

## LEVERAGING PARTNERSHIPS TO ADVANCE AT AN EARLY STAGE

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# ED&F's Role in Supporting Innovation



Oversees Innovate ND, LIFT, and the North Dakota Development Fund, Inc. (NDDF).



Represents Commerce's suite of financial support programs.



Part of a broader statewide ecosystem helping founders move from concept to commercialization and scalable growth.



"The ingredients are already here: strategic location, young talent, and innovation."

# Partnerships Power the Ecosystem

Shared goal: Help founders start, grow, and stay in North Dakota.



# Innovate ND – Supporting Early-Stage Founders

## COMMERCE PROGRAMS SUPPORTING BIOSCIENCE

Supported 72 startups (2021–2023)

- 7 bioscience startups

Two-phase model

Provides mentoring, market validation, and up to \$50,000 in grant funding.



"A complete continuum of support for North Dakota innovators."



# LIFT – Bridging Research and Market Entry

OVER \$40M APPROVED SINCE 2019, SUPPORTING 50+ COMPANIES.



**150+ net new jobs  
created**



**\$34M increase in  
annual revenue**



**\$80.9M in leveraged  
investment**

72% of companies said LIFT was critical  
to expanding or relocating in ND.



# NDDF – Flexible Gap Financing for Growth

PROVIDES LOANS, EQUITY, AND  
CONVERTIBLE NOTES.

- Generally, serves as last in capital.
- Supports small to mid-sized businesses in bioscience, manufacturing, and tech.
- Designed to fill financing gaps traditional lenders can't.





# A Connected Pathway for Founders

- Each program targets a different stage of company growth.
- Public-private partnerships ensure continuity of capital.

Goal: Keep and attract founders.



# Public-Private Collaboration at Work



These programs show what's possible when public and private sectors align.



Results: New startups, new jobs, new investment, and company retention.



North Dakota is becoming a destination for innovators and bioscience entrepreneurs.

**Innovation Grows Here.**





NORTH DAKOTA'S BIOSCIENCE GROWTH &  
COMMERCIALIZATION PATHWAYS

# Thank You



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