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

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
<table>
<thead>
<tr>
<th>ONLINE BUSINESS</th>
<th>ESTABLISHED / GROWTH POTENTIAL</th>
<th>RESEARCH &amp; SCHOLARLY ACTIVITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Products, services or advertising online</td>
<td>Non-startups looking to expand influence, effect, and market reach</td>
<td>Discovery of new knowledge, information, technologies, materials, etc. that have commercialization potential</td>
</tr>
</tbody>
</table>
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
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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)  ndsbdc.org  |  leadcenter@ndsbdc.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
SCORE - Grand Forks  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/dakotasvboct  |  701.777.3700

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