of cutting-edge technology to improve patient care.

CONTACT: Chris Gade, Mayo Clinic
Office: 507/284-2430 Home: 507/284-2511

MINNESOTA - SOVIET CONNECTIONS

TOPIC: Karkov Vodka billboards

OVERVIEW: When Gorbachev's visit to Minnesota was announced, billboards for Minnesota-made Karkov Vodka featured a rigged photo of Mikhail Gorbachev holding a bottle of Karkov Vodka and the phrase "The Party's Over." Succumbing to public protest, the liquor distributor who had approved the ad replaced it with a Russian greeting that reportedly translates to "Welcome, Mr. President - To Your Health!" The message is signed "Karkov, The Spirit of Minnesota."

ADDITIONAL INFORMATION: The billboards went up in mid-April prior to announcement of Gorbachev's visit. The Gorbachev theme was featured on approximately 38 billboards across the Twin Cities area and was scheduled to remain until mid-June. The billboard was commissioned by Johnson Brothers Wholesale Liquor Co. of St. Paul, who distributes the brand. It was created by Schmitt & Sloan, a four-month-old ad agency. Johnson Brothers covered the cost of replacing the old billboard message with the new salutation.

The vodka is named for a city in the Ukraine, but is manufactured by U.S. Distilled Products Co. of Princeton, Minn.

Because of the controversy, Karkov Vodka received national exposure, including photos of the billboard in the *New York Times* and *U.S.A. Today*.

CONTACT: Michael Johnson, Johnson Brothers Wholesale Liquor Co.
Office: 649-5800 Home: 457-1012

MINNESOTA-SOVIET CONNECTIONS

TOPIC: Mr. Frank van Dan

OVERVIEW: Mr. van Dan was born in Budapest, Hungary on October 10th, 1924. Currently, Mr. van Dan calls himself "semi-retired." In the past he has been the product engineer and product manager on the McDonnell-Douglas F-16 USAF aircraft. He now holds academic rank of instructor in the Minnesota State College System (presently with out teaching assignment) teaching history and political science.

ADDITIONAL INFORMATION: Throughout his life Mr. van Dan has held positions as Foreign Service Officer at the Hungarian Ministry for Foreign Affairs, personal aide to General Pokorny, and head of Armistice Commission and Department to Allied Control Commission. Mr. van Dan has also worked for the OSS, the CIA, and British Intelligence. He spirited several people out of Hungary as the Communist-Stalinist take over strengthened and eventually was forced to escape.

CONTACT: Frank van Dan
Phone: 612/571-3177

QUALITY OF LIFE

TOPIC: Minnesota and its cities consistently rank high in quality of life surveys.

OVERVIEW: *Money*, *Savvy Woman*, *Working Mother* and the *1989 Places Rated Almanac* are among the publications that have recently lavished praise on Minnesota or its cities.

ADDITIONAL INFORMATION:

- In *Money* magazine's annual survey of "The Best Places to Live in America" (September, 1989), the Twin Cities ranked ninth of the 300 areas surveyed. Rochester ranked 19th, Duluth 73rd and St. Cloud 103rd.
- Minnesota cities ranked in the *1989 Places Rated Almanac* of the nation's most liveable areas include the Twin Cities (28th of 333 cities), Duluth (73), Rochester (179) and St. Cloud (189).
- In the *Rating Guide to Life in America's Small Cities*, the three Minnesota cities that met the criteria all placed in the top 100 of the 219 cities ranked. Mankato landed in the top 10, ranking ninth overall, second in transportation and third in education. Faribault ranked 19th and Winona ranked 90th overall.
- In *Savvy Woman* magazine's "Best Cities for Raising Kids," the Twin Cities ranked first among the nation's 30 largest metropolitan areas.
- *Working Mother* magazine ranked the Twin Cities as the top area in the U.S. for working mothers. The criteria included "affordable, accessible child care and a quality school system, after-school programs, parks and other leisure time facilities" as well as "a cost of living low enough to make it feasible to enjoy short-term pleasures and save for long-term goals like college."
- A 1990 environmental report released by the Institute for Southern Studies of Durham, N.C., ranked Minnesota third best of the 50 states. The study examined 35 indicators of pollution, public health, workplace safety and environmental safety.

CONTACT: David Speer, Commissioner, Minnesota Department of Trade and
Economic Development
Office: 296-6424 Home: 544-5961

SPORTS

TOPIC: Minnesota's professional sports.

OVERVIEW: The Twin Cities metropolitan area is home to four major league sports teams: the Twins in baseball, the Vikings in football, the North Stars in hockey and the Timberwolves in basketball. *Sports Travel* magazine ranked the Twin Cities as the third hottest sports town in the country. Only three other areas have professional teams in every major sport (Chicago, New York and Los Angeles).

CONTACT: Gene Harrington, Sports Director - Minnesota News Network
(for general background information on Minnesota sports)
Office: 290-1242 Home: 699-1467

ADDITIONAL INFORMATION:

MINNESOTA TWINS: Minnesota has been home to the Twins since 1961, when Calvin Griffith moved the former Washington Senators here. Now owned by Twin Cities businessman Carl R. Pohlad, the Twins play in the Hubert H. Humphrey Metrodome in downtown Minneapolis. Their 1987 World Series victory over the St. Louis Cardinals garnered Minnesota national attention for its enthusiastic fans. The Twins are members of the American League, Western Division.

CONTACT: Rob Antony, Twins Asst. Director of Media Relations
Office: 375-1366 Home: 529-8014
Tom Mee, Minnesota Twins Director of Media Relations
Office: 375-1366

MINNESOTA VIKINGS: The Vikings played their first season in 1961 and now play their home games at the Metrodome. They have earned four trips to the Super Bowl, but have yet to find success there. Frequent champions of the Central Division of the National Football League, the Vikings will have extra incentive to reach the Super Bowl in 1992, when Minnesota plays host to the event.

CONTACT: Mike Lynn, Vikings General Manager
Office: 828-6506 or 828-6500
Merrill Swanson, Vikings Public Relations Director
Office: 828-6500

MINNESOTA TIMBERWOLVES: The Timberwolves, an NBA expansion team, debuted in 1990 at the Metrodome, where they broke the NBA attendance record. They will move to a new downtown Minneapolis arena for the 1991 season.

CONTACT: Bill Robertson, Timberwolves Director of Media Relations
Office: 337-3883
Scott Johnson, Timberwolves Media Relations Assistant
Office: 337-2485

MINNESOTA NORTH STARS: Minnesota, home of the Hockey Hall of Fame (in Eveleth, Minnesota), was recently in danger of losing its professional hockey team. Late last season, it was rumored that former owners George and Gordon Gund planned to move the North Stars — Minnesota fixtures since 1967 — to the San Diego area. The team has since been purchased by California businessman Howard Baldwin, who plans to keep the team in Minnesota. The North Stars play in the Norris Division of the National Hockey League.

CONTACT: Tim Bryant, North Stars Public Relations Director
Office: 853-9378
Joan Preston, North Stars Asst. Public Relations Director
Office: 869-2973

SPORTS

TOPIC: Minnesota's highly regarded amateur athletic programs.

Overview: Nearly two million Minnesotans are members of amateur athletic associations, one of the highest participation levels in the country. To support and encourage amateur athletics, the Minnesota Legislature established the Minnesota Amateur Sports Commission (MASC), which is working to bring major sports events to Minnesota, develop state-of-the-art facilities for every Olympic sport, and create more sports opportunities for all Minnesotans. As a result of these efforts, Minnesota is a popular sports destination, hosting such prestigious events as U.S. Olympic Festival-'90.

ADDITIONAL INFORMATION:

Recent and upcoming sports events hosted by Minnesota include:

- U.S. Junior Weightlifting Championships - 1990
- TAC Women's Marathon National Championships - 1990
- U.S. Olympic Festival-'90 - 1990
- MORC Yacht Racing Championships - 1990
- ASA Women's and Men's National Softball Championships - 1990
- American/Under 23 U.S. Weightlifting Championships - 1990
- IAAF Ultramarathon World Championships - 1990
- U.S. Figure Skating National Championships - 1991
- U.S. Diving National Indoor Championships - 1991
- U.S. Masters Indoors National Diving Championships - 1991
- International Summer Special Olympics - 1991
- U.S. Open Men's Golf Championship - 1991
- National Weightlifting Championships - 1991
- Super Bowl XXVI - 1992
- U.S. Olympic Cycling Trials - 1992

Annual events include:

- The Star of the North Summer and Winter Games — Minnesota's own Olympic-style games
- The Twin Cities Marathon — considered the most scenic urban marathon in the U.S.
- Grandma's Marathon in Duluth — site of the 1990 Women's National Championships
- Minnesota's 15 state high school tournaments, including the nation's largest hockey tournament, annually draw half a million people
- Mora Vasaloppet and Pepsi Challenge Cross Country Ski Races
- Kaiser Roll — the world's largest event integrating able and disabled individuals in a single fitness event
- USA Cup International Soccer Tournament — the nation's largest youth soccer tournament, attracting 400 teams from around the world
- Edmund Fitzgerald Ultramarathon — 1990 World Championship site
- TRAM 250 — "The Ride Across Minnesota," a week-long bike tour

CONTACT: Paul Erickson, MASC Executive Director
Office: 785-5631 Home: 784-4879
Jenni Lilledahl, MASC Communications Director
Office: 785-5633 Home: 722-0780

SPORTS

TOPIC: University of Minnesota sports

OVERVIEW: The University of Minnesota (U of M) is a Division I school and a member of the Big Ten conference. U of M teams play under the nickname, "Golden Gophers." Recently, basketball has been the U of M's most successful major sport. Coached by Clem Haskins, the Gophers reach the NCAA "Sweet Sixteen" in 1989 and the quarterfinals in 1990. Rick Bay is the U of M's athletic director.

ADDITIONAL INFORMATION:

An active participant in NCAA and Big Ten activities, the U of M recently played host or is scheduled to host the following tournaments:

- NCAA Division I Hockey Finals - 1989 and 1991
- NCAA Division I Men's Basketball Regional Championship - 1989
- Western Collegiate Hockey Association Finals - 1989 and 1990
- NCAA Slalom Ski Championships - 1989
- NCAA Giant Slalom Ski Championships - 1989
- NCAA Women's Gymnastic Regional Championships - 1990
- NCAA Men's Gymnastics National Championships - 1990
- U.S. Olympic Festival-'90 host institution - 1990
- NCAA Men's Basketball 1st & 2nd Round Regional Championships - 1991
- NCAA Final Four Men's Basketball Championships - 1992

CONTACT: Bob Peterson, Sports Information Director
 Office: 625-4090 Home: 644-2658
 Marc Ryan, Sports Information Office
 Office: 625-4090 Home: 423-3313

SPORTS

Topic: National sports figures who were born and/or lived in Minnesota

Overview: Thanks in part to Minnesota's ambitious amateur sports programs, many Minnesotans have achieved national fame in the field of sports.

Additional Information: Current and former sports greats with ties to Minnesota include:

Ann Bancroft, 1st woman to reach the North Pole (Steger expedition)
Patty Berg, professional golfer - winner of 55 tournaments from 1941 to 1962 and charter inductee of the Women's Golf Hall of Fame
Randy Breuer, basketball - Minnesota Timberwolves
Herb Brooks, hockey - coached the gold medal-winning 1980 U.S. Olympic hockey team
Neal Broten, hockey - North Stars
Bud Grant, football - former Vikings coach, second only to George Halas in total victories
Kent Hrbek, baseball - Minnesota Twins first baseman
Greg LeMond, bicyclist - Tour de France winner and Sports Illustrated "Athlete of the Year"
Roger Maris, baseball - former New York Yankee who broke Babe Ruth's homerun record
John Mariucci, hockey - Chicago Blackhawks defenseman, Minnesota Gophers and U.S. Olympic coach, North Stars assistant general manager (deceased)
Kevin McHale, basketball - Boston Celtics
Paul Molitor, baseball - Milwaukee Brewers
Jack Morris, baseball - All-Star pitcher for the Detroit Tigers
Bronko Nagurski, football - legendary University of Minnesota player who earned All American honors on defense and offense; played professional with the Chicago Bears (deceased)
Jeannette Piccard, record-breaking balloonist and NASA consultant - considered the "first woman in space" (deceased)
Paul Schurke, Bering Bridge Expedition through Eastern Siberia and Alaska; North Pole Expedition
Will Steger, Steger International Trans-Antarctica Expedition and North Pole expedition
Terry Steinbach, baseball - Oakland Athletic's All-Star catcher
Jill Trenary, figure skating - 1990 World Ladies Figure Skating Champion
Steve Walsh, football - Dallas Cowboys quarterback
Dave Winfield, baseball - California Angels outfielder

CONTACT: Gene Harrington, Sports Director - Minnesota News Network
o) 290-1242, h) 699-1467

TRADE

TOPIC: The Soviet Union is not the only country soon sending a representative to Minnesota. The state is preparing to host trade representatives from four other countries between May 30 and June 15.

Polish Trade Delegation *May 30-31*

Overview: A high-ranking delegation from Poland, including the deputy minister of agriculture, the deputy minister of finance and the director of a Polish foreign investment agency, will be in Minnesota for two days of meetings. Poland's leadership has acknowledged that it needs the U.S.'s private sector involvement to achieve its economic goals.

During this visit, the Poles will be meeting with state trade officials as well as representatives of Minnesota's business community. The primary interests of the visitors are agriculture and investment into Poland.

Contact: Li King Feng, Minnesota Trade Office, 612/297-1443 or
Kathy Stone, MN Department of Trade and Economic Development, 612/296-2186

Korean Trade Mission *May 30 - June 3*

Overview: A 24-member Korean trade delegation, including members of Korean's 10 largest companies, are here to purchase Minnesota-manufactured products. Four of the companies represented account for half of Korea's gross national product of US\$105 billion.

In addition to two buying missions on June 1, the mission itinerary includes a business luncheon hosted by Korean mission leader Mr. Kum Jin-Ho, a reception hosted by the Dorsey & Whitney law firm and the Minnesota Trade Office, a dinner hosted by the Minnesota Korean community, and an industrial tour to Control Data Corp.

Mission leader Kum, formerly the Korean Minister of Trade and Industry; Chicago Consulate General Mr. Kang Dae-Wan; and assistant minister of the Ministry of Trade and Industry Mr. Yu Deuk-Hwan will be making courtesy calls on Governor Rudy Perpich and Minneapolis Mayor Don Fraser on June 1.

The media is invited to all events related to this Korean trade mission.

Contact: Kate Hotchkiss, Minnesota Trade Office, 612/297-1334 or
Kathy Stone, MN Department of Trade and Economic Development, 612/296-2186

Chinese Agricultural Policy Team visit to Minnesota

June 1 - 4

Overview: The Minnesota Trade Office will host the top agricultural leadership from Guangdong Province of the Peoples' Republic of China (PRC) for four days. The Chinese visitors are in the U.S. to further their understanding of virtually every aspect of American agriculture.

While in the state, they will visit feed mills, grain elevators, fertilizer plants, seed companies, a dairy farm, beef farm, swine genetics research farm, the Minnesota Trade Office, the Minnesota Department of Agriculture, a lock and dam on the Mississippi River, and a purebred cattle auction.

The visit will also include samples of our diverse culture including a rural Minnesota family barbecue, a trip to an Amish community, and overnights in board and breakfast style establishments.

The delegation's expenses are being paid for by the Foreign Agricultural Service, a branch of the U.S. Department of Agriculture. Guangdong, neighbor to Hong Kong, is considered to be the most prosperous, autonomous and progressive province in the PRC.

USDA and Chinese officials requested a Minnesota visit based on Minnesota's reputation in agriculture, and past state and private Minnesota interaction in that important area of the PRC. For example, the first dairy cattle ever exported from the U.S. to the PRC originated in Minnesota and found their new Chinese homes in Guangdong.

Contact: Paul Hansen, Minnesota Trade Office — 612/296-1697 or
Kathy Stone, MN Department of Trade and Economic Development, 612/296-2186

Taiwan Pollution Control Delegation

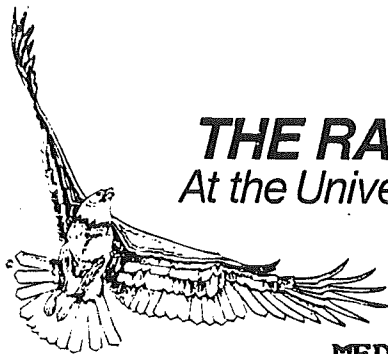
June 9 - 15

Overview: This delegation of four people representing three Taiwanese companies will visit representatives of Minnesota's 120 pollution control product manufacturers, pollution control technology, and pollution control service companies.

In 1989, Taiwan elevated its environmental protection administration to cabinet level in the government and allocated US\$4.6 billion for cleaning up the island's air and water, and establishing waste treatment and waste recycling projects by the year 2000.

The Minnesota Trade Office presented a pollution control seminar for Taiwanese buyers through its Trade and Investment Office in Taipei last summer, and, last month Minnesota companies exhibited their products in Taiwan. The Minnesota Trade Office in St. Paul plans to offer a pollution control seminar for Minnesota companies interested in exporting to Taiwan in conjunction with the visit by the Taiwan delegation.

Contact: Kate Hotchkiss, Minnesota Trade Office 612/297-1334 or
Kathy Stone, MN Department of Trade and Economic Development, 612/296-2186



THE RAPTOR CENTER

At the University of Minnesota

MEDIA ALERT

**SUBJECT: REHABILITATED BALD EAGLE RELEASED TO FREEDOM
IN HONOR OF PRESIDENT GORBACHEV'S VISIT TO MINNESOTA**

DATE: Sunday, June 3rd, 1990

TIME: 9:30 a.m.

**PLACE: Fort Snelling State Park
Highway 5 and Post Road
St. Paul, Minnesota**

(near the Mpls./St. Paul International Airport)

BACKGROUND:

The Raptor Center at the University of Minnesota is the largest medical facility in the world for the care and treatment of raptors (birds of prey) and other species of rare or endangered birds. The 18-year-old program annually treats 550 birds, most of which have been injured by some form of contact with humans. Veterinarians from the program are well known for developing anesthesia and treatment techniques for eagles, hawks and owls that are used all over the world. The Center has also been instrumental in reintroducing endangered Peregrine Falcons and other threatened raptors throughout the upper Midwest.

The Bald Eagle being released back to the wild was admitted to The Raptor Center on March 29, 1990 after being found injured near Spirit Lake, Iowa. It is a large adult female weighing almost 12 pounds. She was favoring one wing but had no fractures. She has been exercised extensively and is ready for release.

**CONTACT: Barb Walker
Public Relations Director
The Raptor Center (612) 624-1203 or 624-4745**

or

**Fort Snelling State Park (for directions)
(612) 725-2390**



Radisson Hotels International, Inc.

Public Relations Department
12755 State Highway Fifty-Five
Minneapolis, Minnesota 55441

For more information, contact:

News Release

MEDIA ALERT

GORBACHEV MINNEAPOLIS VISIT ADVANCE STORY OPPORTUNITIES: GORBACHEV TO VISIT RADISSON PLAZA HOTEL MINNEAPOLIS

BACKGROUND: Radisson Hotels International announced this week it will open the first American-managed hotel in the Soviet Union later this year. On Sunday, June 3, Soviet President Mikhail Gorbachev will visit the Radisson Plaza Hotel Minneapolis for a meeting with Midwestern business leaders. Upon arrival at the hotel he will be greeted by a team of top management officials of Radisson Hotels International and its parent company, Carlson Companies Inc., including company founder and board chairman Curtis L. Carlson. In connection with this part of the Minneapolis Gorbachev visit, the following stories and visual opportunities are immediately available:

- * Interviews with top Radisson management on the business strategy of operating an American-style hotel in the U.S.S.R.
- * Interviews with Radisson management on motivation of employees to provide Western style service in the Radisson Slavjanskaya Hotel and Business Center.
- * Interviews with Radisson management on the types of services and facilities planned for the Moscow hotel plus the operational challenges of the project.
- * 3/4 inch "B" roll footage of the Radisson Slavjanskaya Hotel and Business Center in Moscow.
- * Color exterior photos and color transparencies of the construction at the Radisson Slavjanskaya Hotel and Business Center.
- * Interviews with the manager of the Radisson Plaza Hotel Minneapolis - John Kelly - on the planning and logistics of the President Gorbachev visit to his hotel.
- * Photos and biographies of the Carlson/Radisson company management officials who will be meeting President Gorbachev upon arrival at the Radisson Plaza Hotel Minneapolis.

CONTACTS: To arrange for follow-up or an interview, contact Thomas Polski, Molly Henning, Laura Wells or Karen Waters at 612-540-5451.

GORBALR/TEXTJP



One of the Carlson Companies