



John Shoffner is currently the Business Development Manager for the State of Minnesota Department of Employment & Economic Development (DEED) and Administrator for Foreign-Trade Zone 119. John assumed responsibility for managing FTZ 119 in January 2016. Since taking on responsibility for the FTZ, John has successfully increased marketing and outreach to the many companies and service providers in Minnesota working on growing international trade. He has significantly grown the client base of FTZ-119 and has the grantee on a solid financial trajectory thereby enabling us to offer additional educational opportunities to existing clients and increase outreach efforts to increase awareness of the FTZ and its many benefits.

John has spent time in the private sector working in corporate finance and middle market corporate lending roles with Georgia-Pacific Corporation in Atlanta, GA and M&T Bank in New York before joining the public sector. He transitioned over to the public sector when an opportunity came up to lead the economic development efforts for the City of Greensboro in **NC**. After 9 years in Greensboro having successfully brought many new jobs and investment to the community, John was selected by the State of Minnesota for a position managing business development efforts for the state. As John and the team at DEED are out talking to companies daily and partnering to retain and grow their presence in Minnesota, John saw the FTZ as a tremendous opportunity to be able to share with global supply chain contacts as a tool to make their US operations even more globally competitive.

John completed his Bachelor's degree in Accounting at North Carolina State University in Raleigh, NC and his MBA with Concentrations in Finance & Strategy at the University of Chicago Booth School of Business in Chicago, IL.