

ENTREPRENEURIAL PATHWAYS

NAVIGATING NORTH DAKOTA'S RESOURCES

Grow your business with local resources and support.

Turning an idea into a business is a journey with many twists and turns. This ecosystem map can help you navigate the diverse array of North Dakota entrepreneurial resources. The intent of this resource is to help you understand the traditional checkpoints along the entrepreneurial journey, and what resources are available for you to connect with based on the type of business you are launching. We are excited to guide you along your journey and connect you with the many amazing entrepreneurial resources in North Dakota. – UND Center for Innovation and the ND Small Business Development Center.

CREATE

Define the Problem or Need: Clarify and uncover needs, problems and opportunities.

Ideate & Identify Solution: Create new ideas to solve needs & problems.

Networking: Interact with others and build new connections.

PILOT

Coaching: Consistent, structured conversations with a mentor and/or business advisor.

Seed Funding: Investment focused on early stage support for an idea.

Customer Discovery: Identify who is interested and/or helped by the concept.

Prototyping & Product Development: Develop a minimum viable product to test and get feedback.

Feasibility: Determine whether a concept has a market (e.g. customers).

Patents, Trademarks & Legal: Agencies and firms focused on business law, protecting ideas, processes, and names.

Readiness: Ensure the product or service is ready for the market.

LAUNCH

Start-up capital: The money required to start a new business.

Incubation: Accelerate growth and success with business support resources.

Establishing business footprint: Set up operations in a place and/or space visible to your customer.

Service & Product Delivery: Determine operations, logistics, distribution channels and customer experience.

GROW

Acceleration: Intensify and advance progress to solidify position in the industry sector.

Mentoring: Guidance and training from a senior advisor in a specific industry segment.

Growth Capital: Expansion funds and resources to restructure and/or advance into new markets.

Operational Efficiencies: Improve, streamline and maximize business strategies and processes.

Market Impact: Evaluate the extent of influence, impressions and control in the industry sector.

INNOVATE

Market Evolution: Examine the growth, emergence, maturity and decline of an industry sector.

Ongoing R&D: Dedicated resources to improve and identify new and/or different products and services.

Strategy: Identify a plan of action to evolve the business.

Corporate Engagement: Partner with other organizations.

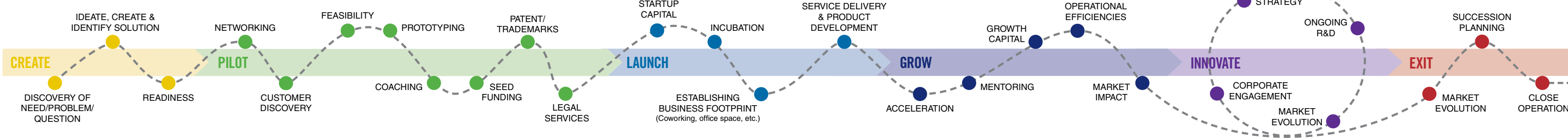
EXIT

Succession Planning: Identify new leaders to replace current ones.

Close Business: Cease operations and liquidate assets.



ENTREPRENEURIAL PATHWAYS



STAGES OF THE JOURNEY

RESOURCES	Discovery of Need/Problem/Question	Ideate, Create & Identify Solution	Readiness	Networking	Customer Discovery	Feasibility	Prototyping	Coaching	Seed Funding	Patent/Trademarks	Legal Services	Startup Capital	Incubation	Establishing Business Footprints	Service Delivery & Product Development	Acceleration	Mentoring	Growth Capital	Operational Efficiencies	Market Impact	Market Evolution	Ongoing R&D	Strategy	Corporate Engagement	Market Evolution	Succession Planning	Close Operation	
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701 Angel Fund				🏠🔥📶🔍									🏠🔥📶🔍	🏠🔥📶🔍				🔥📶										
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Commercial Real Estate Agencies														🏠🔥📶														
Downtown Development Association														🏠🔥📶														
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Impact Dakota																			📶							🏠🔥📶		
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UND Technology Accelerator															🔥📶🔍													
UND VPR	🔥📶	🔥📶	🔥📶	🏠🔥📶🔍	🔥📶				🔍	🔍					🔥📶🔍						🔍		🔍		🏠🔥📶🔍	🔍	🔍	🔍
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WHO AM I?

- MAIN STREET**
Lifestyle, retail and brick and mortar businesses to create community and cultural activity
- TECH & HIGH GROWTH**
Technology, innovations and businesses focused on fast scale operation and market impact
- ONLINE BUSINESS**
Products, services or advertising online
- ESTABLISHED / GROWTH POTENTIAL**
Non-startups looking to expand influence, effect, and market reach
- RESEARCH & SCHOLARLY ACTIVITY**
Discovery of new knowledge, information, technologies, materials, etc. that have commercialization potential

REFERENCES AND CONTACTS

1 Million Cups 1millioncups.com/grandforks

701 Angel Fund 701angelfund.com | 701.777.3281

Agricultural Products Utilization Commission (APUC) NDAPUC.com | 701.328.5300

Bank of North Dakota (BND) bnd.nd.gov | 701.328.5600

Center For Innovation (CFI) innovators.net | 701.777.3132

Chamber of Commerce (GF/EGF) gochamber.org | 701.772.7271

Chamber of Commerce (GNDC) ndchamber.com | 701.222.0929

Chester Fritz Library Patent & Trademark Office libguides.und.edu/patents-and-trademarks | holly.gabriel@und.edu | 701.777.4642

Downtown Development Association downtowngrandforks.org | 701.757.4051

EDC (Grand Forks Region) grandforks.org | 701.746.2720

Energy & Environmental Research Center (EERC) undeerc.org | 701.777.5000

EvolveGF/701 Coworking the-701.com/en | 701.335-7638

Grand Sky grandskynd.com | 210.364.8306

Greater Grand Forks Young Professionals (GGFYP) ggfyp.com

Impact Dakota impactdakota.com | info@dakotamep.com | 866.297.8250

Innovate ND innovatend.com

Intern GF Managed by the EDC

Legal CORPS legalcorps.org | 612.206.0780

Maker Space on DeMers makerspacegf.com | 701.732.0640

North Dakota Department of Commerce commerce.nd.gov | 701.328.5300

North Dakota Development Fund nddevelopmentfund.com | 701.328.5310

North Dakota Procurement Technical Assistance Center (PTAC) ndptac.org | ndptac@und.edu | 701.328.5857 or 701.261.0737

North Dakota Small Business Development Centers (SBDC) ndsbd.org | leadcenter@ndsbd.org | 701.777.3700

North Dakota Trade Office ndto.com | 701.231.1150

Praxis Strategy Group praxissg.com | 701.775.3354

Red River Corridor Fund redrivercorridorfund.com

Red River Regional Council (RRRC) redriverrc.com | 701.352.3550

Small Business Administration (SBA) sba.gov/nd | north.dakota@sba.gov | 701.239.5131

Small Business Innovation Research (SBIR) / Small Business Technology Transfer Research (STTR) sbir.gov | 701.777.6734

Senior Corps of Retired Executives – Grand Forks (SCORE) grandforks.score.org | 701.746.5851

StartUpGF grandforksgov.com/business/start-up-grand-forks

UND Technology Accelerator und.edu/research/tech-accelerator | 701.777.6882

UND Vice President of Research & Economic Development (VPR) und.edu/research/about | 701.777.6736

Veterans Business Outreach Center (VBOC) www1.und.edu/centers/dakotasvboc | 701.777.3700