



# INVEST MIDWEST

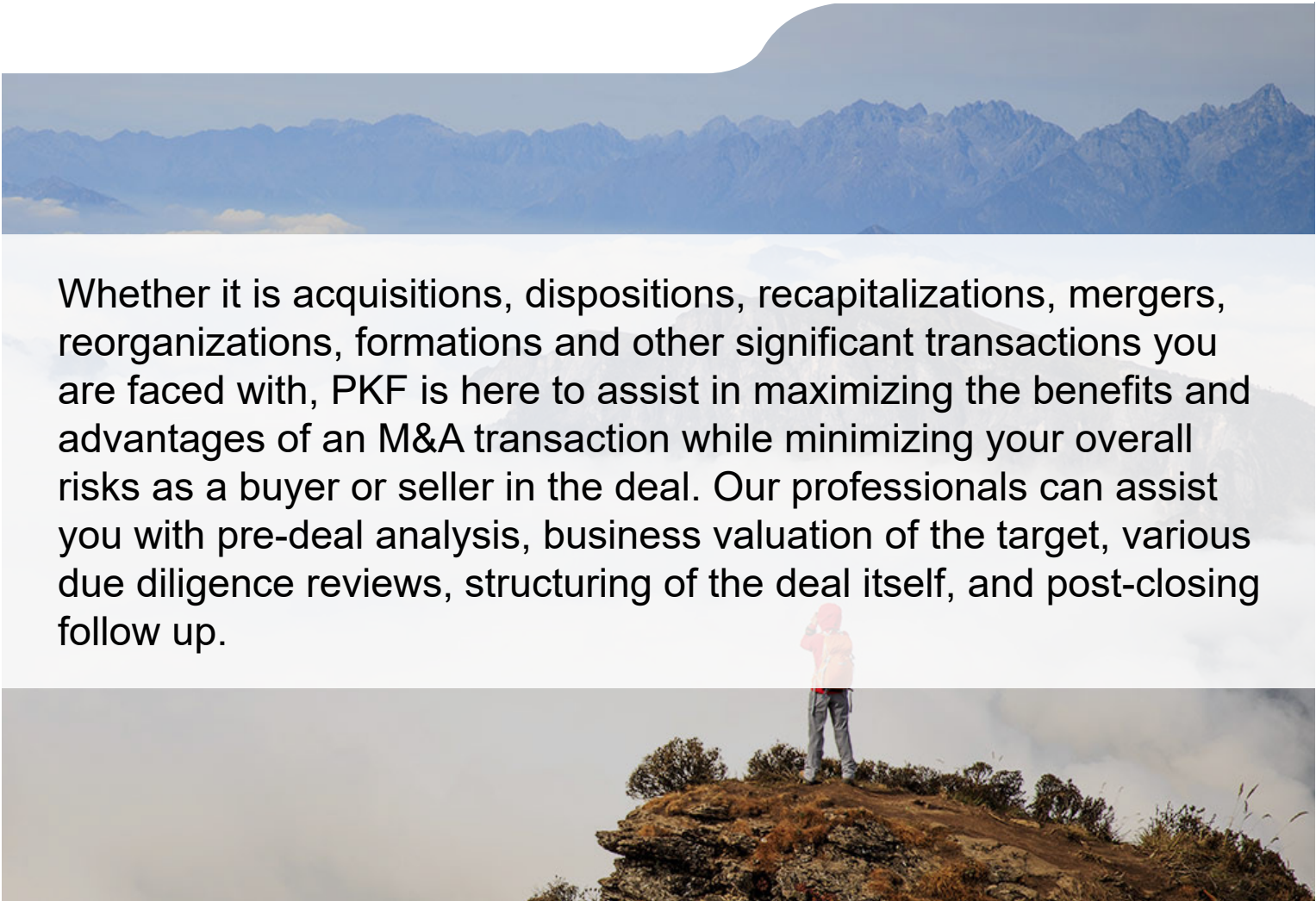
**A Guide For German Companies**



German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern

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# Investment in the Midwest

As the official representative of German business in the US, the German American Chamber of Commerce's mission is to support German business with establishing successful operations in the US. The American Midwest specifically holds plentiful opportunities for German products, technology and expertise in industries that are traditional strongholds of the German economy, such as automotive, energy and manufacturing.

Furthermore, several areas in the Midwest have re-invented themselves in innovative areas such as disruptive technologies in Silicon Prairie, agritourism, advanced manufacturing, lightweighting, med tech and life sciences.

This publication is intended to support German businesses planning on expanding to the US with a first overview of the industrial characteristics of the Midwestern states. Our team of experienced and bilingual professionals is available to support you along every step of taking your business to the US and establishing or expanding a presence in the Midwest - from initial market research to site selection and M&A facilitation, we are your #PartnerUSA.

Enjoy your tour through the American heartland.

We look forward to working with you!  
Your GACC Midwest Team

## Your Contact



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# An Investment Profile of the American Midwest

Widely known as the American heartland, the Midwestern region covers a territory of over 800,000 square miles, and ranges from Ohio in the east to Colorado in the West.

## **Economic Power & Potential**

Together, these states comprise approximately one quarter of the nation's geographical area, its population, and its GDP. Main industries for German companies in the US include advanced manufacturing, automotive, med tech, agriculture and food processing.

## **Industry Leadership**

The region is a global leader in advanced manufacturing and industrial research and development. The Detroit metro area is well known as the world's automotive center. Industries related to automotive have become powerhouses in the region as well, such as rubber production in Ohio.

With its nickname of "Cornbelt," the Midwest's local economies are largely driven by agriculture. The area boasts some of the richest farming land in the world, and the agricultural industry accounts for billions of dollars worth of exports and countless jobs.

## **Advantages in Infrastructure**

Given its central location and numerous German companies, the Midwest is an ideal investment destination. The Midwest has over 133 major airports and high numbers of both railroad and trucking routes. At the same time, over 200 million tons of cargo are shipped annually through the Great Lakes.

## **Metropolitan Centers**

With Chicago, the Midwest is home to the third most populous city in the entire country. It also counts other economically important metro areas, such as Columbus, Indianapolis, Detroit, Milwaukee, Kansas City, Omaha, and Minneapolis. Many of these have strong German heritage thanks to the large influx of German immigrants to the Midwest in the 19th century.

## **A Qualified Workforce**

The availability of skilled employees is among the most crucial investment reasons for international businesses. The Midwest continuously ranks highly within the US when it comes to the number of advanced degrees and qualifications. With multiple apprenticeship programs certified to the German standard, the area also supports small high-tech companies with advancing their own workforce.

# INVEST IN THE



# MIDWEST



**TOP**  
Industry  
Clusters

Manufacturing



Agriculture



Business Services



Automotive



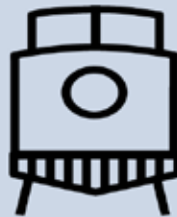
Healthcare



## INFRASTRUCTURE

**133**

major airports



over

**51,000**

miles of freight railroad

more than

**1.5 million**

miles of public road



## THE RANKS



**Site Selection Governor's Cup  
Winning States**

1. Ohio
2. Illinois
3. Georgia
4. Indiana
5. North Carolina



**Metro Project Rankings  
(pop. over 1 million)**

1. Chicago-Naperville- Elgin [IL]
2. Houston metro area [TX]
3. Dallas metro area [TX]
4. Atlanta metro area [GA]
5. Cincinnati [OH]



## COLORADO

The state of Colorado is not only known for its breathtaking Rocky Mountain panoramas, but also for its vibrant industries - from energy to the outdoors industry, and from industrial equipment to software and IT.

### Advanced Industries & Renewable Energy

Energy is an important sector in the state, and Colorado is home to the National Renewable Energy Laboratory of the US Department of Energy. This focus highlights Colorado's rapidly growing environmentally friendly business with 30% from renewable resources, 20% generated by natural gas, and 17% produced from hydroelectric and wind power. In addition to aerospace and energy, the state focuses on biosciences, electronics, and advanced manufacturing.

### Software and Services

With Software and IT being the largest industry in Colorado, it comes as no surprise that it is the #3 state

for concentration of high-tech workers. Colorado has become a start-up hub, and a total of nearly 11,000 technology companies are located in the state.

### Logistics & Infrastructure

Colorado is also the #1 state in private aerospace employment. 1,700 flights go out from Denver International Airport every day, including direct flights from Denver to Germany. It is the 5th busiest airport in the nation, serving nearly 54 million passengers per year.

### German Business in Colorado

Of the 113,100 jobs created by foreign-owned affiliates in Colorado, 7,800 are with German-owned businesses. German subsidiaries in the state include Kärcher North America, Inc., Rommelag USA, and Viega LLC. GACC Midwest has a Chapter in Colorado that provides German business in the state with additional support.

## Colorado By The Numbers



5.6M inhabitants



3.4M workers



\$13.5B in imports  
\$8.3B in exports

# #1

STATE IN PRIVATE  
AEROSPACE  
EMPLOYMENT

# 1,700

DAILY FLIGHTS

# #3

STATE FOR  
HIGH-TECH  
WORKERS







## ILLINOIS

The State of Illinois is not only located in the heart of the US, but it can also be seen as a microcosm of the entire country. It is both metropolitan and agricultural; its cities are bustling yet laid-back; as much a state that works and produces as well as one that teaches and researches.

### Economic Powerhouse

The state of Illinois is a true powerhouse as the 5th largest economy in the US and 19th largest in the world. Home to 38 Fortune 500 Companies, a total of 300 of the Fortune 500 companies have regional or national distribution centers in Illinois. Simultaneously, it's a startup hub too.

### A Diverse Industry Profile

Illinois has a highly diversified economy: The state is a force in advanced manufacturing and is also the 2nd largest food processing cluster in the US. Life sciences and alternative energy are also important industries within this Midwestern state. With Chicago as the nation's 3rd largest city, it is also an important financial center.

### Location & Logistics

The state counts 12 major airports with 1,400 daily departures and is also a hub for all six major North American railroads and six major US Interstates. 353,000 US jobs in Illinois are directly supported by the majority of the 1,900 foreign-owned affiliates in the state.

### German Business in Illinois

Illinois is home to countless German subsidiaries and German-owned affiliates in the US, which continuously foster the job growth generated by foreign-owned affiliates in the state. German business is responsible for 14% of total FDI in Illinois, and is taking advantage of the state's highly educated workforce – a talent pool of 5.1 million people, a third of which holds a bachelor's degree or higher. In 1994, the cities of Chicago and Hamburg became sister cities, further strengthening German-American ties beyond business and trade relations.

GACC Midwest is headquartered in Illinois.

## Illinois By The Numbers



12.7M inhabitants



6.5M workers



\$163.9B in imports  
\$59.9B in exports

# #2

LARGEST US FOOD  
PROCESSING CLUSTER

# 440+

MAJOR CORPORATE  
HEADQUARTERS

# #5

LARGEST ECONOMY  
IN THE US







## INDIANA

Indiana is known as "The State that Works" in the US, and it does so across many industries: Its medical devices industry is known to be one of the best, and Warsaw, IN is widely known as the orthopedics capital of the world.

### Leading Medical, Manufacturing and Tech Industries

Indiana is the second largest cluster of the world's automotive industry, with 5 major OEM assembly plants and over 500 suppliers. Indiana is also leading in number of manufacturing jobs in the nation and is home to an impressive 34,000 engineers. In addition, the industrial equipment, plastics and metals industries are important sectors for the Indiana economy. The state also prides itself on having the highest university supercomputing capacity of the US and a strong focus on cyber security.

### Logistics & Infrastructure

Indiana has the country's second largest global Fed-Ex Air hub and a total of 65 public-use airports for transportation and flight. It has 3,786 miles of freight

railroads, ranking 11th in the nation. Indiana is also the #1 state in number of pass-through highways. Indiana's land and transportation include 350 miles of inland waterways. The state is rated first in America's top states for business due to infrastructure.

### A Business-Friendly State

Thanks to its business-friendly climate, Indiana has been awarded 4th in the US regarding the cost of doing business. The state has also maintained one of the top property tax indexes in the Midwest with yearly tax cuts, and is one of few states with a AAA credit rating and budget surplus.

### German Business in Indiana

Germany is the #2 source of FDI in Indiana. Of the 203,000 jobs in the state that are supported by foreign-owned companies, 15,900 are created by German-owned affiliates. German companies in Indiana include Festool USA, Haldrup USA, and Iwis Drive Systems.

## Indiana By The Numbers



6.6M inhabitants



3.2M workers



\$61.7B in imports  
\$39.3B in exports

# #2

LARGEST GLOBAL  
FED-EX AIR HUB

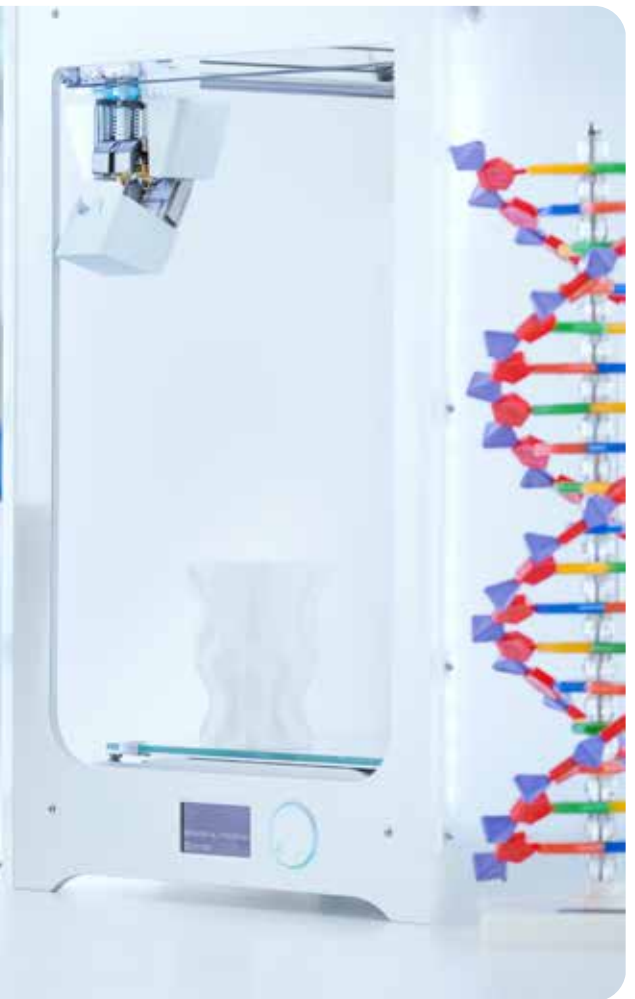
# #1

STATE FOR  
BUSINESS DUE TO  
INFRASTRUCTURE

# #4

STATE FOR COST OF  
DOING BUSINESS









## IOWA

The state of Iowa is a known agricultural powerhouse in the US: It is the #1 producer of eggs, corn, and pork in the country. However, there is more to Iowa than farmland.

### An Advanced Manufacturing Hub

Advanced manufacturing is the state's most important industry. Iowa is home to more than 6,000 manufacturers with over 215,000 employees, mostly in heavy-duty construction equipment, aerospace components, and micro-plastics used in medical devices. Furthermore, the state has 31 of the 100 largest food manufacturers and processors in the US. Finance & insurance is another leading industry, with more than 94,000 Iowans employed by 6,500+ finance and insurance companies.

### An Attractive Business Climate

Highly business friendly policies have established Iowa as a state with low operational costs. Iowa has the 6th lowest cost of doing business in the United States, with lower rental and construction costs than the national average,

lower payroll costs, lower workers' compensation costs and lower utility costs. Three of Iowa's Metropolitan Statistical Areas rank as best places for business in the US in Forbes Magazine.

### Logistics & Infrastructure

Centrally located in the Midwestern US, companies in Iowa are well-positioned logistically: the state boasts 3,851 miles of rail freight track and 491 miles of navigable waterways. Furthermore, 678 million pounds of cargo is transported through Iowa's airports annually.

### German Business in Iowa

Iowa has deep German roots. In fact, German immigrants consistently accounted for the largest number of foreign-born people in Iowa from the 1850s through the 1970s. Today, Germany is responsible for 20% of FDI in the state, and German-owned affiliates, among them SCHUMACHER Company LC, a global player in the agricultural machinery sector, employ 3,900 people.

## Iowa By The Numbers



3.1M inhabitants



1.7M workers



\$10.1B in imports  
\$13.2B in exports

# #1

PRODUCER OF EGGS,  
CORN, AND PORK  
(2018)

# 179

INSURANCE COMPANY  
HEADQUARTERS

# #6

LOWEST COST OF  
DOING BUSINESS



Iowa provides the ideal climate for business growth and innovation. The state's vibrant economy, central North American location, nationally recognized research centers and low cost of doing business to give companies operating in the state a huge competitive edge. Multiple certified sites across the state provide development-ready locations perfectly suited to meet your expansion priorities on deadline. Now that you're up to speed, it's time to take the next step. We'll see you soon.

**IOWA**  
economic development  
IowaEDA.com







## KANSAS

Kansas and its biggest city Wichita are known as the "Air Capital of the World." More airplanes are produced in Wichita than in any other city in the world.

### An Aviation Hub

Aviation accounts for more than \$5 billion of Kansas's GDP, nearly 3.5 percent. Kansas companies export \$2.7 billion in aerospace products annually, 23.8 percent of total exports. 92 percent of the state's population is located within 45 minutes of an airport suited to accommodate chartered service, and 92.5 percent of the population is within 30 minutes of an air ambulance. Overall, Kansas is home to 137 public-use airports, including seven commercial service facilities and over 200 private airports that serve general aviation for either public or private use.

Given the flat geography and unpredictable wind conditions, aviation pioneers like Beech and Cessna were drawn to Kansas as their home base for aviation research

and production. Its windy conditions also make the state one of the top 5 states in the nation for wind energy. Since the beginning of 2008, wind generating capacity in Kansas has more than tripled to 4,451 megawatts.

### A Favorable Business Climate

Kansas' business conditions are attractive for foreign companies, and the state impresses with a well-educated workforce. Over 30 percent of adults 25 and over have a college degree. In some areas, such as Johnson County in the Kansas City area, over 50% of the adults have a college degree. Kansas ranks in the Top 10 in the US for workforce and education.

### German Business in Kansas

Germany is responsible for 14% of FDI in the state and German-owned affiliates employ 6,100 Kansans. Prominent German companies in Kansas include subsidiaries of BASF, Aldi, Bayer AG, and Bilfinger Berger.

## Kansas By The Numbers



2.9M inhabitants



1.4M workers



\$12.2B in imports  
\$11.6B in exports

**\$5B+**

IN GDP ACCOUNTS  
FOR AVIATION

**4,855**

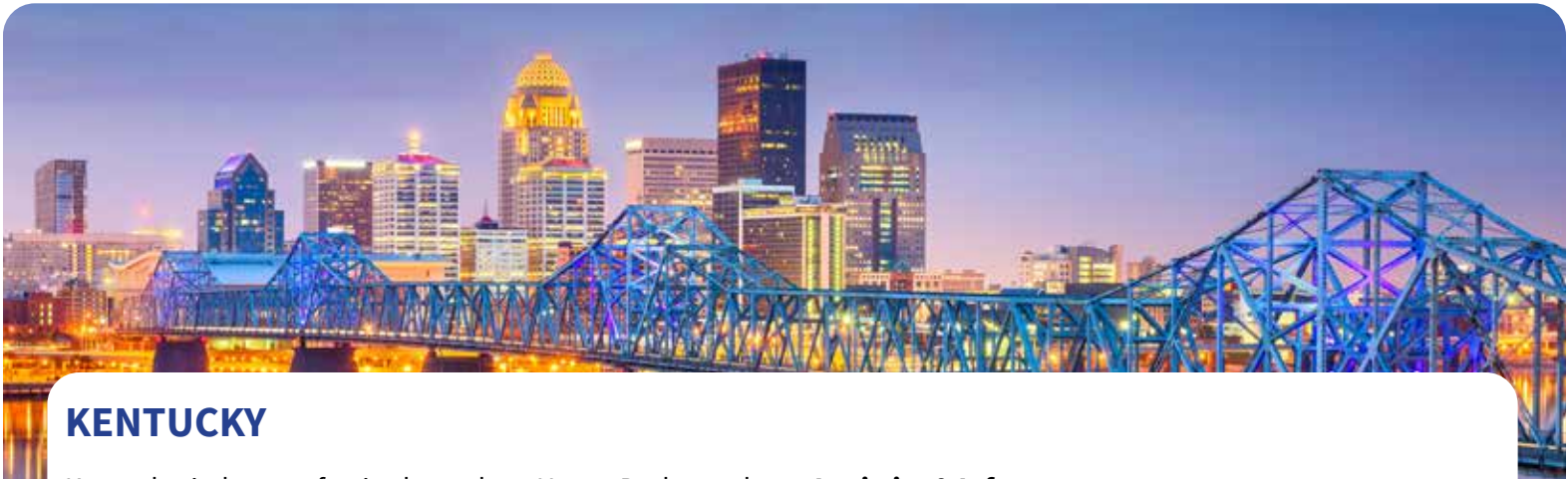
MILES OF  
RAILROAD TRACKS

**92%**

OF RESIDENTS ARE  
WITHIN 45 MINS OF  
AN AIRPORT







## KENTUCKY

Kentucky is known for its legendary Horse Derby and bourbon industry, which produces 95 percent of all the bourbon in the world. However, Kentucky produces more than alcohol, with significant German investment in various industries across the state.

### Manufacturing & Metals

However, one of the state's top industries is primary metals. The aluminum industry is essential for Kentucky, as it accounts for \$2 billion in the state's GDP. In addition, Kentucky has the greatest capacity of any state in the US to generate aluminum according to the US Geological Survey. Furthermore, Kentucky has vibrant aerospace, food & beverage, pharma and manufacturing, and automotive industries. The state has the nation's 3rd highest level of auto industry-related employment as a percentage of total state employment.

### Logistics & Infrastructure

Kentucky boasts two international airports, three global shipping hubs and two top air cargo hubs (UPS Worldport and DHL Americas Hub). Not surprisingly, Kentucky ranks second in the nation in total air cargo shipments.

### German Business in Kentucky

14,500 jobs are supported by German-owned companies in Kentucky, ranking Germany second for employment by foreign-owned affiliates after Japan.

German subsidiaries include facilities of Bertelsmann SE & Co. KGaA, Brenntag Group, Carl Zeiss, DHL, Freudenberg and Heidelberg Cement, among many others. Those companies benefit from the state's low cost of doing business. Additionally, labor costs in Kentucky are significantly below the national average – almost 20 percent lower than the United States average.

## Kentucky By The Numbers



4.4M inhabitants



2.1M workers



\$54M in imports  
\$31M in exports

#2

IN THE NATION  
FOR AIR CARGO  
SHIPMENTS

95%

OF THE WORLD'S  
BOURBON  
PRODUCTION

#3

LEVEL OF AUTO  
INDUSTRY RELATED  
EMPLOYMENT









## MICHIGAN

Michigan is home to one of the densest automotive clusters on the planet. 96 of the top 100 automotive suppliers to North America have a presence in Michigan, and 60 are headquartered here. Additionally, 20 OEMs are located in the state. Not surprisingly, Michigan is the #1 exporter of transportation equipment in the US.

### The US Automotive Powerhouse and Beyond

Between 2009 and 2018 Michigan received \$32.8 billion in OEM and supplier investment, more than Mexico and more than the southern US and Canada combined. Michigan excels in auto-related innovation, thanks to its R&D and testing centers for mobility technologies, such as autonomous driving. Outside of automotive production and development, advanced manufacturing and medical technology belong to the state's top industries.

### Logistics & Infrastructure

Given the state's global role, Detroit's airport offers more than 140 nonstop destinations to four continents.

Michigan also boasts strong international connectivity through five border crossings and four Class I rail lines.

### Michigan's Workforce

The state's profile is reflected in its workforce: Michigan counts more than 130,000 engineers, the highest concentration of engineers in the US. With 250,000 skilled trades workers, it also ranks in the top 10 for its number of workers in that sphere. GACC Midwest is active with its MAT<sup>2</sup> (Advanced Technical Training) apprenticeship program to support high-tech manufacturing companies with training their own workforce.

### German Business in Michigan

42,200 people in Michigan are employed by German-owned affiliates. Michigan is home to many German subsidiaries, including Bosch, Siemens, Thyssen and ZF. GACC Midwest has a branch office in metro Detroit to support our members and apprenticeship program in the state and neighboring areas more directly.

## Michigan By The Numbers



9.9M inhabitants



4.6M workers



\$146B in imports  
\$58B in exports

# #1

US EXPORTER OF  
TRANSPORTATION  
EQUIPMENT

# #4

MOST AFFORDABLE  
STATE

# 10%

COST OF LIVING IS  
10% BELOW THE  
NATIONAL AVG







## MINNESOTA

Minnesota traditionally has strong agriculture, manufacturing, and bioscience. In fact, more Minnesotans worked in health care and social assistance (15.9%) than any other field in 2019, and that market is quickly growing. Food production is another important industry in the state, and five of the 18 Fortune 500 companies in Minnesota have operations in food or beverage production. Textiles and software are two further emerging industries in the state.

### A Business Friendly Investment Location

Minnesota ranked 3rd best state in the country in metrics taking account of the state's economics, transportation infrastructure, internet, public safety, and fiscal stability of the state government. The state has many programs to boost its economy and foreign investment, such as the Research and Development Tax Credit. Minnesota also ranks 4th in the nation in five-year business survival rate, which is especially important for SMEs.

### International Trade

International trade, imports, and exports support 774,730 Minnesota jobs - more than one in five. To support its international reputation, Minnesota has implemented free trade agreements (FTAs) that have helped to rapidly fuel export growth from Minnesota to partner companies internationally.

### German Business in Minnesota

133,900 jobs in Minnesota are supported by majority foreign-owned affiliates. The top countries for FDI are Germany (14%) and Canada (14%), ahead of the United Kingdom (11%), France (7%), and Japan (6%).

Minnesota is home to many German companies. Allianz Life Insurance, one of the largest global insurance companies, has its US headquarters in Minnesota, and companies such as Siemens, SICK Optic, and Turck are taking advantage of the state's business climate.

## Minnesota By The Numbers



5.6M inhabitants



3.1M workers



\$32.8B in imports  
\$22.6B in exports

**#4**

IN FIVE-YEAR  
BUSINESS SURVIVAL  
RATE

**14%**

OF FDI IN MINNESOTA  
COMES FROM GERMANY

**#6**

IN CNBC AMERICA'S  
TOP STATES FOR  
BUSINESS







## MISSOURI

The state of Missouri prides itself with having the fourth most diverse economy in the US. First and foremost, Missouri has become part of one of the largest auto supply chains and thus counts as a top 10 state for automotive vehicle production.

### **Automotive, Biosciences, and Cotton Industries**

Another key industry is biosciences, and the state is home to the largest concentration of animal health research and food companies in the country, with 3,500 bioscience companies and 47 life science research centers and incubators. The state's global leadership in agriculture and ag tech goes hand in hand with this area: Missouri has both the second most farms and the sixth largest cotton production in the nation. A third pillar of the Missouri economy is advanced manufacturing, especially in aerospace and plastics. With a rich history in aviation, 100 aerospace manufacturing companies call Missouri home.

### **Logistics & Infrastructure**

Based on its central location and its outstanding logistics network, the state is well positioned for doing business from coast to coast. It boasts a total of 19 freight railroads counting more than 4,000 miles, has the 6th best highway system, the largest waterway system, and 99 airports - an advantage for international distribution.

### **German Business in Missouri**

A total of 128,600 US jobs in Missouri are directly supported by majority foreign-owned affiliates. German-owned business employs 1,100 of those employees. Germany also accounts for roughly 11% of the state's FDI. B. Braun, BASF, GFK, Merck KG and Schenker are just some of the German companies with facilities in Missouri. Those and other companies profit from an advantageous business climate in the state: Missouri has the fourth best corporate income tax index as well as the fourth lowest average retail price of commercial electricity.

## Missouri By The Numbers



6.1M inhabitants



3M workers



\$20.6B in imports  
\$13.4B in exports

# #1

BEST STATE  
FOR BANKING

# 4,000

MILES OF FREIGHT  
RAILROAD

# #4

BEST CORPORATE  
INCOME TAX INDEX







## NEBRASKA

Known as the birthplace of Warren Buffet, Nebraska is home to a total of five Fortune 500 companies: Berkshire Hathaway, ConAgra Foods, Union Pacific, Peter Kiewit Sons' and Mutual of Omaha.

### Silicon Prairie

Nebraska's Startup Ecosystem, also lovingly called "Silicon Prairie," is growing into a hub for innovation. Start-up hubs in Omaha-Lincoln focus on solutions in ag, bioscience, and software. Invest Nebraska was recognized by Pitchbook as the second most active venture capital fund in the Mountain and Midwest Region in 2018.

### An Agriculture Powerhouse

With a large agribusiness and food processing industry, Omaha, Nebraska, is the location of CLAAS North American headquarters. German company CLAAS is one of the world's leading manufacturers of agricultural equipment. Furthermore, this Midwestern state is a hub

for biosciences, advanced manufacturing, renewable energy and medical devices.

### Logistics & Infrastructure

Due to its central location, Nebraska is often called "the middle of everywhere." The state offers an integrated system of interstates, mainline railroads, and airports. It also has more miles of river than any other state. In addition to its location benefits, Nebraska does not have an inventory tax, making it an ideal location for distribution centers and warehousing operations.

### German Business in Nebraska

To support business and workforce development in Nebraska, the prestigious German-style ICATT Apprenticeship Program has a cluster in the state. German companies CLAAS and Graepel North America are part of this innovative apprenticeship program administered by GACC Midwest.

## Nebraska By The Numbers



1.9M inhabitants



1.05M workers



\$4.27B in imports  
\$7.46B in exports

# 100%

PUBLIC ELECTRICAL  
POWER SYSTEM

# 25%

OF FDI IN NEBRASKA  
COMES FROM GERMANY

# 1,100

EMPLOYMENT BY  
GERMAN-OWNED  
AFFILIATES



# NEBRASKA:

## Supplying Biotech Solutions to the World

**W**hen the world seeks solutions during times of crisis, Nebraska has answers. As home to the United States' only federal quarantine facility — the University of Nebraska Medical Center — Nebraska was among the first states in the nation to treat coronavirus patients evacuated from Wuhan, China and the *Diamond Princess* cruise ship. UNMC subsequently led the first clinical trials in the U.S. exploring the use of remdesivir to treat patients hospitalized with COVID-19, and pioneered the development of genetic and serologic diagnostic testing for the disease.

Some of the world's most recognizable biotech firms have chosen Nebraska as a home for their R&D and manufacturing operations — from established giants to the era's fastest-growing startups, with specialties ranging from emerging technologies to sustainable fuels, medical devices and disease treatment and prevention.

Whether it's a world leader in cell stabilization and preservation; six of the nation's 20 largest animal health companies; or a global medical technology company that employs more than 3,000 Nebraskans and counting, companies are drawn here by unchecked and unparalleled opportunity. Since 2004 alone, biotech R&D firms have conducted nearly 3,000 clinical trials of new medicines in Nebraska.

Find out more about why Nebraska and biotech go hand-in-hand. Contact a Nebraska Department of Economic Development representative today by visiting

**[opportunity.nebraska.gov](http://opportunity.nebraska.gov)**

**17,629**

bioscience jobs  
in Nebraska

**75%**

of all academic R&D  
dollars in the state relate  
to bioscience

**\$70,000**

average annual bioscience  
wage in Nebraska

**1.45**

bioindustry location  
quotient

**NEBRASKA**

Good Life. Great Opportunity.

DEPT. OF ECONOMIC DEVELOPMENT





## NORTH DAKOTA

North Dakota is a state predominantly known for its energy industry. The state has abundant supplies of coal, oil and other natural resources, which makes it one of the nation's top ten producers of energy.

### An Agriculture Center

With its vast farmlands, it comes as no surprise that value-added agriculture is another important industry in North Dakota. Nearly 90% of North Dakota's land area is in farms and ranches. Additionally, the state is the US's #1 honey producer.

North Dakota does not only shine with regards to its agricultural production. The state also profits from a large agri-tourism business. The travel and tourism industries create jobs and generate sales in every county of North Dakota. The industries employ almost 43,000 people in 2,500 businesses, ranging from lodging, retail,

air passenger transport, food & beverage, recreation, museums, parks and more, making tourism the third largest industry in the state.

Furthermore, the advanced manufacturing and technology industries are booming in North Dakota, a state that has been awarded for its business-friendly climate by Forbes and Wall Street Magazines.

### German Business in North Dakota

German is the second most-spoken language in North Dakota - and is the only US state where German is the number two language according to the US Census Bureau reports. Of the 12,800 US jobs in North Dakota that are directly supported by majority foreign- owned affiliates, 600 come from German-owned entities. Germany is among both the Top 6 import and export nations for North Dakota.

## North Dakota By The Numbers



762,062 inhabitants



407,099 workers



\$3.43B in imports  
\$6.75B in exports

# #2

BEST STATE FOR  
BUSINESS

# 90%

OF LAND AREA  
IS IN FARMS &  
RANCHES

# #2

BEST STATE FOR  
ENTREPRENEURSHIP







## OHIO

The state of Ohio constitutes the 7th largest economy in the US. The state's most vibrant industries include advanced manufacturing, aerospace and aviation, automotive, energy, chemical, and healthcare.

### A Manufacturing Hub

With "America Makes," Ohio is home to the very first Manufacturing USA institute, a showcase of Ohio's strength in additive manufacturing. The state's manufacturing sector employs nearly 700,000 people, the 3rd largest manufacturing workforce in the US. Ohio is the #1 supplier state to Boeing and Airbus, and the state is also a leading producer of engines and transmissions for the automotive industry. Both the water and medical industries are also strongholds of the Ohio economy.

### Food & Agribusiness Industries

Additionally, Ohio is the #1 state in Swiss cheese production, has the second largest hub for flavoring

and seasoning in Cincinnati, and is the #2 state in egg production. In total, food and agribusiness contributes \$124 million to the state's economy.

### Logistics & Infrastructure

Ohio is the only state in the Midwest with direct shipping routes to Europe for both container and heavy goods. In addition to the nation's fourth largest interstate system, the state counts 10 major rail yards, 13 intermodal terminals, 7 commercial airports, and 3 inland ports.

### German Business in Ohio

272,800 jobs in Ohio are created by foreign-owned affiliates. Germany ranks third in employment by foreign-owned affiliates, behind Japan and the UK. The state is also home to the MAP2 apprenticeship program by Festo, which is certified to German standards by the GACCs, and German electronic components distributor Rutronik.

## Ohio By The Numbers



11.6M inhabitants



5.7M workers



\$69B in imports  
\$53B in exports

# #14

TOP RANKED HOSPITAL  
SYSTEMS IN THE US

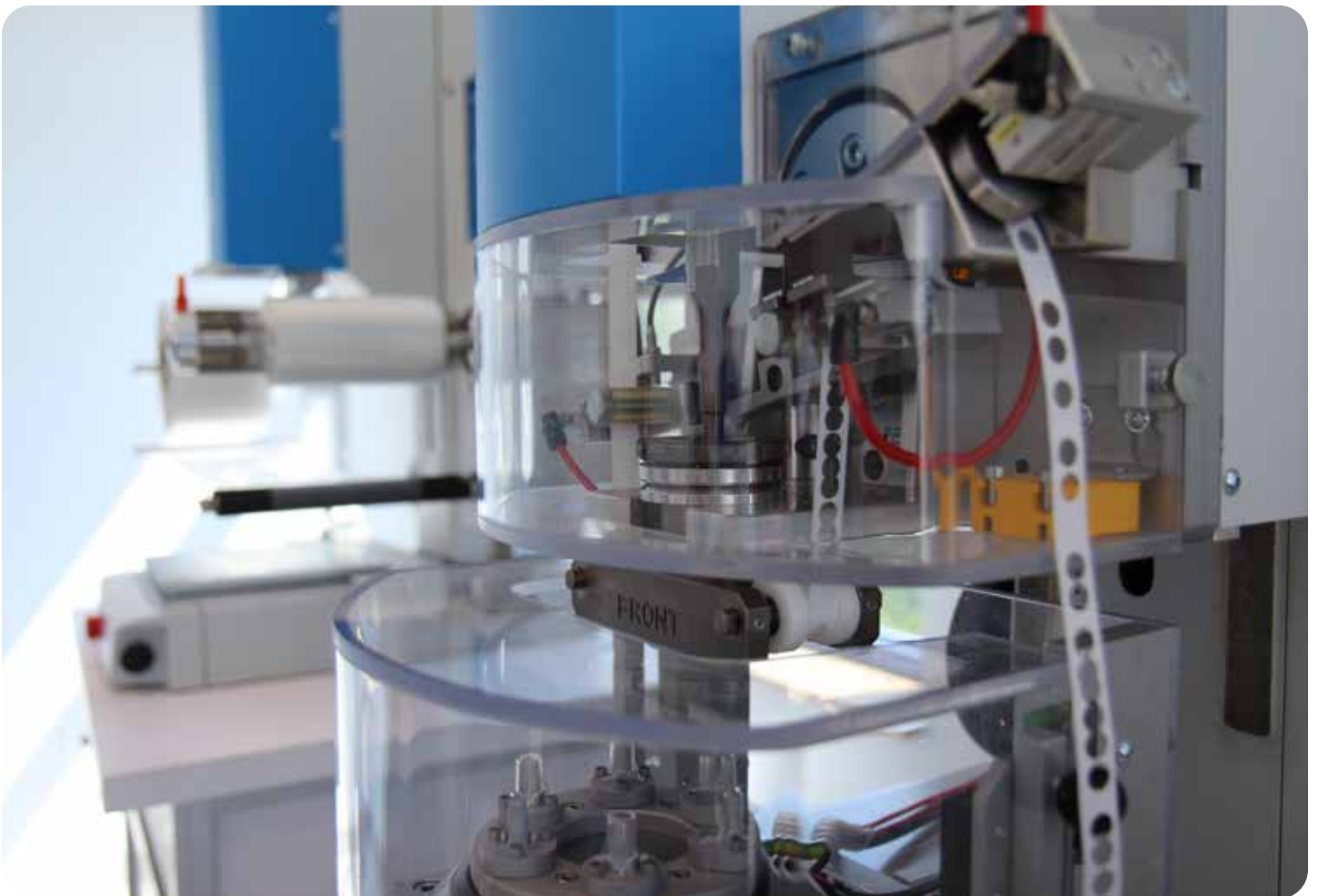
# #3

IN EMPLOYMENT BY  
GERMAN-OWNED AFFILIATES

# #4

LARGEST INTERSTATE  
SYSTEM IN THE US







## SOUTH DAKOTA

Did you know South Dakota is the geographic center of the United States? From its central location, the state boasts a network of 7,810 miles of highway, 769 miles of interstate highway, and 1,753 miles of rail track.

### Advanced Industries

Manufacturing is a predominant industry, and it is complimented by advanced sectors such as bioscience, precision agriculture, and cyber security. At the same time, value-added agriculture and livestock development are important industries in the "Land of the Plenty." Biotech companies have started using the state's ecosystem to form an industry cluster. The University of South Dakota's Discovery District, a corporate and academic research park under development in Sioux Falls, is advancing its mission to foster innovation-focused economic development.

Tourism is another large contributor to the state's economy, with Mount Rushmore and the Badlands National Park being important tourist magnets.

### Open for Business

South Dakota has a very business-friendly climate, and often ranks at the top for business costs, business friendliness, and especially tax climate in the US: it is one of the few states with no corporate income tax, no personal income tax, and no business inventory tax.

### German Business in South Dakota

Germany is an important trading partner for South Dakota. Of the 12,600 jobs in South Dakota that are directly supported by majority foreign-owned affiliates, 700 are created by German-owned entities like Wurth Group or Glanbia Nutritional Ingredient Technologies. Additionally, Germany is responsible for 14% of FDI in the state.

## South Dakota By The Numbers



884,659 inhabitants



470,079 workers



\$1.15B in imports  
\$1.4B in exports

# 100%

FUNDED STATE  
PENSION

# #2

BEST TAX CLIMATE  
IN THE US

# #1

BEST STATE FOR  
BUSINESS COSTS







## WISCONSIN

Many people know that Wisconsin is #1 in cheese production in the US, but did you know it is also a leader in paper manufacturing? In fact, Wisconsin is #1 in paper manufacturing employment concentration and is also the top US state in papermaking.

### Top Industries in Wisconsin

Manufacturing in general is an important industry for the state. It is among the top 10 states for manufacturing company headquarters, and 475,000 people are employed by Wisconsin manufacturing companies. Aerospace, bio health, and food & beverage are other growing industries within this Midwestern state. Milwaukee is also home to a vibrant water technology cluster in the Midwest.

### Logistics & Infrastructure

While Chicago's O'Hare International Airport is easily accessible from Wisconsin, the state's hub for domestic

and international transport is Milwaukee Mitchell International Airport. Wisconsin also has 8 commercial airports, which link the state to every point in the nation within one business day, and 9 major highways. Each year, more than \$122 billion in freight moves through rail traffic, and 40 million tons and \$8 billion in cargo ships in freight each year.

### German Business in Wisconsin

Wisconsin has a deep historic connection to Germany, as Germans were the largest immigrant group to settle in the state in the 19th century. Today, 107,600 jobs in Wisconsin are created by foreign-owned affiliates. Germany ranks 3rd, with 7,600 jobs created by German-owned affiliates. Countless German subsidiaries, including Hermle USA, Krones, and Optima Machinery call Wisconsin home. GACC Midwest has an additional Chapter in Wisconsin that supports German business in the state directly.

## Wisconsin By The Numbers



5.8M inhabitants



3.1M workers



\$28.5B in imports  
\$21.7B in exports

# #1

IN PAPER  
MANUFACTURING  
EMPLOYMENT

# 140

TOTAL EMPLOYER  
ESTABLISHMENTS

# #3

EMPLOYMENT BY  
GERMAN-OWNED  
AFFILIATES

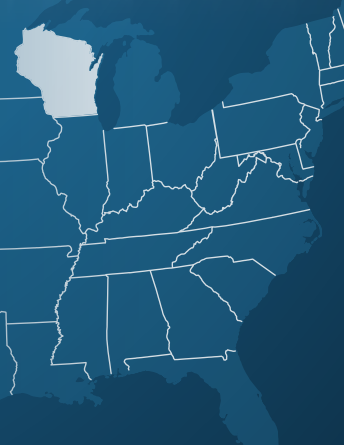




# A COMMITMENT TO WORKING TOGETHER. JUST THE THING TO SET YOU APART.



The connections between Germany and Wisconsin go far beyond a shared culture and a passion for quality and precision. For years, German companies looking to do business in the United States have come to not only count on our central location and easy access to supply chains in key business sectors, but the deep support of people who wish to help them reach their goals. Learn more at [invest.inwisconsin.com](http://invest.inwisconsin.com).



# How GACC Midwest Supports Your Business



As a member of our network, you enjoy a multitude of benefits. Our team can leverage our extensive network to connect you with experienced service providers for your business needs or introduce you to peers and executives from potential clients or partners. Our events and publications make sure to keep you in the know about industry trends and relevant developments and topics in German-American business. As your reliable partner in the US, we support our members on every step of their business journey in the Midwest.

## Other GACC Midwest Services

GACC Midwest, with its offices in Chicago and Detroit, has broad experience and knowledge of the market conditions in the US and in Germany. In our role as an advisor, we help German companies identify opportunities for cooperation and growth in the US market. Our team is specialized in effectively setting up your subsidiary for success in the US.

- Market Research USA
- Site Selection USA
- Virtual Office USA
- Business Partner Search USA
- M&A Services
- Event & Trade Show Services
- Recruiting Services and Apprenticeships in the US
- Intercultural Coaching
- Marketing and Localization Services
- Publications, Webinars and Events
- Collection Services & Credit Checks

## About GACC Midwest

The German American Chamber of Commerce® of the Midwest (GACC Midwest) is headquartered in Chicago with a branch office in Detroit and an extensive chapter network across the American heartland. Founded in 1963, it is an integral part of the German Chamber Network (AHKs) with 140 offices in 92 countries around the globe.

Our mission is to promote the expansion of bilateral trade and investment between Germany and the American Midwest. Our organization combines elements of a trade commission, a membership association, and a professional consultancy - quite a unique concept in international trade promotion.

[www.gaccmidwest.org](http://www.gaccmidwest.org)

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A photograph of the Chicago skyline at night, featuring the Willis Tower and other skyscrapers illuminated against a dark blue sky. The city lights reflect on the water in the foreground.

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to support the  
**German American  
Chamber of  
Commerce**

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# **FRAGOMEN**

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