Oil and Natural Gas Stimulate

Minnesota Economic and Job Growth

Oil and natural gas are driving the U.S. economy through a major energy boom and that boom is rippling through the economy of Minnesota, supporting business activity across the state. This finding grows out of a new American Petroleum Institute survey of domestic oil and natural gas vendors, which offers a glimpse into the job and business creation engine that is the current oil and natural gas industry. The survey shows that at least 189 businesses, located across all eight of Minnesota’s congressional districts, are part of the larger oil and natural gas supply chain.

The survey’s snapshot of state-by-state activity reinforces the impressive level of industry success throughout the country that is documented in a recent PriceWaterhouseCoopers study conducted for the American Petroleum Institute. That study found that the oil and natural gas industry in Minnesota supports some 122,100 jobs, which is 3.5 percent of the state’s total employment. The amount of Minnesota labor income supported by the oil and natural gas industry comes to $6.02 billion annually. That’s 3.4 percent of the state’s total labor income.

Although Minnesota is not a top energy producer, these job and labor income figures demonstrate that the people of Minnesota enjoy significant benefits from energy development. The benefits show up in the state’s salary statistics as well. Thus, while the average annual salary in Minnesota across all industries and sectors is $50,475, the average oil and gas industry salary (excluding gas stations) is substantially higher—$76,853 annually. Overall the industry supports $14.3 billion of the Minnesota economy. That’s 5 percent of the state’s total economic activity.

Minnesota also benefits from the production of oil and natural gas from shales and so-called “tight formations,” energy development that uses the proven engineering technologies of hydraulic fracturing, or “fracking,” and horizontal drilling. Total jobs supported by these

$14.3 BILLION
THE INDUSTRY CONtributes TO MINNESOTA’S ECONOMY

122,100
MINNESOTA JOBS
SUPPORTED BY OIL AND NATURAL GAS INDUSTRY

1. American Petroleum Institute, “API Onshore Oil and Gas Vendor Identification Survey,” Washington, D.C., 2014. The survey was distributed to API members in January 2014 to collect information for the period October 2012 to September 2013. Included are companies that provide goods and services for onshore oil and natural gas development, whether as operators, contractors, service companies, suppliers, or vendors.

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activities in Minnesota reached 19,103 in 2012. The job total is projected to climb to 34,815 in 2020 and to 42,691 in 2035.4 And the people of Minnesota get it. A statewide telephone poll of 604 registered voters, conducted on behalf of the American Petroleum Institute, found that 80 percent of them, regardless of party affiliation, support increased production of oil and natural gas resources located here in the United State.5

<table>
<thead>
<tr>
<th>Congressional District</th>
<th>Total</th>
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<tr>
<td>Congressional District 1</td>
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<td>Congressional District 8</td>
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<tr>
<td>Grand Total</td>
<td>189</td>
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</tbody>
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Vendors by Congressional District

Xcel Energy
Xcel Energy is a regulated major U.S. electricity and natural gas company, headquartered in Minneapolis, with regulated operations in eight Western and Midwestern states. Excel Energy provides a comprehensive portfolio of energy-related products and services to 3.4 million electricity customers and 1.9 million natural gas the business, the company is involved in generation, transmission, and local distribution. For natural gas, the company is primarily a local distribution company with some intrastate pipeline.

Xcel Energy is a significant purchaser of natural gas for use in its electric and natural gas businesses and, to lesser degree, for steam and chilled water production. Considerable volumes of production of natural gas are utilized, both at the company’s natural gas generation power plants and as part of the company’s local distribution to end-use residential and business customers.

Fastenal
Headquartered in Winona, Minnesota, Fastenal is a full-line industrial and construction supply distributor with more than 2,600 store locations in all 50 states and across multiple countries. Fastenal also has an oilfield sales team that focuses directly on supplying products to drilling sites. In addition, the company supplies custom-manufactured bolts and other intricate parts to original equipment manufacturers in the oil and natural gas industry through its world-class manufacturing services.

With a broad range of store locations, there is a store very close to all of the shale plays across the United States. And the company’s automated supply (industrial vending) solutions make it possible to provide state-of-the-art inventory control solutions.

6. From the 2014 "API Onshore Oil and Gas Vendor Identification Survey" returns.
### Congressional District 1
- Concepts & Designs, Inc
- Fastenal Company, Inc
- Fire Safety USA
- Minnesota Valley Testing
- Paul Hinski
- Scholarship America, Inc

### Congressional District 2
- Applied Air Systems, Inc
- Chamarro
- Concrete Mobility, LLC
- Despatch Industries LP
- Durac, Inc
- Fox-1 Drafting & Design, Inc
- Genave/Nrc, Inc
- Greystone Construction
- Company
- Jane M. MacKen
- Norex, Inc
- North Dakota Safety Professionals
- Sarah M. Owens
- Sarah Stokes
- Thomson Legal & Regulatory Ltd

### Congressional District 3
- Appdev Products, LLC
- Carlson Wagonlit Travel
- Convey Compliance Systems, Inc
- Cuts Forth Products, Inc
- Digital River, Inc
- Emerson Process Mgmt Value
- Engineers Sales Co
- Gerald Duffy
- Harvey & Elizabeth Thompson Revocab
- Herc-U-Lift, Inc
- Instrument & Valve Services Co
- J&B Equipment Company, Inc
- Korterra, Inc
- Micquay Factory Service
- Open Systems International

### Congressional District 4
- 111 Realty Investors LP
- 3M Company
- 6NN Land Trust Andrew A. Stohler
- Amy L. Frandsen
- Briggs & Morgan PA
- Burlington Northern & Santa Fe
- CMS Heat Transfer Division, Inc
- Con Corr Associates, Inc
- Ecolab, Inc
- Engineering America, Inc
- Gagnon, Inc
- H.R. Peterson Company
- Karges Faulconbridge, Inc
- Merrill Brink International Corporation
- Pentair Filtration Solutions, LLC
- Plum Company
- Porous Media Corporation
- Spartan Promotion Group, Inc
- Team Industrial Services
- TSI, Inc
- US Bank

### Congressional District 5
- Action Marketing Research, Inc
- Alfredos Trucking
- American Colloid Company
- Aruba Networks, Inc
- Ashley R. Ivenson
- Black Box Network Services
- Boat Longyear
- Braun Intertec Corporation
- C.H. Robinson Worldwide, Inc
- Capital Safety USA
- Chemstar Products
- CHS, Inc
- Cohasst Assoc, Inc
- Comsys Information Technology
- Deziyurk
- Engineered Sales Co
- Environmental Systems Corporation
- Ernst & Young Product Sales, LLC
- Farstad Oil
- FEI, Inc
- Filtration Systems, Inc
- Friedrikson & Byron PA
- Graybar Electric Company
- Health Fitness Corporation
- Help Systems, Inc
- Hirshfield’s, Inc
- Interstate Companies, Inc
- Interstate Detroit Diesel, Inc
- Interstate Power Systems
- Journal Record Publishing Co
- Judy A. Frandsen
- Korn Ferry International
- Lacrosse Footwear, Inc
- Leonard Street & Deinard
- Lewis Mckay LLP
- Lindquist & Vennum PL LP
- Lominger Limited, Inc
- Marsh USA
- Medbox
- Midco Supply
- Mid-State Supply
- Minco Products, Inc
- Morsekode Ltd
- MTS Sensors Division

### Congressional District 6
- Open Access Technology International, Inc
- Pace Analytical Services, Inc
- Personnel Decisions International
- Regents of The University of Minnesota
- Rhino Marking & Protection Systems
- S&S Sales, Inc
- Satellite Shelters, Inc
- Selken Systems, LLC
- Sick Maihak, Inc
- Southwestern Public Service Co
- Tenen, Inc
- Tennant Sales & Service Company
- The ALS Association
- The Great Lakes Construction Co.
- TriGra Air Heaters, Inc
- TrueNorth Steel, Inc
- TSI, Inc
- United States Postal Service
- VAA, LLC
- Voice & Data Networks, Inc
- WCL Interiors, Inc
- WD Larson Companies Ltd, Inc
- WEG Service Co
- Wells Fargo Equipment Finance
- Winsted Corporation
- Wunderlich Malec Engineering, Inc
- Xcel Energy
- Xerxes Corporation

### Congressional District 7
- Alpha Oil & Gas Services, Inc
- American of Crookston
- Charles R. Hicks
- CHS, Inc
- Clark D. Ovancara & Kathleen Digi Key Corporation
- Dwyer Instruments, Inc
- Farmers’ Union Oil Company
- Fultz Contracting, LLC
- Garden Valley Telephone Co
- Harry B. & Phyllis P. Brown HCB, Inc
- Lester Christensen Trust
- Localities & Supplies, Inc
- Napa Auto Parts
- Northern Fire Equipment Service
- Northwest Beverage, Inc
- Otter Tail Power Company
- Sanford Medical Center Thief River Falls
- Sparhawk Summit Farms, Inc
- Steins, Inc
- Superior Lamp, Inc
- USTafle Exchange Co

### Congressional District 8
- Bendtec, Inc
- Consolidated Title & Abstract Co
- Cope & Peterson Ltd
- First American Title Co, Inc
- Fryberger Buchanan Smith
- GPM, Inc
- Jasper Engineering & Equipment Co
- LW Survey Co
- Minnesota Propane Gas Assn
- North Shore Metal Products

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- MTS Sensors Division
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- Wunderlich Malec Engineering, Inc
- Xcel Energy
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### US Water Services
- WCE, Inc
- Wolters Kluwer Financial Services
- WSI Industries

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