

Minnesota State Community & Technical College, Detroit Lakes University of North Dakota Connections Synopsis

In developing a comprehensive entrepreneurship center, we at MSCTC connected with Jeffrey Stamp, Chair of the Entrepreneurship Program at the University of North Dakota, a short two hours north of Detroit Lakes. In 2007, UND's Entrepreneurship Program had been named one of the top ten "Best Schools for Entrepreneurs" in the nation, according to a survey of more than 900 schools by *The Princeton Review* and *Entrepreneur* magazines. After consulting with Dr. Stamp on several occasions, we grew the courage to ask him to serve on our board. His response, "I thought you'd never ask!"

Institutional Entrepreneurship Strengths:

In working with UND, MSCTC soon realized that we, too, presented many strengths for a partnership. We took the time to sit down and recognize the benefits each institution brought to the partnership and came up with the following:

Strengths	
UND	MSCTC
Established and Recognizable	Flexible and Responsive
Access to Research	Practical Application
Established and Successful Curriculum	Workforce Preparation Mentality
Established Regional Network	National Network via NACCE
Entrepreneurship Expertise	Local Support for Entrepreneurship

In addition to the above strengths noted on the table, UND quickly understood the potential opportunities to establish a pipeline of students and broaden their regional entrepreneurial network.

To date, MSCTC and UND have tentative agreements to provide the following elements of entrepreneurship education, training, and services in the following areas:

Shared Resources/Programs	Parallel Services	Potential Joint Opportunities
ENTR Certificate and Degree Curriculum	Summer ENTR Boot camps UND - College Students MSCTC - HS Students	Angel Investment
ENTR 366/166 Imagination, Creativity, Entrepreneur Theory	Student Organizations	Business Incubation
Advisory Board Membership	Business Plan Competition and Judging	Entrepreneurship Speakers Series

As MSCTC, Detroit Lakes has continued to meet with counterparts at UND, we settled on the following shared efforts:

- **Matching curriculum** - UND graciously shared existing curriculum in an effort to create transparency and articulation opportunities for seamless transfer.
- **Shared course offering** - The two institutions agreed to offer *Imagination, Creativity, and Entrepreneurial Thinking, ENTR 266 and 366*, concurrently.
- **Entrepreneur Boot Camps** - UND offers summer camps to area college students; MSCTC- DL will begin to offer similar camps to area middle and high school students.
- **Marketing** –MSCTC-DL has developed several promotional and advertising media including a 15 minute infomercial, in which, UND faculty and staff offered testimonies.
- **Business Plan Competitions** –MSCTC-DL faculty and staff have participated in the judging of UND competitions and UND will reciprocate.
- **Inoneweekend.org** –Jeff Stamp, UND Entrepreneurship faculty, has led and participated in successful joint startup ventures through this organization. MSCTC-DL is currently making preparations to deliver such a venture in Detroit Lakes.