

Regional Entrepreneurial Ecosystem Referral Matrix

Stage	Description	Lead Contact	Referral
 Ideation/MVP	Generating idea, market research, testing product.	Northspan's DAWN Program	ILT, SBDC
 Seed	Seeking funding, product-market fit, building team.	Northspan's DAWN Program	ILT, SBDC
 Startup	Securing capital, refining product, acquiring customers.	Northspan's DAWN Program	ILT, SBDC, Non-Traditional Lenders
 Growth	Gaining traction, expanding customer base, streamlining.	SBDC	DEED, SCORE, Entrepreneur Fund, SBA Assistance Hotline, Chambers, CPA/Accountant, Non-Traditional Lenders
 Established	Loyal customers, stable revenue, strong culture.	SBDC	SCORE, SBA Assistance Hotline, Chambers, LegalCorps, Trade Associations, Non-Traditional Lenders, Entrepreneur Fund
 Expansion	Expanding markets, scaling operations, seeking funds.	SBDC	APEX, SCORE, SBA Assistance Hotline, LegalCorps, Trade Associations, Non-Traditional Lenders, Entrepreneur Fund, NRRI
 Maturity	Strong presence, stable financials, refining products.	SBDC	SCORE, MN CEO, Entrepreneur Fund, CareerForce, Financial Advisor
 M&A	Preparing to sell/merge, strategic exit planning.	Northspan's DAWN Program	SCORE, MN CEO, LegalCorps, Financial Advisor, Attorney, Business Broker