



March 13, 2025

Representative Nathe

Chairman, House Appropriations – Education and Environment Division

North Dakota House of Representatives

Dear Representative Nathe,

I am writing to express my strong support for the Department of Commerce Appropriations Bill, SB 2018, which funds critical economic development programs in North Dakota. As the Founder/Owner of two companies (Home Equity Partner and Zegacy), both of which are past recipients of funding from the Innovate ND Program, I have experienced firsthand how this initiative supports entrepreneurs and fosters business growth in our state.

The business coaching and funding provided through this program have been instrumental in accelerating the growth of my business. Specifically, Innovate ND has helped us through:

- Helping grow Home Equity Partner from \$0 in revenue to last year doing \$1M in revenue. None of this would be possible without the kickstart
- Helping Zegacy secure its first paying customers.
- Expert Business Coaching – We received invaluable mentorship that guided us through key strategic decisions.
- Strategic Non-Dilutive Funding – The financial support allowed us to develop and refine our business model without sacrificing ownership.
- Networking and Community Engagement – The program connected us with like-minded entrepreneurs, potential investors, and industry leaders, enabling collaboration and growth.

Without this support, it would have been significantly more challenging to refine our product, expand our operations, and create jobs in North Dakota. Programs like Innovate ND not only help individual businesses but also contribute to the state's broader economic development by fostering innovation, job creation, and industry growth.



I urge you to support Innovate ND in SB 2018 to ensure businesses like mine continue to have access to the resources necessary for success. Thank you for your time and consideration. If you would like to discuss my experience further, please feel free to contact me.

Sincerely,

Adam Zach

Founder/Owner

Home Equity Partner / Zegacy

Adam.m.zach@gmail.com