

MINNESOTA–CANADA AGRICULTURAL TRADE STRATEGY

Purpose:

To expand market access for Minnesota farmers, strengthen rural economies, and stabilize agricultural income by increasing exports to Canadian markets through practical, results-driven action.

Section 1. GOAL

The goal is simple—grow Minnesota’s agricultural exports to Canada while protecting and strengthening rural communities.

This is about creating more opportunity, not more bureaucracy.

At the same time, we will work to secure stronger commitments from Canadian partners to increase the intake of Minnesota agricultural products—ensuring this is a two-way relationship that delivers real results for our farmers.

Section 2. TARGETS & MARKET EXPANSION

- (a) Identify specific Canadian provinces and regions where demand for Minnesota crops is strong or growing.
- (b) Set measurable export growth targets year-over-year to ensure progress is tracked and delivered.
- (c) Focus on high-demand products such as grains, livestock, dairy, and processed agricultural goods.

Section 3. STRATEGIC ACTION PLAN

- (a) Conduct targeted market research to align Minnesota supply with Canadian demand.
- (b) Organize trade missions and participate in agricultural expos to directly connect Minnesota producers with Canadian buyers.
- (c) Expand long-term supply agreements between Minnesota cooperatives and Canadian distributors.
- (d) Promote Minnesota-grown products as reliable, high-quality, and competitively priced.

Section 4. REMOVING BARRIERS & STREAMLINING TRADE

- (a) Work with federal partners, including the Trump administration, to navigate regulatory hurdles and improve cross-border trade conditions for Minnesota farmers.
- (b) Streamline digital systems and paperwork processes to reduce delays and make exporting faster and easier, including implementing advance shipment notification systems so border officials are aware of incoming agricultural loads before arrival—allowing for

faster processing and reduced wait times.

(c) Leverage and strengthen existing expedited shipping programs by increasing access, simplifying enrollment, and ensuring Minnesota farmers and carriers can fully utilize priority trade lanes—reducing delays and maximizing efficiency at the border.

(d) Establish a direct, hands-on support system to assist farmers and carriers in enrolling in expedited trade programs. Rather than simply providing instructions, trained representatives will personally work with farmers—sitting down with them, even at their kitchen tables if needed—to complete paperwork, ensure proper enrollment, and set up systems so that future shipments move quickly with minimal repeat processing.

Section 5. TRANSPORTATION & LOGISTICS IMPROVEMENTS

(a) Coordinate with transportation and logistics partners to improve delivery timelines and reduce bottlenecks.

(b) Explore enhanced priority systems for agricultural shipments to move through border checkpoints more efficiently.

(c) Ensure infrastructure supports faster, more reliable movement of goods between Minnesota and Canada.

Section 6. FEDERAL ADVOCACY & PARTNERSHIPS

(a) Advocate at the federal level for budget decisions that protect rural communities and agricultural programs.

(b) Work across party lines to safeguard key farming support systems.

(c) Expand public-private partnerships to bring additional investment and innovation into Minnesota agriculture.

(d) Push for favorable conditions that prioritize Minnesota farmers in national trade discussions.

Section 7. REINVESTMENT & SELF-SUSTAINING GROWTH

All additional revenue generated from expanded agricultural exports will be reinvested directly into agricultural research and rural support programs.

This creates a self-sustaining cycle: as Minnesota farmers gain new market opportunities, they fuel local innovation, improved techniques, sustainability, and productivity. In turn, those advancements strengthen rural communities and prepare them for long-term success.

Closing Statement:

This isn't about reacting—it's about leading.

Grow the market.

Remove the barriers.

Reinvest in our farmers.

That's how you build a stronger Minnesota.

— Ross Nova