

Empowering people to expand their business across borders.



The North Dakota Trade Office (NDTO) is a private/public partnership that provides education, research, engagement, advocacy, and expertise so that North Dakota companies can develop their export business.

MISSION

The North Dakota Trade Office is dedicated to providing the North Dakota community with expertise and resources to grow business across borders.

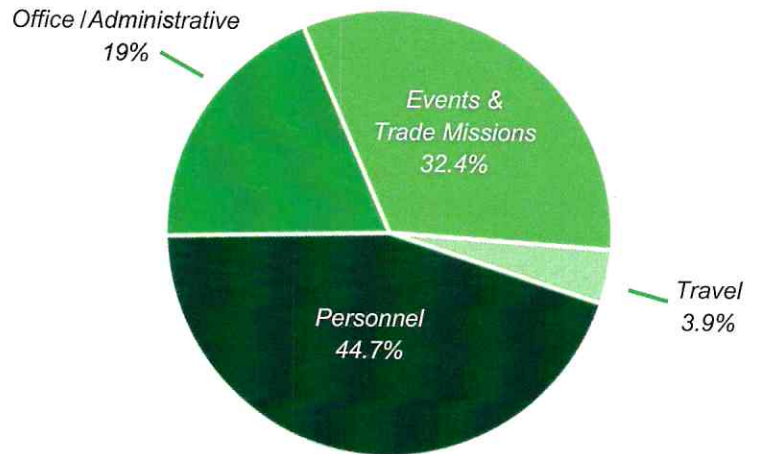
SERVICES

Business planning & research, educational tools, international development, ND export community, ND business investment abroad, ND diplomatic missions, foreign investment, and more.

STATE FUNDING SUMMARY

2019-2021	\$1.6 MILLION
2021-2023	\$1.6 MILLION
2023-2025	\$1.6 MILLION, \$500,000 ENHANCEMENT

BUDGET ALLOCATION (Y1 OF 2023-2025 BIENNIUM)



EXPORTS

In 2023, North Dakota **led the nation** in export growth with a 45% increase from the previous year (WISERTrade, 2025). ND exports 250+ commodity items and services, dominating numerous agricultural competitors.

TOTAL ND EXPORTS (USD)

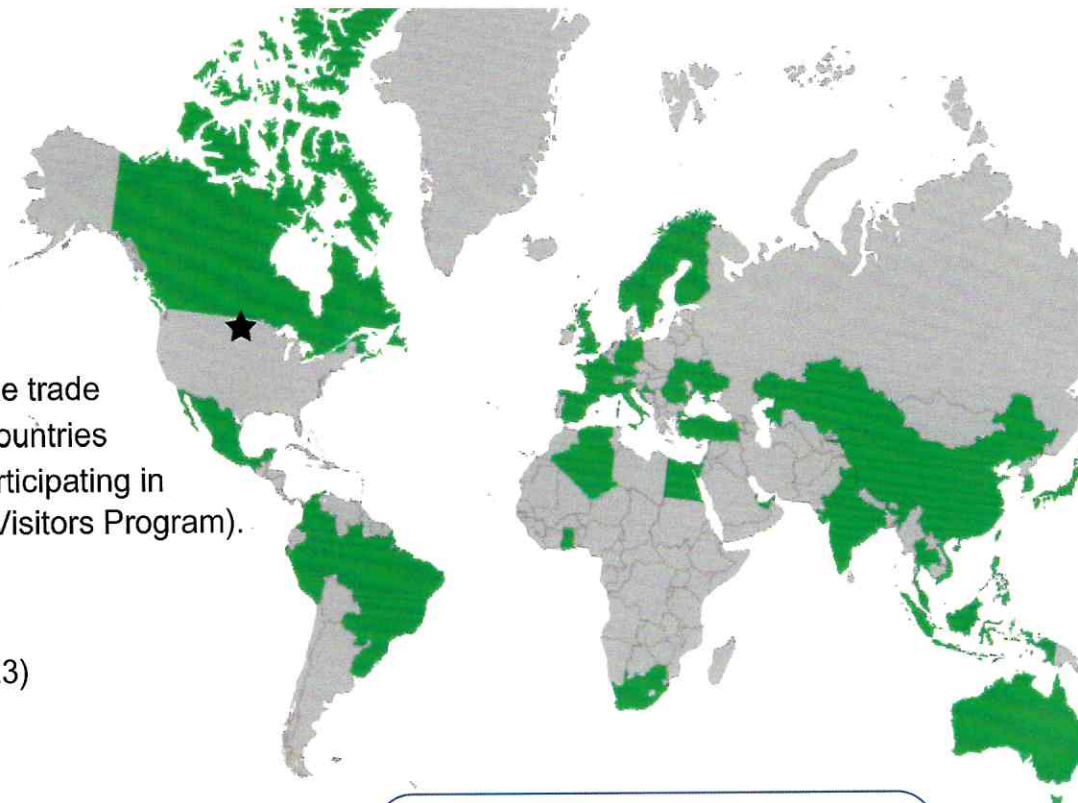


ND EXPORTS IN NUMBERS (2023) (WISERTRADE, 2025)

- \$8.78B IN MERCHANDISE
- +7.1% GDP ANNUAL INCREASE
- 150 COUNTRIES EXPORTED TO
- 94+ EXPORT INDUSTRIES

TRADE MISSIONS

Since its inception in 2004, the NDTO has led nearly 100 trade missions to over 40 countries and has hosted over 30 reverse trade missions from nearly 20 countries (excluding delegations participating in the Big Iron International Visitors Program).



NDTO TRADE MISSION RESULTING SALES (2023)



FOREIGN DIRECT INVESTMENT (FDI)

Promoting and attracting the right businesses is an intrinsic part of ND's foreign business efforts. The NDTO fielded 100+ legitimate inquiries from foreign companies in 2024 aiming to set up operations in North Dakota. Several have taken the leap, including one of the world's largest agriculture engineering firms. FDI jobs make up 4.7% of North Dakota's total employment (Global Business Alliance, 2023). Additionally, there has been promising success in ND companies expanding operations abroad.

DIGNITARY VISITS

Since 2020, the NDTO has hosted 33 official visits by foreign dignitaries.

TOP TRADE PARTNERS HOSTED



COMPANY CASE STUDIES

In September 2024, NDTO received an inquiry from a Korean company regarding their need for a wheat supplier and connected them to a member company. NDTO arranged a meeting between the two parties. The Korean company visited North Dakota in October 2024 and placed an order for 100MT of Spring Wheat during the initial meeting. The member company exported the order at the very end of 2024 and is expecting another 200MT deal in 2025.

In 2022, NDTO led a trade mission to Japan and mediated one-on-one meetings between an ND pulse vegetable producer and multiple Japanese companies. Following the conclusion of the mission, the ND producer exported 3 containers (60MT) of pulse vegetables to one of the companies they met during their time in Japan. This was their very first export to Japan.