



International **PORT.**
International **PORTAL.**

**NORTHEAST MINNESOTA.
NORTHWEST WISCONSIN.
POSITIONED FOR GROWTH.**



AN EXCELLENT LOCATION FOR YOUR NEXT DATA CENTER

INFRASTRUCTURE TO SUPPORT YOUR SUCCESS

Northeast MN and northwest WI are connected to both the National and Global Networks and Internet Network Access Points (NAPs). Enventis and Qwest provide dedicated access to fiber optics at specific locations, at a service level of T1 through OCX. Ten additional companies provide high speed internet access and wide area connectivity. These providers are linked to the Chicago Network Access Point, the largest internet exchange point by volume. Some of the region's fiber networks are overlaid with DWDM and can provide 2.5Gb or 10Gb Wavelength services, or 1Gb/10Gb Ethernet connections to Midwest carrier hubs. These networks are route diverse, highly reliable, and based on SONET technology. When conducting business with these organizations, customers will have access to the following services:



- Dark Fiber
- T1, DS3, OC3, OC12, OC48, OC-192 Private Line Services
- 10 baseT, 100 baseT, GigE, 2.5 Gb, 10Gb Ethernet Services
- 2.5 Gb, 10 Gb Wavelength Services over DWDM
- MPLS, VPLS, ATM multi-point or point to point Services
- Access to multiple Tier 1 IP backbone providers and NAPs
- Dedicated Access to Carrier Hotels, Virtual POPS, and numerous Data Centers in the upper Midwest

ENVIRONMENTAL STABILITY

With an average annual temperature of roughly 39°F, this region provides an ideal climate for power-intensive businesses that are interested in keeping heating costs low.

Over 7,000 hours of free cooling annually*

Seismic Zone Class:	0	Cloudy Days:	184.7
Max Wind Speed:	90 mph	Tornadoes:	0
Max. Snow Load:	42 lbs	Earthquakes:	0
Average Annual Temp:	39°F	Hurricanes:	0
Average Annual High:	48°F	Thunderstorms:	33.3/year (1-2 severe)

*Sources: cooling.thegreengrid.org and Involta's water-side economization calculation.



COMPETITIVE SITE OPTIONS

The region boasts competitively-priced utilities, efficient service providers, and real estate options that offer redundant power and telecommunications infrastructure. In addition, the region also offers:

- Electric utility rates among the lowest 10% in the nation
- Robust telecommunications
- Ample natural gas supplies
- Excellent water quality and resources
- Overnight delivery and multi-modal transportation



TALENTED WORKFORCE & COMPETITIVE WAGE RATES

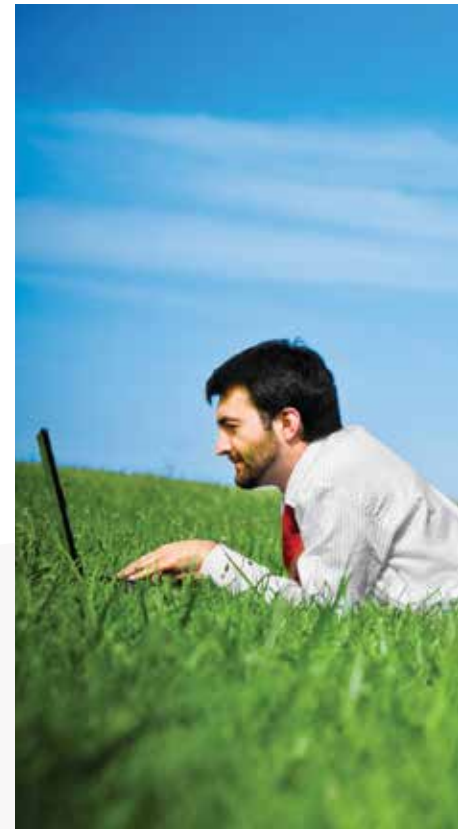
The skilled workforce is well qualified with competitively positioned wage and benefit rates. Combined, these factors create an atmosphere that promotes a highly successful business climate:

- Duluth's 2012 labor force reached 45,597.
- The Duluth MSA 2012 annual average labor force population was 144,227.
- The unemployment rate in Duluth was 6.3% on average in 2012, compared to 6.5% in the MSA, 5.6% in Minnesota, and 8.1% in the U.S.
- The median wage in the Duluth MSA in 2012 was \$16.02/hour compared to \$17.94/hour for the state and \$16.95/hour for the U.S.

SMART BUSINESSES NEED SMART PEOPLE

IN OUR REGION:

- 91.06% of young adults in the region, age 25 and older, are high school graduates compared to the national figure of 80.18%
- 32% of Duluthians, age 25 and older, hold a baccalaureate degree or higher
- 21.98% of young adults in the region, age 25 or older, have achieved a baccalaureate degree or higher



POST-SECONDARY EDUCATION INSTITUTIONS INCLUDE:



University of Minnesota Duluth, a comprehensive regional branch of the University of Minnesota system and a recognized National Center of Academic Excellence in Information Assurance Education.

University of Wisconsin Superior, offering 30 different undergraduate programs as part of the UW system.

College of St. Scholastica, a private college offering graduate and undergraduate degrees in Computer Information Systems (CIS), along with 6 graduate CIS certificates that can be completed in a year.

10 two-year colleges and technical schools that provide customized training and regular classes in a number of technology-related certificate and degree programs.



THE RIGHT INCENTIVES FOR THE RIGHT BUSINESS

The region offers substantial financial benefits for qualified businesses, including:

- Data Center incentives
- Minnesota Investment Fund
- Minnesota Job Skills Partnership
- Local financing & tax incentives
- Employment tax credits for high paying jobs
- Low-cost loan programs



NE MINNESOTA & NW WISCONSIN YOUR PORTAL TO SUCCESS AND PROFITABILITY.

- Cool climate, insulated from natural disasters
- Progressive fiber and telecommunications infrastructure
- Cost-competitive, reliable electric power
- Exceptional education and customized training resources
- Attractive community for creative professionals
- Intelligent, loyal and productive workforce
- Fully-equipped international airport
- Competitively-priced real estate and site options
- Unparalleled quality-of-life in a vibrant, creative region

Position your next Data Center on the competitive edge of the Great Lakes; let APEX help to ensure the long-term success of your business!

EXPERIENCE THE NORTHLAND

Experience the region first hand.
Come as our guest. Spend a weekend.
Visit with business and community leaders.
Get to know the local people and culture.
Establish or expand your business.
Grow it here, with us!



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