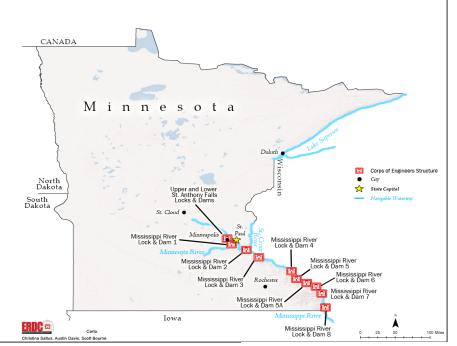


Minnesota

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BUILDING STRONG ®



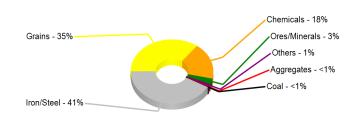
2016 State Quick Facts (Tons in Millions)

Tons Shipped -	33.1
Tons Received -	7.0
Tons Shipped Within State -	0.9
Total Commerical Docks -	67
Total Value (billions)-	\$8.49
Total Domestic Tons -	38.5
Total Import Tons -	0.3
Total Export Tons -	2.1
Total Tons -	40.9
Source: Waterborne Commerce Statistics, Val	ues estimated from 2012 NDSU

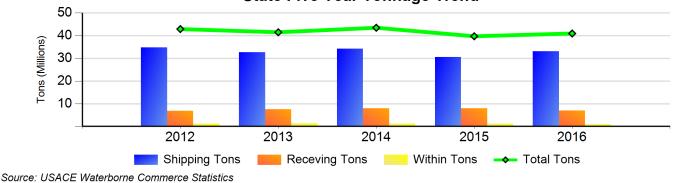
Commodity Valuation Study, values indexed by CPI to 2016 price level

(Commodity dollar values are not calculated for foreign movements)

2016 All Traffic Commodity Value Distribution



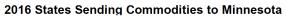
Source: Waterborne Commerce Statistics, Values estimated from 2012 NDSU Commodity Valuation Study, values indexed by CPI to 2016 price level. (Commodity dollar values are not calculated for foreign movements), Remaining 2% unable to release due to insufficient operators

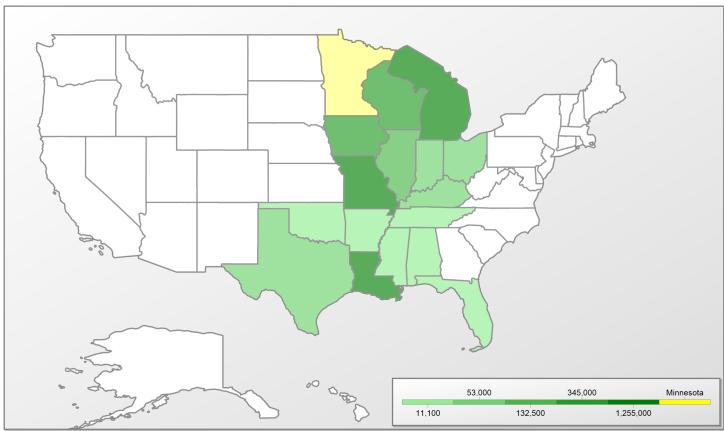


State Five Year Tonnage Trend

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Source: USACE Waterborne Commerce Statistics

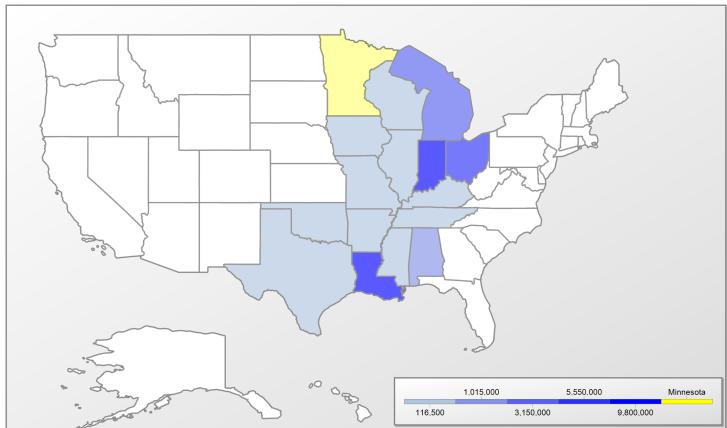
State Sending Tons	Total Tonnage Sent to Minnesota	Top Commodity - % of Total Sent to Minnesota	State Sending Tons	Total Tonnage Sent to Minnesota	Top Commodity - % of Total Sent to Minnesota
Louisiana	2,696,247	Chemicals-73%	6 Florida		**
Michigan	1,892,566	Aggregates-99%	Mississippi 1261		**
Iowa	710,509	**			
Missouri	561,968	**			
Canada	281,998	**			
Wisconsin	276,129	**			
Illinois	135,823	**			
Ohio	97,091	**			
Indiana	86,108	**			
Texas	70,535	Chemicals-100%			
Foreign	64,461	Ores/Minerals-55%			
Oklahoma	27,232	**			
Kentucky	27,186	**			
Alabama	12,264	Grains-88%			
Tennessee	8,350	**			
Arkansas	1,555	**]		

**Unknown and Not Elsewhere Classified Products

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Source: USACE Waterborne Commerce Statistics

State Receiving Tons	Total Tonnage Recieved from Minnesota	Top Commodity - % of Total Recieved from Minnesota	State Receiving Tons	Total Tonnage Recieved from Minnesota	Top Commodity - % of Total Recieved from Minnesota
Indiana	12,969,313	Iron/Steel-100%	Kentucky 5,953		**
Louisiana	7,780,953	Grains-99%			
Ohio	5,685,861	Iron/Steel-100%			
Michigan	3,520,548	Iron/Steel-100%			
Canada	1,678,472	**			
Foreign	371,700	Grains-75%			
Alabama	258,725	Grains-99%			
Arkansas	220,378	Iron/Steel-97%			
Iowa	183,229	**			
Illinois	150,079	**			
Mississippi	84,540	**			
Missouri	59,766	**			
Tennessee	47,067	**			
Wisconsin	27,529	**			
Texas	21,064	**			
Oklahoma	7,736	**			

**Unknown and Not Elsewhere Classified Products

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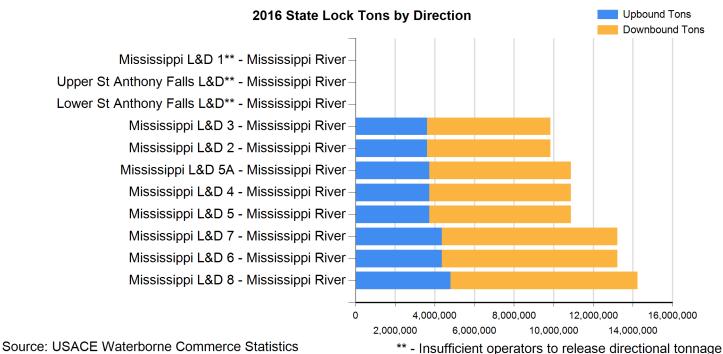


Commodity Group	Avg Tonnage (Millions)	% of Total Tons (All Years)	Five Y	Five Year Commodity Trend (Millions of Tons)				
Aggregates	3,696,290	9%	3 38	3.97	4.12	3.64	3 37	
Aggregates	3,030,230	570	2012	2013	2014	2015	2016	
Chemicals	2,100,413	5% —	1.84	1.86	2.18	2.29	2.32	
Chemicais	2,100,413		2012	2013	2014	2015	2016	
Cool	1 152 622	3% —	1.41	1.47	1.27	1.22	0.39	
Coal	1,153,622		2012	2013	2014	2015	2016	
Crude Petroleum	0	**						
	Ũ		**-2012	**-2013	**-2014	**-2015	**-2016	
Croine	4 5 4 5 9 4 4	1 1 0/	1 59	2.44	2.85	4 27	8.57	
Grains 4,545,344	11%	2012	2013	2014	2015	2016		
Iron/Steel	ron/Steel 27,811,072	72 67% -	29.62	29.20	30.21	25.96	24.06	
IION/Steel	27,011,072		2012	2013	2014	2015	2016	
Ores/Minerals 967,427	2% —	0.74	1.04	1.20	1.03	0.82		
		2012	2013	2014	2015	2016		
Others 1,118,403	1 118 /02	3% —	1.17	1.02	1.14	1.12	1.15	
	1,110,403	570	2012	2013	2014	2015	2016	
Detrolours	200 425	<1% –	0.12	0.47	0.50	0.17		
Petroleum	300,435		2012	2013	2014	2015	**-2016	

Five Year Trend of Tonnage Shipped or Received in Minnesota

Source: USACE Waterborne Commerce Statistics

**-Year = Insufficient Operators to Release Tonnage

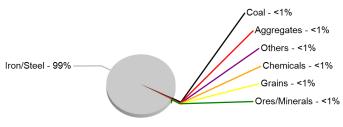


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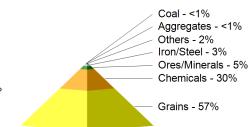
2016 Great Lakes Traffic Commodity Value Distribution

Total Value: \$3.33 (Billion)



2016 River Traffic Commodity Value Distribution

Total Value: \$5.16 (Billion)



Remaining <1% unable to release due to insufficient operators

Remaining 3% unable to release due to insufficient operators

Minnesota 2016 Top 5 Waterways (Tons in thousands; values in Millions of dollars)

Waterway Name	State Rank	Tons	Value
Lake Superior	1	26,800.7	\$3,328.5
Mississippi River	2	10,048.5	\$3,809.4
Minnesota River, MN	3	4,090.8	\$1,351.5

Commodity Values not calculated for foreign/coastal movements.

Source: USACE Waterborne Commerce Statistics, Values estimated from 2012 NDSU Commodity Valuation Study, values indexed by CPI to 2016 price level

** Insufficient operators to release tonnage

Minnesota 2016 Top 3 Ports (Tons in thousands)

Port Name	U.S. Rank	Туре	Total Port Tons	Port Tons Within State
Duluth-Superior, MN and WI	1	Lake	30,278.0	7,760.6
Two Harbors, MN	3	Lake	15,431.5	15,431.5
St. Paul, MN	8	River	6,232.0	6,232.0

Source: USACE Waterborne Commerce Statistics

** Insufficient operators to release tonnage

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