

# ENTREPRENEURIAL PATHWAYS

## NAVIGATING GRAND FORKS REGION'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.

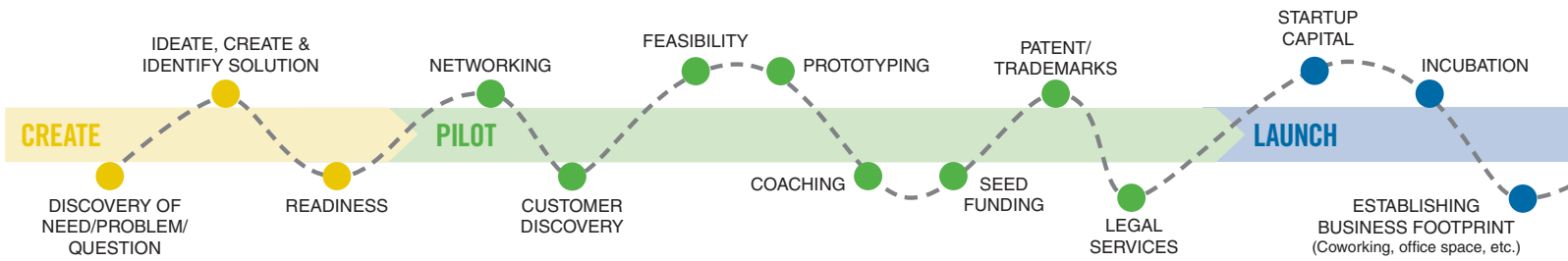
#### EXIT

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
1 Million Cups				🏠🔥📶🔍									
701 Angel Fund													
APUC												🏠🔥📶🔍	
BND									🏠🔥📶			🏠🔥📶🔍	
CFI	🏠🔥📶🔍	🏠🔥📶🔍	🏠🔥📶🔍		🏠🔥📶🔍	🏠🔥📶🔍		🏠🔥📶🔍	🏠🔥📶				🏠🔥📶
Chamber of Commerce (GF/EGF)				🏠🔥📶🔍									
Chamber of Commerce (GNDC)				🏠🔥📶🔍									
Chester Fritz Library Patent & Trademark Office										🏠🔥📶🔍			
Commercial Real Estate Agencies													
Downtown Development Association													
EDC					🔥🔍				🏠🔥📶				
EERC					🔍🔍	🔍🔍	🔥🔍🔍			🔥🔍🔍			
EvolveGF/701 Coworking				🏠🔥📶🔍									🏠🔥📶
Grand Sky				🏠🔥📶🔍									
GGFYP				🏠🔥📶🔍									
Impact Dakota													
Innovate ND												🏠🔥📶🔍	
Intern GF													
Legal CORPS										🏠🔥📶🔍	🏠🔥📶🔍		
Local Banks												🏠🔥📶	
Local Legal Services											🏠🔥📶🔍		
Maker Space on DeMers							🏠📶						
ND Department of Commerce													
ND Development Fund												🏠🔥📶🔍	
ND PTAC					🏠🔥📶🔍								
ND SBDC					🏠🔥📶🔍	🏠🔥📶🔍		🏠🔥📶🔍					
ND Trade Office	🏠🔥📶🔍												
Praxis Strategy Group	🏠🔥📶🔍	🏠🔥📶🔍	🏠🔥📶🔍		🏠🔥📶🔍	🏠🔥📶🔍		🏠🔥📶🔍					
Red River Corridor Fund												🏠🔥📶	
RRRC						🏠📶🔍							
Regional Councils													
SBA												🏠🔥📶🔍	
SBIR/STTR												🔥🔍	
SCORE								🏠📶🔍					
StartUpGF									🏠🔥📶			🏠🔥📶	
UND							🔍			🏠🔥📶🔍	🏠🔥📶🔍		
UND Technology Accelerator													
UND VPR	🔥🔍	🔥🔍	🔥🔍	🏠🔥📶🔍	🔥🔍				🔍	🔍			
VBOC								🏠🔥📶🔍					

## 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





## REFERENCES AND CONTACTS

**1 Million Cups** [1millioncups.com/grandforks](http://1millioncups.com/grandforks)

**701 Angel Fund** [701angelfund.com](http://701angelfund.com) | 701.777.3281

**Agricultural Products Utilization Commission (APUC)** [NDAPUC.com](http://NDAPUC.com) | 701.328.5300

**Bank of North Dakota (BND)** [bnd.nd.gov](http://bnd.nd.gov) | 701.328.5600

**Center For Innovation (CFI)** [innovators.net](http://innovators.net) | 701.777.3132

**Chamber of Commerce (GF/EGF)** [gochamber.org](http://gochamber.org) | 701.772.7271

**Chamber of Commerce (GNDC)** [ndchamber.com](http://ndchamber.com) | 701.222.0929

**Chester Fritz Library Patent & Trademark Office** [libguides.und.edu/patents-and-trademarks](http://libguides.und.edu/patents-and-trademarks) | [holly.gabriel@und.edu](mailto:holly.gabriel@und.edu) | 701.777.4642

**Downtown Development Association** [downtowngrandforks.org](http://downtowngrandforks.org) | 701.757.4051

**EDC (Grand Forks Region)** [grandforks.org](http://grandforks.org) | 701.746.2720

**Energy & Environmental Research Center (EERC)** [undeerc.org](http://undeerc.org) | 701.777.5000

**EvolveGF/701 Coworking** [the-701.com/en](http://the-701.com/en) | 701.335-7638

**Grand Sky** [grandskynd.com](http://grandskynd.com) | 210.364.8306

**Greater Grand Forks Young Professionals (GGFYP)** [ggfyp.com](http://ggfyp.com)

**Impact Dakota** [impactdakota.com](http://impactdakota.com) | [info@dakotamep.com](mailto:info@dakotamep.com) | 866.297.8250

**Innovate ND** [innovatend.com](http://innovatend.com)

**Intern GF** Managed by the EDC

**Legal CORPS** [legalcorps.org](http://legalcorps.org) | 612.206.0780

**Maker Space on DeMers** [makerspacegf.com](http://makerspacegf.com) | 701.732.0640

**North Dakota Department of Commerce** [commerce.nd.gov](http://commerce.nd.gov) | 701.328.5300

**North Dakota Development Fund** [nddevelopmentfund.com](http://nddevelopmentfund.com) | 701.328.5310

**North Dakota Procurement Technical Assistance Center (PTAC)** [ndptac.org](http://ndptac.org) | [ndptac@und.edu](mailto:ndptac@und.edu) | 701.328.5857 or 701.261.0737

**North Dakota Small Business Development Centers (SBDC)** [ndsbd.org](http://ndsbd.org) | [leadcenter@ndsbd.org](mailto:leadcenter@ndsbd.org) | 701.777.3700

**North Dakota Trade Office** [ndto.com](http://ndto.com) | 701.231.1150

**Praxis Strategy Group** [praxissg.com](http://praxissg.com) | 701.775.3354

**Red River Corridor Fund** [redrivercorridorfund.com](http://redrivercorridorfund.com)

**Red River Regional Council (RRRC)** [redriverrc.com](http://redriverrc.com) | 701.352.3550

**Small Business Administration (SBA)** [sba.gov/nd](http://sba.gov/nd) | [north.dakota@sba.gov](mailto:north.dakota@sba.gov) | 701.239.5131

**Small Business Innovation Research (SBIR) / Small Business Technology Transfer Research (STTR)** [sbir.gov](http://sbir.gov) | 701.777.6734

**SCORE - Grand Forks** [grandforks.score.org](http://grandforks.score.org) | 701.746.5851

**StartUpGF** [grandforksgov.com/business/start-up-grand-forks](http://grandforksgov.com/business/start-up-grand-forks)

**UND Technology Accelerator** [und.edu/research/tech-accelerator](http://und.edu/research/tech-accelerator) | 701.777.6882

**UND Vice President of Research & Economic Development (VPR)** [und.edu/research/about](http://und.edu/research/about) | 701.777.6736

**Veterans Business Outreach Center (VBOC)** [www1.und.edu/centers/dakotasvboc](http://www1.und.edu/centers/dakotasvboc) | 701.777.3700