

Registration

Registration Fee: \$75
Please make sure to register by Jan. 10

Make checks payable to
NDSU Extension Service.

Please register online at:
www.ag.ndsu.edu/manufacturing

Or mail the registration form and fee to:

Sandy Erickson
NDSU Extension Center for
Community Vitality
2718 Gateway Ave., Ste. 104
Bismarck, ND 58503

Registration form

Name _____

Address _____

Phone _____

E-mail _____

Company name
(if applicable) _____

Promo Code _____

For additional information, contact:

David Lehman
NDSU Extension Service
1041 State Ave.
Dickinson, ND 58601
Phone: (701) 483-2348 Ext. 119

Reservations

A limited block of rooms will be reserved until
Dec. 28 under "NDSU Extension" for the evenings
of Jan. 10 and 11. Contact the Kelly Inn to make your
reservations today.

Kelly Inn — (701) 223-8001

Sponsors



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Inventors

BASIC TRAINING

BOOT CAMP

This two-day workshop is for inventors who want to develop their ideas into a commercially viable product, or for those who may want to bring their hobby to the next level. Don't miss this informative opportunity!

Jan. 11-12, 2011

Kelly Inn

1800 N 12th St.
North off Exit 159
Bismarck, ND

AGENDA



Topics and presentors subject to change.

Tuesday, Jan. 11

- 8:15 a.m. **Registration**
- 9:00 a.m. **Welcome**
D.C. Coston, Vice President for Agriculture and University Extension
- 9:15 a.m. **The Good, The Bad and the Ugly of Inventing**
Evan Anderson, CEO and Co-Owner, Innovative Solutions
- 10:00 a.m. **Break**
- 10:15 a.m. **IP-Patents, Trademarks, Trade Secrets and Documentation**
Jonathan P. Sanstead, Partner, Pearce & Durick
- 11:00 a.m. **Design, Prototyping and Product Testing**
Evan Anderson, CEO and Co-Owner, Innovative Solutions
- 11:30 a.m. **Universities and Product Realization**
Dr. David Wells, Professor, NDSU Department of Industrial and Manufacturing Engineering
- Noon **Lunch – Entrepreneurship and Public Policy**
Tony Grindberg, Executive Director, NDSU Research Technology Park Inc., Senator, District 41
- 1:00 p.m. **Inventors Panel**
Kari Warberg Block, CEO/Founder, Earth Kind; Paul Wolf, Founder, Wolf Technologies LLC; Ron Nissen, Owner, Dean Floyd LLC

- 2:00 p.m. **The Manufacturing Decision – Manufacture, Outsource or License**
David Lehman, Manufacturing Engineering Extension Specialist, NDSU Industrial and Manufacturing Engineering; Jerod Tufte, Patent, Trademark & Business Attorney, Tufte Law Office, PC
- 2:30 p.m. **Break**
- 2:45 p.m. **Feasibility and Business Plan**
Eric Veidel, Entrepreneur Consultant, UND Center for Innovation
- 3:45 p.m. **Branding and E-Marketing**
Ellyn Rost, Account Manager, TKX Marketing Director, IDEA Center
- 4:45 p.m. **Question and Answer Session**
David Lehman
- Post Q&A **Networking/Door Prizes**

Wednesday, Jan. 12

- 7:30 a.m. **Breakfast**
- 8:00 a.m. **Innovate ND, Marketplace for Ideas, and Pride of Dakota**
Brandi Schoenberg, Program Manager, ND Department of Commerce; Renee Kipp, Director of Operations, Marketplace of Ideas/Marketplace for Kids, Inc.; Sara Kelsch, Marketing Specialist, Pride of Dakota
- 8:45 a.m. **Business Legal Structure** (Registration and Licensing Requirements)
Al Jaeger, North Dakota Secretary of State
- 9:00 a.m. **Legalities and Liabilities**
Jerod Tufte, Patent, Trademark & Business Attorney, Tufte Law Office, PC
- 9:30 a.m. **Finding Funding III: Grants**
Eric Veidel, Entrepreneur Consultant, UND Center for Innovation
- 10:15 a.m. **Break**
- 10:30 a.m. **Finding Funding II: Loans and Local Economic Development**
Nancy Krogen-Abel, Business Consultant, North Dakota Small Business Development Center
- 11:00 a.m. **5Cs of Credit**
Chad Bjornson, Business Banking Officer, Starion Financial
- 11:30 a.m. **Finding Funding I: Angels, Venture Capitalists**
Eric Veidel, Entrepreneur Consultant, UND Center for Innovation
- Noon **Lunch – Importance of Entrepreneurs to North Dakota Economy**
Gaylon Baker, President, Economic Development Association of North Dakota
- 1:00 p.m. **Selling to the State and Federal Government**
Tom Linnertz, Business Development Specialist, US Small Business Administration
- 1:45 p.m. **Global Business**
Dean Gorder, Executive Director, North Dakota Trade Office
- 2:30 p.m. **Break**
- 2:45 p.m. **Business Incubator Panel**
Julie Kuennen, Director, I.D.E.A. Center; Brenda Wyland, Incubator Manager, NDSU Research Technology Park Inc.; Eric Veidel, Entrepreneur Consultant, UND Center for Innovation
- 3:30 p.m. **Importance of Surrounding Yourself with Knowledgeable People**
John Holtan, President and Founder, LightsOn Safety Solutions
- 4:00 p.m. **Why North Dakota is a great place to start a business**
Paul Lucy, Director, Economic Development and Finance Division, North Dakota Department of Commerce
- 4:30 p.m. **Wrap-up and Evaluations**
David Lehman
- 5:00 p.m. **Adjourn**

For more information on speakers visit
www.ag.ndsu.edu/manufacturing