Letter From The tech.mn Team

In Partnership with:
Launch Minnesota

2020 Guide Sponsors

Accelerators
Letter from the tech.mn Team
It takes a lot of personal drive, grit, and tenacity to start a business, but it’s always good to have a helping hand. That’s what the Minnesota startup accelerators are all about.

To make sure anyone who wants to join the Minnesota entrepreneurial system has the resources they need, we’ve paired with Launch Minnesota to compile this Ultimate Guide to Minnesota Startup Accelerators. We think it’s a great starting point for anyone with an entrepreneurial spark.

We also know the Minnesota landscape is ever-changing. That’s why we’ll be regularly updating this Ultimate Guide to Minnesota Startup Accelerators to reflect the current state of the scene as accurately as possible. If you want your organization to be included, please don’t hesitate to reach out. This guide can’t truly be “ultimate” without you.

Thanks to Launch Minnesota, our wonderful sponsors, and all of the bright minds that make the Minnesota tech and startup community what it is.

— The tech.mn Team.
In Partnership with:
Launch Minnesota
Launch Minnesota is a statewide collaborative effort to accelerate the growth of startups and amplify Minnesota as a national leader in innovation.

Created with bipartisan support during the 2019 legislative session, Launch Minnesota – spearheaded by the Minnesota Department of Employment and Economic Development (DEED) – works with an advisory board, private sector stakeholders, support organizations, higher education, and innovative startups statewide.
Launch MN
What We Do

Increase access to capital through our grants, tax credits, and direct & in-kind investments by our private sector.

- Launch MN Innovation grants for: Business Operation, Housing/Childcare and matching grant for Phase 2 SBIR-STTR federal grants.
- Angel Tax credit. provides a 25% credit to investors or investment funds that make equity investments in innovative startups.
- Increase private investment to MN startup community through capital or in-kind investment. Check out the list of MN’s current investors.

Build a collaborative statewide network to support entrepreneurs at every stage of their startup journey.

- The Launch MN Network, is uniting 6 regions, 7 hubs & over 60 partners to support startups to improve coordination and capacity across the state’s startup ecosystem aiming to help entrepreneurs navigate the wealth of resources across the state.

Develop entrepreneurial talent by ramping up lean startup education, access to expertise & other coordinated statewide efforts

- Lean Startup Education now offered across MN
- Coming soon … the MN Mentor Movement

Learn More Here
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Accelerators
Presented Alphabetically
301 INC is focused on partnering with emerging food brands. They strive to support the passion and vision of the entrepreneurs to create breakthrough innovation to enable positive change for the world and enable a successful business.

**Programming + Benefits Offered:**
- Tried and true technical tools to help you take ingredients, products and packaging to the next level.
- A world-class supply chain crew with a wealth of resources across all product categories and channels.
- Relationships from across channels worldwide.

**Location:**
1 General Mills Blvd Minneapolis, Minnesota 55426

**Year Founded:**
2012

**Application Season:**
Fall
The BETA Cohort is a free, non-dilutive five-month accelerator where founding teams learn, work, and grow together. The experience includes training around topics that ensure your company is being built upon a firm foundation, while preparing you for the next stage of growth.

### Programming + Benefits Offered:

- A weekly training regime including one afternoon-per-week of two-to-three educational sessions, and an optional workshop to apply what you are learning with your peers.
- 12-weeks of curriculum to help early stage startups prepare for their first hire, first round of funding, and transition into growth.
- BETA Showcase: Demo your product or service to 500+ attendees including the media, investors, potential customers, and general tech enthusiasts.
- BETA Space: Accepted founding teams will be invited to work out of the BETA Space for the duration of the BETA cohort, at no cost.
- Press: Share your quarterly updates with the BETA team who will work with local reporters to help you share your story via a variety of mediums.
- Peer-To-Peer Support: Join the bi-weekly check-ins to share learnings and troubleshoot critical issues facing your business.
- Cohort members have access to discounts from our network of technology services looking to partner with early stage startups.
- Alumni of the BETA cohort receive priority status for the following programs: BETA Bridge, BETA Backers, and BETA Operators.

### Events:

Twin Cities Startup Week, BETA Showcase, BETA Bridge, BETA Backers, BETA State of the State

<table>
<thead>
<tr>
<th>Location:</th>
<th>Year Founded:</th>
<th>Alumni:</th>
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<tbody>
<tr>
<td>1330 Lagoon Ave, Minneapolis, MN 55408</td>
<td>2014</td>
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<table>
<thead>
<tr>
<th>Contact:</th>
<th>Program Length:</th>
<th>Cohort Size:</th>
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<tbody>
<tr>
<td><a href="mailto:hello@beta.mn">hello@beta.mn</a></td>
<td>5 Months</td>
<td>14</td>
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<table>
<thead>
<tr>
<th>Application Season:</th>
<th>Total Funds Raised:</th>
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<tr>
<td>Spring, Fall</td>
<td>$358 Million</td>
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The Center’s primary focus is on student entrepreneurs, but it also serves the larger regional community as an connecting point between university resources and community needs specifically in the entrepreneurship area.

Programming + Benefits Offered:
• Companies in the Big Ideas experience receive an individual mentor, generally someone from their industry.
• They also get workshops on market research, finances, business plan writing and pitch creation.
• They get a free license to LivePlan and tutoring on its use.
• They have two rehearsals before Big Ideas with critique given to assist them with their pitch development.
• They are invited to weekly 1Million Cups Mankato and monthly Social Media Breakfast events to build their network and possibly to present (another dry-run of their pitch).
• And the Challenge event gives $15,000 in cash prizes to at least 4 teams each year.

Events:
Social Media Breakfast Mankato, Women Entrepreneurship Week, Global Entrepreneurship Week, Big Ideas Challenge

Location:
424 N Riverfront Dr #209Mankato, MN 56001

Contact:
cie@mnsu.edu

Year Founded: 2017  Alumni: 26 teams
Program Length: 8 weeks  Cohort Size: 17 - 20
Application Season: Winter  Total Funds Raised: $165,000

Program Length: 8 weeks
Cohort Size: 17 - 20
Application Season: Winter
Total Funds Raised: $165,000
CO.STARTERS MN is a 10-week program sponsored by the James J. Hill Center, with additional funding by the Knight Foundation and fiscal sponsorship supplied by Forge North. A combined effort to help build the pipeline of entrepreneurs in Minnesota.

Programming & Benefits Offered:

- Entrepreneurs meet together one evening a week for three hours, led by a facilitator.
- CO.STARTER certified facilitators are experienced business owners from the community who guide participants through the program. Facilitators ask critical questions, draw on the knowledge in the room, and use available resources and connections to point participants in the right direction.
- Guest speakers are brought each week to enrich the conversation.

Location:
80 West 4th Street, Saint Paul, MN 55102

Program Length: Cohort Size:
10 Weeks 10-15

Fee:
$500 (with scholarships available)
Twin Cities Metro

Entrepreneurs Organization Accelerator (MN)

The Entrepreneurs’ Organization (EO) is a global, peer-to-peer network of more than 14,000+ influential business owners with 196 chapters in 62 countries. Founded in 1987, EO is the catalyst that enables leading entrepreneurs to learn and grow, leading to greater success in business and beyond.

Location: 1469 140th Ln NW, Andover, MN 55304

Program Length: Ongoing

Year Founded: 1992

Application Season: Rolling

Cohort Size: Unlimited

Fee: $1,750 per participant (yearly)

Programming + Benefits Offered:

- Four full day learning events planned one per quarter, facilitated by EO members
- Monthly Accountability Group meetings focused on goal setting and peer accountability led by an EO Member
- Use of EO goal setting and tracking tools
- Access to local and global EO events as shared
- Structured educational content focused on the core areas of first-stage businesses including Strategy, Sales & Marketing, Finance, and People.
FINNOVATION Lab is an inclusive workspace and community inspiring social change, growth, innovation, and experimentation. From educational programs to unique events, FINN Lab empowers social entrepreneurs to make a positive change in the world through the power of business

Programming + Benefits Offered:
- FINNOVATION Fellowship - A nine-month, immersive experience supported by the Bush Foundation develops leadership capacity and builds entrepreneurial skills in early stage founders.
- $50,000 living stipend
- $3,000 health care stipend
- Dedicated workspace at FINN Lab
- Curriculum designed to help develop leadership skills in a successful social enterprise
- Access to an ecosystem of advisors and mentors with relevant expertise
- The support, critical feedback, and fun that comes from working alongside other Fellows!

Events:
SEED SPOT Launch Camp, Showcases

Location:
817 5th Ave S. 4th Floor, Minneapolis, MN 55404

Contact:
info@finn-lab.com

Year Founded: 2018
Alumni: 5

Program Length: Varies
Cohort Size: Varies

Application Season: Spring
This program provides deserving entrepreneurs from underrepresented communities – such as women, minorities, immigrants, veterans, LGBTQ, and those with disabilities – access to Fueled Collective. The program is made possible by Google for Startups.

**Programming + Benefits**
- Free, 6-month membership at Fueled Collective
- Monthly founders event and periodic social events
- Free access to meeting rooms, including the Content Studio, an audio and video recording studio
- Business advisors will be brought in by Fueled Collective monthly via our Leaders Club program

**Location:**
400 S 4th St #401, Minneapolis, MN 55415

**Program Length:** 6 months

**Cohort Size:** 5
West Central

gBETA Greater Minnesota St. Cloud

gBETA is a program of nationally ranked startup accelerator gener8tor. gBETA is a free, seven-week accelerator for early-stage companies with local roots. Each program is capped at five teams, and requires no fees and no equity.

Location: 505 West St. Germain Street, Saint Cloud, MN 56301
Contact: precious@gener8tor.com
Year Founded: xxx
Program Length: 7 Weeks
Application Season: Spring & Fall
Alumni: 5
Cohort Size: 5

Programming + Benefits Offered:
- Individualized coaching and mentorship from the gBETA team during weekly, one-on-one meetings.
- One-on-one meetings with 25+ mentors including serial entrepreneurs, subject matter experts and investors.
- Weekly Lunch & Learn series featuring topics relevant to startups including understanding market size, choosing a revenue model, and how to pitch investors. Lunch & Learn events are free and open to the public.
- Exclusive Pitch Night reception during which participating companies have the opportunity to pitch to an audience of entrepreneurs, mentors, investors and community members.
- Opportunity to build relationships within each cohort of five companies, and the community of gener8tor and gBETA alumni.
- $1M + in deals and perks from vendors like IBM Cloud, Rackspace, Amazon, PayPal, Zendesk and Microsoft.

Events:
Exclusive Pitch Night reception for gBETA cohort
St. Cloud Connections

A great idea is useless without connection.

That’s exactly what gBETA Greater MN St. Cloud, the Greater St. Cloud Development Corporation, and regional players such as Great North Labs are trying to solve.

“[People] don’t have the connections necessary to really make their business prosper,” Precious Drew, Director of gBETA Greater MN St. Cloud, said. “They don’t really know where to start in order to get it off the ground and running to reach that next step.”

Larry Hosch, Business Development Director of Greater St. Cloud Development Corporation, acknowledged the organization’s role as a connector, but said the real props go to the doers — doers like Drew and the gBETA program.

“We want to make sure our entrepreneurs see those connections,” Drew said. “We’re all right here and ready to help them out.”

Even with the region’s strong university system, Drew said graduates have been unable to see the opportunities and resources right in their own backyard. With continued work, however, she sees St. Cloud emerging as a major entrepreneurship hub — one that not only retains top talent from the universities and underrepresented communities in the region but attracts it from other regions as well.

That said, Drew was adamant the focus of gBETA Greater MN St. Cloud, the Greater St. Cloud Development Corporation, and other regional players is growth — not competition.

“It’s absolutely not a competition,” she said. “We ultimately want to see entrepreneurship in Minnesota grow.”

“We want to make sure our entrepreneurs see those connections. We’re all right here and ready to help them out.”

— Precious Drew
Twin Cities Metro

gBETA Medtech

gBETA Medtech is a program of University Enterprise Laboratories and gener8tor. This program works exclusively with startups focused on healthcare and is sponsored by Boston Scientific and DRIVe Accelerator Network with additional support from Mayo Clinic, the University of Minnesota and Medical Alley Association.

Location:
1330 Lagoon Ave, Minneapolis, MN 55408

Contact:
jackie@gener8tor.com

Year Founded: 2018
Alumni: 23

Program Length: 7 weeks
Cohort Size: 5

Application Season: Fall

Programming + Benefits Offered:

• Individualized coaching and mentorship from the gBETA team during weekly, one-on-one meetings.
• One-on-one meetings with 25+ mentors including serial entrepreneurs, subject matter experts and investors.
• Weekly Lunch & Learn series featuring topics relevant to startups including understanding market size, choosing a revenue model, and how to pitch investors. Lunch & Learn events are free and open to the public.
• Exclusive Pitch Night reception during which participating companies have the opportunity to pitch to an audience of entrepreneurs, mentors, investors and community members.
• Opportunity to build relationships within each cohort of five companies, and the community of gener8tor and gBETA alumni.
• $1M + in deals and perks from vendors like IBM Cloud, Rackspace, Amazon, PayPal, Zendesk and Microsoft.

Events:
Midwest COVID-19 Innovation Showcase, Pitch Nights
Twin Cities Metro

gBETA St. Thomas

gBETA St. Thomas takes place on the University of St. Thomas campus in St. Paul, Minnesota, and is exclusively available to students and alumni of the University of St. Thomas. Companies of any stage, industry, or business model can apply to participate.

Location:
Schulze Hall Suite 435, 46 S 11th St #4, Minneapolis MN 55403

Contact:
jake.smith@gener8tor.com

Year Founded: 2019
Alumni: 6

Program Length: 7 Weeks
Cohort Size: 5

Application Season:
Rolling, with interviews in June

Programming + Benefits Offered:

• Individualized coaching and mentorship from the gBETA team during weekly, one-on-one meetings.

• One-on-one meetings with 25+ mentors including serial entrepreneurs, subject matter experts and investors.

• Weekly Lunch & Learn series featuring topics relevant to startups including understanding market size, choosing a revenue model, and how to pitch investors. Lunch & Learn events are free and open to the public.

• Exclusive Pitch Night reception during which participating companies have the opportunity to pitch to an audience of entrepreneurs, mentors, investors and community members.

• Opportunity to build relationships within each cohort of five companies, and the community of gener8tor and gBETA alumni.

• $1M + in deals and perks from vendors like IBM Cloud, Rackspace, Amazon, PayPal, Zendesk and Microsoft.

Events:
Pitch Nights
gener8tor

gener8tor is a nationally ranked accelerator that invests in high-growth startups. For each cohort, we invest $100K in each of five startups who receive a concierge experience during our 12-week accelerator program.

Location:
1330 Lagoon Avenue Suite 400 Minneapolis, MN 55408

Contact:
kate@gener8tor.com

Year Founded: xxx
Alumni: 95

Program Length: 12 Weeks
Cohort Size: 5

Application Season: xxx
Total Funds Raised: $300M+

Programming + Benefits Offered:
• $20,000 cash investment in exchange for 6-7% common stock equity.
• $80,000 of guaranteed follow-on capital from gener8tor (uncapped convertible note).
• Access to staff interns (development, design, marketing, social media, journalism, business development, sales and more).
• $1M+ in deals and perks from vendors like IBM Cloud, Rackspace, Amazon, PayPal, Zendesk and Microsoft.
• Support from the gener8tor team and network of alumni and mentors.

Events:
OnRamp Conference Series, Premiere Night
Lunar Startups is a new model for startup acceleration specializing in growth, connection, and innovation for entrepreneurs who identify as womxn, Black, Indigenous, people of color (BIPOC), and LGBTQ+. We are based in the Osborn370 innovation hub in downtown St. Paul, MN.

Programming + Benefits Offered:
- This intensive analysis breaks down the operational strengths and weaknesses of each business to determine custom milestones for founders to achieve during their experience
- Each month, founders meet for a facilitated conversation where they can discuss challenges, workshop ideas, and gather feedback
- Weekly Programming: Each week, Lunar brings in entrepreneurs, investors, and experts to St. Paul to share their knowledge and experience with founders
- Lunar Everywhere: Lunar Everywhere is a proprietary online tool that our coaches use to share critical resources, document templates, and facilitate just-in-time founder learning
- Each participant receives bi-weekly coaching
- Lunar Expert Network featuring more than 90 Twin Cities leaders with expertise in 16 business areas (including tech, law, finance, tax, and marketing) who are on call for specific needs, questions, and support for cohort companies
- Each participating company is offered a $5,000 cash grant to use for technology, travel, or marketing. Lunar Startups works with founders to use these investment dollars strategically to facilitate company growth

Events:
Fix It Fridays, Undemo Day

Location:
370 Wabasha St N, Suite 500 St. Paul, MN 55102

Year Founded: 2017
Cohort Size: 32

Year Founded: 2017
Cohort Size: 32

Contact:
hello@lunarstartups.org

Alumni: 162

Total Funds Raised: $1.3 Million
MacStartups is a fully-immersive, 10-week intensive program designed to accelerate the development of Macalester student entrepreneurial ideas. Participants will develop the courage to take risks, learn methodologies and equip themselves with a toolkit.

**Programming + Benefits Offered:**

- In MacStartups, students work through a 10-week curriculum that helps them develop and explore the skills and mindset of entrepreneurship. The students’ experience of entrepreneurship is bolstered by the shared stories and expertise of entrepreneurs working across fields.

- Funding, mentorship, skill building, work space, access to a cohort community, connections to the Twin Cities startup ecosystem, the alumni network and Macalester campus partners

**Events:**

Networking Showcase, Summer Idea Showcase

**Location:**

1600 Grand Ave, St Paul, MN 55105

**Contact:**

jemmings@macalester.edu

**Year Founded:**

2015

**Coast Size:**

8

**Program Length:**

10 Weeks

**Application Season:**

Spring semester
Twin Cities Metro

MN CUP

MN Cup is an annual competition open to all Minnesotans with an innovative idea or new business concept. The only two criteria for entry is that the business needs to be based in Minnesota and earning less than $1 Million in revenue annually.

Location:
2-212 Carlson School of Management, 321 19th Ave. S.

Contact:
bergji@umn.edu

Year Founded:
2005

Program Length:
4 months

Application Season:
March - April

Alumni:
95

Cohort Size:
980

Total Funds Raised:
$500 Million +

Programming + Benefits Offered:
• Workshops and education series range from pitch coaching, how to create financial projections, creating an equitable and inclusive company culture, social media and marketing basics, and more. Roughly 15 different sessions are offered each season, with input taken from competitors about what they’re most interested in learning.
• MN Cup Semifinalists receive access to education and programming designed to strengthen their business concepts and accelerate their growth, mentorship from exceptional business leaders and subject matter experts, and the chance to win a share of $500,000 in seed capital. Completely free to compete and no equity taken in exchange for prize money.

Events:
MN Cup Competition
The Minnesota SBIR/STTR Assistance Office (MNSBIR) is the Governor’s resource to provide free and confidential business and technical assistance to Minnesota firms to access federal SBIR/STTR investments.

Programming + Benefits Offered:
- A blended educational program that includes individualized and customized assistance. The programming includes many of the aspects of a quality proposal and understanding the federal research and development process.
- The benefits of the Accelerator is to provide expert instruction and assistance to help first-time proposers to win funding. The SBIR/STTR programs are highly competitive with many elements required to prepare and submit a quality research project for consideration. The Accelerator helps firms navigate through the process from ideation to proposal submission, and ultimately to an award.
- The Accelerator is led by Pat Dillon with support from other experts in intellectual property, technology transfer, Lean Startup and federal cost accounting.

Location:
400 S 4TH ST Suite 416, Minneapolis, MN 55415

Contact:
pat@mntech.org

Year Founded: 2014

Alumni: 50

Program Length: Varies

Cohort Size: 15 - 30

Application Season: Varies

Total Funds Raised: $775,000 (Federal, DEED, Meda, MHTA and U of M funding sources)

Cohort Size: 15 - 30
NEON Food is the only industry-specific incubator designed specifically for food businesses in Minnesota. You’ll work one-on-one with a business advisor who will help you navigate the city’s food regulations and grow your food business intentionally by slowly scaling up.

**Programming + Benefits Offered:**
- One-on-one coaching
- Business assessments
- Product/menu pricing
- Marketplace opportunities
- Licensing consultation
- Legal services
- Access to financing and capital
- Marketing and brand development
- Kitchen and storage space
- Quick Books financial/bookkeeping and accounting

**Location:**
1007 W Broadway Ave, Minneapolis, MN 55411

**Contact:**
info@neon-mn.org

**Year Founded:**
2006
Twin Cities Metro

**OnRamp Education & Workforce Innovation Accelerator**

Each year, the OnRamp Education & Workforce Innovation Accelerator, with ECMC Group, invests in five education & workforce innovation startups who participate in a three-month, concierge accelerator program in Minneapolis-St. Paul. Each startup receives a cash investment of $100,000, office space, and access to gener8tor’s global network of mentors and investors.

**Location:**
1330 Lagoon Avenue Suite 400 Minneapolis, MN 55408

**Contact:**
kate@gener8tor.com

**Year Founded:**
2020

**Cohort Size:**
5

**Program Length:**
12 weeks

**Programming + Benefits Offered:**
- $100,000 cash investment directly into your current round (if raising) or uncapped convertible note (if not currently raising).
- $1M+ in deals and perks from vendors like IBM Cloud, Rackspace, Amazon, PayPal, Zendesk and Microsoft.
- Support from the gener8tor team and network of alumni and mentors.
- Individualized coaching and mentorship from the experienced team at ECMC Group.
- Showcase event at the annual OnRamp Education & Workforce Innovation Conference.
- Office space in Minneapolis-St. Paul.

**Events:**
OnRamp Education & Workforce Innovation Conference
OnRamp Insurance Accelerator

Each year, the OnRamp Insurance Accelerator, with Allianz Life and Securian Financial, invests in five insurtech startups who participate in a three-month, concierge accelerator program in Minneapolis-St. Paul. Each startup receives a cash investment of $100,000, office space, and access to gener8tor’s global network of mentors and investors.

Location:
1330 Lagoon Avenue Suite 400 Minneapolis, MN 55408 +
370 Wabasha St N Suite 610 St. Paul, MN 55102

Contact:
elizabeth@gener8tor.com

Year Founded: Cohort Size:
2019 5

Program Length: Application Season:
12 weeks March - April

Programming + Benefits Offered:
• $100,000 cash investment directly into your current round (if raising) or uncapped convertible note (if not currently raising).
• $1M+ in deals and perks from vendors like IBM Cloud, Rackspace, Amazon, PayPal, Zendesk and Microsoft.
• Support from the gener8tor team and network of alumni and mentors.
• Individualized coaching and mentorship from the experienced team at ECMC Group.
• Showcase event at the annual OnRamp Education & Workforce Innovation Conference.
• Office space in Minneapolis-St. Paul.

Events:
OnRamp Insurance Conference
Southeast

Red Wing Ignite

Red Wing Ignite advances students, entrepreneurs and businesses by bringing together the talent and resources needed to create an innovative ecosystem. In addition, we manage a co-working space and makerspace. Red Wing Ignite leverages the strength of convening and leading stakeholders across public and private sectors in SE MN.

Location:
419 Bush St. Red Wing, MN 55066

Contact:
stacy@redwingignite.org

Year Founded: 2013
Cohort Size: 15-20

Program Length: 8 Sessions
Total Funds Raised: 1.5 million +

Application Season: Varies (3x per year)

Programming + Benefits Offered:
• Access to 13 partner organizations/resources across the E1-Entrepreneurs First Collaborative
• Technical Assistance Fund
• Co Working Space
• Private Office Space
• Meeting Room Space
• Makerspace
• Educational Opportunities
• Intensive hands-on training
• Opportunity to pitch to Great North Labs and Golden Triangle Funds.

Events:
Monthly Red Talks, Monthly E1 Tech Talks, Annual E1 Ignite Cup, ILT Studios Lean Startup Courses, E1 networking and educational opportunities
Igniting Entrepreneurial Potential

There’s a lot to be said about gaining a competitive edge in the business world. When it comes to enabling early-stage entrepreneurs, however, there’s much more to be gained through cooperation.

Through Red Wing Ignite’s E1 (Entrepreneurs First) Collaborative, entrepreneurs have access to a network of 14 partners in the Southeast region ranging from agricultural specialists to medical technology. For Stacy Nimmo, Red Wing Ignite’s Executive Director, that web of resources is the core of the organization’s strength.

“We’re able to leverage the strength of the individual organizations and their particular focus,” Nimmo said. “And also the strengths of the various individuals that make up those organizations and what their backgrounds and connections are.”

Before, there was a greater focus on keeping talent to a specific city or region. Shannan Harris, Program Director at Red Wing Ignite, said the times they are a-changin’.

“We all, historically, were very comfortable with that,” Harris said of the tendency to focus on proprietary talent. “Everyone has had to let go of some of that in order for the entrepreneur to succeed and the region to succeed.”

These types of networks look to be crucial for fostering Minnesota entrepreneurs going forward, especially for regions outside of the Twin Cities.

“Everyone has had to let go of some of [the focus on proprietary talent] in order for the entrepreneur to succeed and the region to succeed.”
—Shannan Harris

“The reality is [the Southeast region] will never be an urban entrepreneur ecosystem,” Nimmo said. “But our goal is to grow as a rural entrepreneur ecosystem, and our goal as a rural entrepreneur ecosystem is to meet the needs of rural entrepreneurs which are distinctly different from those who may be living in an urban area.”
The Technology Village Business Accelerator program supports the growth of emerging technology and professional service businesses with a technology focus within an entrepreneurial environment that encourages collaboration, fosters job creation, and provides connections to local & regional resources.

**Programming + Benefits Offered:**
- Mentorship.
- Roundtable with a Board of Directors
- Quarterly educational programs.
- Networking opportunities.

**Events:**
Annual FAST-TRACK Business Challenge, Participant breakfasts and educational sessions

**Location:**
4646 Dakota St SE Prior Lake, MN 55372

**Contact:**
jfoust@scottfss.org

**Year Founded:**
2011

**Cohort Size:**
8

**Program Length:**
3 years

**Application Season:**
Rolling
With partners Cargill and Ecolab, this program focuses on the future of food and agriculture. This mentorship-driven accelerator works with great founders who are solving problems all across the food value chain: from digital solutions on the farm, to supply chain, manufacturing, restaurant tech and even food waste mitigation.

**Programming + Benefits Offered:**
- All founders get Techstars for life, access to our expansive network, up to $120k in funding
- Opportunity to develop close relationships with our corporate partners.

**Location:**
370 Wabasha St N floor 8, St. Paul, MN 55102

**Contact:**
Brett.brohl@techstars.com

**Year Founded:**
2018

**Program Length:**
13 weeks
The Ultimate Guide to Minnesota Accelerators 2020

Techstars - UnitedHealthcare

The Minneapolis-based mentorship-driven accelerator is focused on digital health innovation, supported by executive leaders and subject matter experts from UnitedHealthcare along with the Techstars worldwide network.

Programming + Benefits Offered:
- Access to Techstars resources for life;
- Acceleration in a 90-day Techstars mentorship-driven accelerator program with personal mentorship and office space.
- Lifetime access to the Techstars worldwide network of entrepreneurs, including more than 10,000 mentors, 10,000 investors, 1,600 alumni companies, and over 200 staff members.
- Access to over $400k of cash equivalent hosting, accounting, and legal support—plus other credits and perks worth more than $1M
- Demo Day exposure and other investor connections.
- Techstars contributes $20,000, which is commonly used as a stipend to support living expenses during the program, and in return receives 6% equity of the company (on a fully diluted basis, issued as common stock) until the company raises a priced equity financing of US $250,000 or more (a “Qualified Financing”).
- Additionally, upon acceptance to a Techstars mentorship-driven accelerator, every company is offered an optional $100,000 convertible note.

Events:
Demo Days

Location:
729 N Washington Ave Minneapolis, MN 55401

Contact:
pete.nelson@techstars.com

Year Founded: 2019
Alumni: 10

Program Length: 3 Months
Cohort Size: 10

Application Season: Feb - May
TinySeed is a year-long, remote accelerator designed for early-stage SaaS founders. The program offers funding as well as guidance, advice, and mentorship from other founders.

**Programming + Benefits Offered:**
- Remote program that runs for a full year.
- Discounts and other perks with TinySeed Partners.
- Structured, remote office hours scheduled with a different mentor every other week, based upon founders’ most pressing needs.
- TinySeed invests $120k for the first founder + $60k per additional founder. Our standard terms are for 10-12% equity.

**Events:**
MicroConf

**Location:**
5123 W 98th St., Suite 1084, Minneapolis, MN 55437

**Contact:**
tracy@tinyseed.com

**Year Founded:** 2018
**Alumni:** 23

**Program Length:** 1 year
**Cohort Size:** 10-15

**Application Season:** Fall
Twin Ignition supports a thriving tech startup community in the Twin Cities. The organization aims to meet the unique needs of each startup it works with.

**Location:**
1317 Marshall St NE, Minneapolis MN 55413

**Contact:**
seth@sethpeter.com

**Program Length:**
1-3 years

**Year Founded:**
2019

**Application Season:**
Rolling

**Cohort Size:**
Unlimited

**Programming + Benefits Offered:**
- Services to support entrepreneurs and their growth aspirations
- Investment either directly or through our group of accredited investors
- Facilitation of introductions to Twin Cities business leaders
University Enterprise Labs (UEL) is an independent incubator for early-stage companies in life sciences, including biotech, healthcare, food/agriculture, and medical devices. UEL currently hosts 60 early-stage and growth companies, and offers wet labs, office, and conference space to startups.

**Programming + Benefits Offered:**
- Lunch and partner events on entrepreneurship, healthcare economics, and intellectual property.
- Social and networking events for UEL companies.
- Member benefits through GAN (Global Accelerator Network) including up to 1M of credits and discounts.
- Member benefits through UEL’s membership in Medical Alley Association.
- Wet labs and shared equipment for startups.
- Conference rooms and conference space.
- 24/7 secured access to space.
- Community of partners, investors, and startups.

**Events:**
Partner and showcase events, Lunch and Learn events, BARDA (Biomedical Research and Development Authority) partner events

**Location:**
1000 Westgate Dr., Saint Paul, MN 55114

**Contact:**
diane@uelmn.org

**Year Founded:** 2005
**Alumni:** >40

**Program Length:** 7 weeks
**Cohort Size:** 5

**Application Season:** Rolling
Vaccines & Vodka

When asked about the gamut of scientific endeavors currently being cooked up at University Enterprise Labs (UEL), Diane Rucker, UEL’s executive director, rattled off an impressive list — medical devices, food and agriculture, soil research, alcohol and spirits, biotech, pharma… — with an equally impressive catch-all wrap-up to cap it off.

“Everything from vaccines to super-intense vodka,” Rucker said, laughing.

Focusing on Stage 1 and Stage 2 businesses, UEL is an important destination for Midwest companies looking to make scientific progress. From shared bench spaces to extra room to expand during a growth phase, the St. Paul incubator is a hub for companies on the verge of a breakthrough. Since biotech businesses typically take five to 10 years to become financially viable, Rucker said, the resources are crucial.

“When you think about all of the things you need when you leave a university or corporate setting to start something new, it’s everything from facilities to shared spaces to shared equipment,” Rucker said. “To have that available and affordable basically allows you to start without any outside funding.”

One thing is definitely clear — there’s a demand for space. All of UEL’s 33 full-sized labs are occupied and the one that’s in transition has a four-person waiting list with more inquiring about it regularly.

This, Rucker said, is good news — for UEL and Minnesota.

“Without [these resources] available, it’s not going to happen in Minnesota. It would basically shift biotech and food-ag development to other parts of the world.”

—Diane Rucker
The Venture Center, part of University of Minnesota Technology Commercialization (TechComm), has helped spin out 167 companies since 2006, including 19 last year. Three-fourths of these companies have been in Minnesota.

Programming + Benefits Offered:
• The Venture Center runs Discovery Launchpad, a startup incubator and coaching program begun in 2019 that has helped more than 20 startups to date (only for startups based on University of Minnesota intellectual property)
• Discovery Capital, a matching seed fund which works to leverage other investors, mainly local, in funding University startups
• Partnering with other programs throughout the UMN startup ecosystem, numerous startup-oriented open-to-the-public workshops to familiarize researchers with the entrepreneurial process
• Individualized advising from experienced executives and entrepreneurs
• Guidance in the creation of business, financial, marketing, sales and regulatory approval plans
• Guidance in the development of a business pitch
• Shared office space
• Access to workshops and many group educations events throughout the year

Location:
200 Oak St. SE, Minneapolis, MN, 55455

Contact:
marymacc@umn.edu

Year Founded: 2006
Alumni: 167

Program Length: One year
Cohort Size: 12

Application Season: Rolling
Total Funds Raised: $1.16 billion
WeWork Labs is The We Company’s global platform for early-stage startups and forward-thinking enterprise companies.

**Location:**
1330 Lagoon Avenue, Minneapolis, MN 55403

**Contact:**
alec.fischer@wework.com

**Year Founded:**
2018

**Cohort Size:**
50

**Program Length:**
Ongoing

**Application Season:**
Rolling

**Programming + Benefits Offered:**
- Local and international mentorship
- Office space at WeWork
- Exclusive services

**Events:**
Pitch nights, networking nights, and weekly brainstorm sessions
This Guide is updated every six months. Want to be included in the next volume? Contact us at:

info@tech.mn
@TechDotMN

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Produced by:
Alex Skjong, Content Manager of tech.mn
Jac Stark, Community Manager of tech.mn

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