Take the next step in your economic development career with IEDC.
Boost Your Knowledge, Boost Your Network, Help Your Community!

The International Economic Development Council’s (IEDC) education courses, conferences, webinars and Certified Economic Developer Program offer a range of opportunities to boost your knowledge, enhance your network and help your community. The changing economic landscape is forcing all of us to work smarter. We can help.

**Education Courses**

Our interactive courses are the leading source of education for economic developers at all levels and provide an international perspective focusing on real-life experiences, best practices and tools you can use in your community.

**Conferences**

Our three specialized conferences and Annual Conference will not only connect you with others who share your goals and experiences, but will also keep you at the forefront of the profession by providing access to insights from community leaders, industry experts and federal policy makers.

**Webinars**

With no travel, no hotels and no lost days from the office, our web seminars are a cost-effective professional development program. Learn about cutting-edge research, techniques and industry tools in a convenient online environment.

**The Certified Economic Developer Program**

Certified Economic Developers (CEcDs) are part of a network of more than 1,100 professionals who have demonstrated a high degree of knowledge and applicable, practical experience. Recertification requirements are designed to allow Certified Economic Developers to remain at the cutting edge of the field.

Improve your economic development skill set without leaving your home or office. Tune into an IEDC Webinar. Check out IEDC’s full listing of upcoming Virtual Learning Opportunities at iedconline.org/virtual
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<tr>
<th>Date</th>
<th>Event Type</th>
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<td>Certified Economic Developer (CEcD) Exam</td>
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<td>Nov 30-Dec 1</td>
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Becoming a Certified Economic Developer (CEcD)

All candidates for the Certified Economic Developer exam must meet three (3) requirements.

1) Experience Requirement:
Completion of four years of consecutive, paid, full-time economic development or related experience.

2) Professional Development Requirement:
Completion of four core courses and two elective courses.

   Core Courses:
   - Introduction to Economic Development or Basic Economic Development Course
   - Business Retention and Expansion
   - Economic Development Credit Analysis
   - Real Estate Development and Reuse

   Elective Courses:
   - Economic Development Finance Programs
   - Economic Development Marketing and Attraction
   - Economic Development Strategic Planning
   - Entrepreneurial and Small Business Development Strategies
   - Managing Economic Development Organizations
   - Neighborhood Development Strategies
   - Technology-Led Economic Development
   - Workforce Development Strategies

   We offer a number of equivalencies and special waivers. Visit iedconline.org for full details.

3) Primer Requirement
New candidates applying to sit for an exam must participate in the workshop “A Primer to the CEcD Exam Process: What You Need to Know,” either in-person or via webinar. This workshop provides candidates with a complete overview of the Certified Economic Developer (CEcD) exam process, from application to the oral examination. They will learn tools and techniques for preparing for the exam and witness a mock oral interview. This workshop is offered at the Annual Conference and Economic Future Forum, free of charge. It will also be offered at least once a year in webinar format.

Help Your Staff Become Certified
Help your employees help you! Make an investment in your staff and their future in the profession by encouraging their path towards becoming certified.

The Value of Certified Economic Developers to Employers
You want to show your stakeholders and community that you are committed to professional excellence. Having one or more Certified Economic Developers on your team demonstrates your organization’s competency and enhances your credibility.

As an employer, your investment in verification can have long-lasting benefits:

- Boost your staff’s level of confidence and professionalism.
- Improve your staff’s education and knowledge.
- Enhance the image and credibility of your organization.
IEDC offers courses in over 30 locations across North America. Find one near you!
Select Course Instructors

**Mark Barbash, FM**  
Senior Advisor  
Council of Development Finance Agencies  
Principal  
MB Economic Development Consulting  
*Neighborhood Development Strategies*

**Jim Russell, CECd**  
Chief Operating Officer  
Pizzuti Solutions  
*Real Estate Development & Reuse*

**Julie Curtin**  
Executive Vice President & Partner  
Development Counselors International  
*Economic Development Marketing & Attraction*

**Anne Roise, MCP, CECd**  
CEO  
Roise & Associates  
*Economic Development Strategic Planning*

**Carol Lauffer**  
Partner  
Business Cluster Development  
*Technology-Led Economic Development*

**Laith Wardi, CECd**  
President  
Executive Pulse, Inc.  
*Business Retention & Expansion*

**Roderick Miller**  
President & CEO  
Detroit Economic Growth Corporation  
*Foreign Direct Investment & Exporting*

**Joy Wilkins, CECd**  
Consultant  
Serving Communities  
*Entrepreneurial & Small Business Development Strategies*
Introduction to Economic Development

This comprehensive training course will introduce the economic development profession to participants both new and experienced. Learn how economic development strategies can be structured to encourage local and regional development and advance your community’s growth potential. This course emphasizes theoretical and practical perspectives on economic development and provides participants with the skills needed to organize, plan and implement economic growth initiatives. Those new to economic development are encouraged to take this course first as an overview of the field’s key activities.

Basic Economic Development Courses

The Basic Economic Development Course (BEDC) meets IEDC’s curriculum requirements and is equivalent to the Introduction to Economic Development course. Its purpose is to provide those interested in economic development, or those new to the field, with a foundation of the primary elements of the economic development profession. IEDC’s accredited programs are operated independently by our recognized partners. BEDC course directors collaborate regularly through IEDC to ensure the quality of course content.

To view a schedule of upcoming BEDCs, please refer to page 21 of this publication.
Business Retention and Expansion (2 day course)

This interactive course presents the core components of a BRE program and why the concerns of local businesses need to be actively addressed. Learn the “red flags” that may indicate a company is looking to move elsewhere, and learn how to structure an effective technical assistance program to respond to business concerns. This course helps participants understand how a BRE program relates to attraction, workforce development, small business finance, technology transfer and many other economic development activities.

Course Highlights:
- Establishing, maintaining and upgrading a BRE program
- Creating effective models for business visitations and surveys
- Customer-Relationship Management (CRM) techniques
- Marketing a BRE program
- Establishing an early warning system
- Cluster and industry-focused BRE programs
- Tracking and analyzing customer feedback and response
- Quantitative and qualitative economic development metrics

Course Offerings:

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<tr>
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<td>Albuquerque, NM</td>
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<td>Held in partnership with International Academy of Economic Development</td>
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<td>November 2-3, 2017</td>
<td>Atlanta, GA</td>
<td>Information online at <a href="http://www.pe.gatech.edu">www.pe.gatech.edu</a></td>
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<td>Held in partnership with Georgia Institute of Technology</td>
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Economic Development Credit Analysis (3 day course)

This hands-on course presents business financing tools and available private financing options, as well as how the public sector can complement bank financing. Course participants will perform credit analysis by determining how well a company buys and sells to make a profit. Learn how to read financial reports, financial statements, balance sheets and profit and loss statements. Enroll now to understand the basics of structuring deals for small businesses that often combine public and private sector financing programs.

Course Highlights:

- Business credit analysis and deal structuring/restructuring
- Credit risk, maturity risk, rate risk and liquidity
- Determining if a firm is productive and profitable
- Analysis of small business lending programs
- Negotiation and loan packaging options
- Review SBA, HUD, USDA and commercial lending programs
- Overview of real estate financing and lending tools

Course Offerings:

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<td>Apr 7</td>
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<td>May 5</td>
<td>May 6 - June 2</td>
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Held in partnership with Wisconsin Economic Development Association and the National Development Council.

Held in partnership with British Columbia Economic Development Association.
Real Estate Development and Reuse (2 day course)

This course clearly articulates the eight stage process for real estate development and reuse from conception to realization. Learn a wide variety of financing tools that are available at the local, regional and state levels, including tax increment financing, bond financing, tax credits, tax abatements, land assembly and Brownfield redevelopment. Multiple in-class case studies will be used to help participants work through actual financial and regulatory problems.

Course Highlights:

- Housing, retail, office, industrial, hotel and mixed use development
- Regulatory and approval process including zoning and permitting
- Assessing community involvement and political feasibility
- Public, private and nonprofit financial modeling
- Understanding the pro forma operating statement structure
- Property valuation and capitalization rates
- Brownfield redevelopment phase structure and liability
- Request for qualification/proposal process

Course Offerings:

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<th>Course Offerings</th>
<th>Dates</th>
<th>Location</th>
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<td>Apr 21</td>
<td>Apr 22- May 19</td>
<td>May 19</td>
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<td>October 26-27, 2017 • Edmonton, AB</td>
<td>Sept 8</td>
<td>Sept 9- Oct 6</td>
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<td>Economic Developers Alberta</td>
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<td>November 30 - December 1, 2017 • San Diego, CA</td>
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<td>Oct 21- Nov 17</td>
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Economic Development Finance Programs (3 day course)

The core objective of this analytical course is to explain the financial tools used to stimulate private sector investment that results in the creation of permanent private sector jobs, increased productivity and improvement in the local tax base. Course participants will learn how to calculate debt/service ratios, cash on cash rate of return, capitalization rates, underwriting ratios, debt coverage ratios and similar financial tools used to identify project feasibility. Course instructors will also spend time teaching how potential investors measure return on investment (ROI) and how lenders evaluate risk. Participants will have an opportunity to work through multiple case studies in order to solidify their knowledge of the finance programs.

Course Highlights:

- Learn how to help small businesses adjust the imbalance between cost and revenues
- Explore the fundamentals of reducing risk of default and foreclosure
- Revolving Loan Funds, Community Development Financial Institutions
- New Markets Tax Credits, Historic Preservation Tax Credits, Tax Increment Financing
- Understand credit risks – matching sources and uses of funds to lower monthly payment and strengthen cash flow position
- Review maturity risks – providing collateral substitution with guarantee of collateral cushion
- Evaluate Community Development Block Grants, Rural Business Enterprise Grants and Public Infrastructure Grants

Course Offerings:

September 27-29, 2017 Baltimore, MD
Early rate by: Aug 18  Regular rate: Aug 19- Sept 15  Late rate after: Sept 15

Held in partnership with Maryland Economic Development Association
Economic Development Marketing and Attraction (2 day course)

Businesses looking to relocate or expand need accurate, up-to-date and credible information, and communities need rock-solid marketing techniques to reach the needs of the business community. Course participants will be able to learn how to craft their community’s message and explore various mediums of communication, including how to best utilize social media and web technologies as an economic development marketing tool. Case studies and sample plans will highlight the dos and don’ts of economic development marketing and attraction.

**Course Highlights:**

- Site selection fundamentals including corporate strategies
- Identifying target audiences using data-driven techniques
- Developing a community marketing plan and brand
- Garnering internal and external support for the marketing campaign
- Engaging social media and website design to target new markets
- Benchmarking, evaluating and monitoring the marketing plan

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*Held in partnership with University of North Carolina at Chapel Hill*
This highly interactive course lets participants work in small teams to help understand the complexity of strategic planning and its challenges. Learn techniques to build consensus among stakeholders who represent different values and interests. Also, participants will learn the quantitative techniques used to better understand their community and explore project assessment methods for setting priorities and measuring their plan’s impact.

Course Highlights:

- Stakeholder analysis, structuring participation and planning fundamentals
- Consensus building, group facilitation and conflict
- Defining geography, competitive advantage and SWOT
- Determining vision, mission, goals and objectives
- Demand-side strategies and supply-side strategies
- Identifying projects, strategy formation and implementation
- Setting realistic benchmarks and measuring success
- Exploring the use of dashboard indicators

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<tr>
<th>September 14-15, 2017 • Toronto, ON</th>
<th>Early rate by: Aug 4</th>
<th>Regular rate: Aug 5- Sept 1</th>
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*Held in conjunction with IEDC’s 2017 Annual Conference*
Entrepreneurial and Small Business Development Strategies (2 day course)

Explore the core aspects of entrepreneurial and small business development. In this course, you will learn the financial and managerial tools economic developers use to create a climate that encourages entrepreneurial and small business development. Also, practitioners will examine the barriers they face and how communities can leverage their economic development resources to build highly integrated networks to help businesses thrive in the global economy.

Course Highlights:

- Identifying and addressing the needs of entrepreneurs
- Defining urban vs. rural-focused entrepreneurial and small business strategies
- Managing technical assistance (e.g., economic gardening) programs
- Development and management of business incubators
- Understanding federal and state government resources (e.g., SBDCs)
- Financing programs including micro-lending, venture capital and angel networks
- Creating a technical assistance tracking system to measure job growth, etc.

Course Offerings:

August 24-25, 2017 • Omaha, NE
Early rate by: Jul 14 | Regular rate: Jul 15- Aug 11 | Late rate after: Aug 11

Held in partnership with Nebraska Economic Development Association
Managing Economic Development Organizations (2 day course)

This advanced course will focus on the key principles and practices of professional management in economic development. It will define excellence in economic development and explain the fundamentals of managing for results, outcome-based performance, organizational assessment, stakeholder identification, vision and mission scope, organizational culture and more. Since EDOs differ from one another depending on their available resources, location and mission, this course is designed to equip a leader of any organization to make the right decisions.

Course Highlights:
- Outcome-based management and performance
- Managing conflict and developing a statement of ethics
- Understanding and evaluating the EDOs core competencies
- Serving the customer and measuring customer satisfaction
- Improving knowledge management and internal processes
- Working with board/city council members, staff and community stakeholders
- Team building, determining hiring needs and managing budgets
- Leveraging existing resources and working with regional organizations

Course Offerings

October 5-6, 2017 • Orlando, FL
Early rate by: Aug 25 | Regular rate: Aug 26-Sept 22 | Late rate after: Sept 22

Visit iedconline.org for more information and to register
Neighborhood Development Strategies (2 day course)

This practitioner-driven course uses the case study method to complement current neighborhood development theory. Participants will learn how to identify the major neighborhood actors, their objectives and strategies for redevelopment, in addition to understanding the process for creating a strategic economic development plan to meet the neighborhood development goals.

Course Highlights:

- Asset creation, wealth creation and enterprise development & expansion
- Housing development, real estate speculation and tax-base stabilization
- Public and private sector roles in combating inner city unemployment
- Examining historical and current neighborhood trends
- Performing leakage assessments and gap analyses
- Aligning strategic plans for multiple neighborhood groups
- Understanding the underserved needs for banking and grocery
- Working with media to share success stories

Course Offerings:

June 15-16, 2017 • Atlanta, GA
Information online at www.pe.gatech.edu

Held in partnership with Georgia Institute of Technology
Technology-Led Economic Development (2 day course)

In this course participants will be introduced to the legal and financial framework for bringing innovation to market, including technology protection and product licensing. Learn how to partner with government, industry, higher education and the private sector to create a highly integrated network of technology and innovation. Multiple case studies will be presented to explain the role of business incubators, accelerators, venture capital, angel networks, gap financing and more.

Course Highlights:

- Forming strategic alliances and technology clusters
- Building partnerships with higher education and technology councils
- Understanding technology transfer and commercialization
- Reviewing patent, copyright, trademark and licensing terms
- Developing incubators, accelerators and research parks
- Developing multiple financing mechanisms for technology businesses
- Debt vs. equity financing options for entrepreneurs and small businesses
- Rural technology-led economic development strategies

Course Offerings:

*No courses schedule at this time.*
Skilled workers are the backbone of a productive and efficient economy, and a critical decision point in today’s business location decisions. This versatile course explains the essential relationship between economic and workforce development through case studies, practical examples and current research. Course participants will learn what programs currently leverage federal, state/provincial and local financial resources to support workforce development. Learn about what you can do through collaborative programs to build the workforce pipeline and upgrade the skills of your community’s existing workforce. Other topics will include: the emerging demand-driven model in workforce development, sector strategies for targeted industry clusters, K-12 development and integration, occupational analysis, talent attraction and more.

**Course Highlights:**

- The core components of the workforce development system and its essential role in economic development
- Understanding occupational data analysis
- Assessing qualifications, skills and abilities of current workforce
- Recruitment and retention of a skilled labor force
- The role of higher education in workforce and economic development
- New alliances, new models, federal funding and best practices in regional and local initiatives

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Foreign Direct Investment and Exporting (2 day course)

This advanced course teaches the core components to bring the world economy to your community’s front door. Foreign direct investment (FDI) and exporting are now essential components of a local economic development strategy. Attendees will learn how to attract foreign investors, from identifying targeted sectors to engaging new businesses. They will also explore how to facilitate exports in their community, with an emphasis on how existing federal and state programs can assist. The course will cover all aspects of doing business with foreign entities, from cultural differences to tax and financing issues.

Course Highlights:

- Understanding how the federal government specifically supports EDOs in pursuit of FDI and in growing exports, especially among small to medium-sized businesses
- In-depth coverage of how to make the most of trade shows and trade missions, including working with elected officials and dealing with the press
- How foreign business climates differ from that of the United States, and how to navigate in new markets, as well as welcome different cultures into your community
- Explanation of why an investor would be interested in setting up operations in the United States, and the means by which they may undertake investment from mergers and acquisitions to new greenfield development
- Private and public financing programs that ensure exporters of any size have access to capital and insurance
- Review of trade policy including what steps can be taken if a company encounters trade barriers, such as tariffs or unnecessary regulation

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The National Development Council (NDC) was founded in 1969 with a simple but powerful mission: increase the flow of capital investment, jobs and community development to distressed communities throughout the country. Through partnerships with governments and nonprofit organizations across the country, we deliver a unique combination of development finance and capacity building services in the form of technical assistance, training and certification programs. These partnerships result in new jobs, business expansion, real estate development projects and dollars for investment into additional community development projects and activities that improve communities and enhance the lives of low and moderate-income people.

Visit www.nationaldevelopmentcouncil.org for more information.

OU/EDI is the only multi-year professional-level program of its type in the United States. OU/EDI provides an intensive three-session program of instruction and research. Courses are offered at multiple locations during the year. Most students complete the OU/EDI program over three calendar years. However, attending courses in multiple locations can accelerate this schedule.

Participants choose from a variety of core and elective courses. Credit hours in any single subject may be used to comply with professional development requirements for the CEcD exam.

Visit www.ouedi.org for up-to-date schedule information.
## 2017 Basic Economic Development Courses

<table>
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<td>CETYS BEDC- MEXICO</td>
<td></td>
<td>Rudy Andrade, <a href="mailto:rodolfo@apconsultores.mx">rodolfo@apconsultores.mx</a></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Francisco Velez, <a href="mailto:francisco.velez@cetys.mx">francisco.velez@cetys.mx</a></td>
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<td><a href="http://www.cetys.mx">www.cetys.mx</a></td>
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<td>May 8-11, 2017</td>
<td>Tennessee Basic Economic Development Course</td>
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<td>Kim K. Denton, <a href="mailto:kim.denton@tennessee.edu">kim.denton@tennessee.edu</a></td>
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<td></td>
<td></td>
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<td>(865) 974-8464</td>
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<td>June 6-9, 2017</td>
<td>Texas Summer Basic Economic Development Course</td>
<td>Plano, TX</td>
<td>Amy Swank, <a href="mailto:amy@texasedc.org">amy@texasedc.org</a>; Carlton Schwab, <a href="mailto:carlton@texasedc.org">carlton@texasedc.org</a></td>
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<td>(512) 480-8432</td>
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<td><a href="http://www.texasedc.org/">http://www.texasedc.org/</a></td>
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<tr>
<td>June 12-16, 2017</td>
<td>Colorado Basic Economic Development Course</td>
<td>Denver, CO</td>
<td>Michelle Claymore, CEdC <a href="mailto:mclaymore@c3gov.com">mclaymore@c3gov.com</a></td>
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<td>(303) 289-3747</td>
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<td><a href="http://www.edcconline.org">www.edcconline.org</a></td>
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<td>June 20-22, 2017</td>
<td>Basic Economic Development Course at SUNY Albany</td>
<td>Albany, NY</td>
<td>Selene M. Eaton, <a href="mailto:eaton@nysedc.org">eaton@nysedc.org</a></td>
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<td>(518) 426-4058</td>
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<td><a href="http://www.nysedc.org">www.nysedc.org</a></td>
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<tr>
<td>July 17-21, 2017</td>
<td>Upper Midwest Basic Economic Development Course</td>
<td>Duluth, MN</td>
<td>Sandi Larson, <a href="mailto:slarson1@d.umn.edu">slarson1@d.umn.edu</a> or <a href="mailto:umdced@d.umn.edu">umdced@d.umn.edu</a></td>
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<td>(218) 726-7975</td>
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<td>umdced.com</td>
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<tr>
<td>July 23-27, 2017</td>
<td>New Mexico Economic Development Course</td>
<td>Silver City, NM</td>
<td>Linda McArthur, <a href="mailto:Linda.McArthur@wnmu.edu">Linda.McArthur@wnmu.edu</a></td>
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<tr>
<td>July 24-27, 2017</td>
<td>North Carolina Basic Economic Development Course</td>
<td>Chapel Hill, NC</td>
<td>Dr. Jonathan Morgan, <a href="mailto:morgan@sog.unc.edu">morgan@sog.unc.edu</a></td>
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<td>July 24-28, 2017</td>
<td>Chesapeake Basic Economic Development Course</td>
<td>Baltimore, MD</td>
<td>Pam Ruff, <a href="mailto:pamr@medamd.com">pamr@medamd.com</a>, (410) 347-1246, <a href="http://www.medamd.com">www.medamd.com</a></td>
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<td>August 21-24, 2017</td>
<td>Kentucky Basic Economic Development Course</td>
<td>Lexington, KY</td>
<td>Wayne Foster, <a href="mailto:kied@twc.com">kied@twc.com</a>, (859) 421-4824, gatton.uky.edu/eec/KIED</td>
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<td>September 11-14, 2017</td>
<td>Wisconsin Basic Economic Development Course</td>
<td>Madison, WI</td>
<td>Brian Doudna, <a href="mailto:bdoudna@weda.org">bdoudna@weda.org</a>, <a href="http://www.weda.org">www.weda.org</a></td>
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<tr>
<td>September 11-14, 2017</td>
<td>True South Basic Economic Development Course</td>
<td>Hattiesburg, MS</td>
<td>Chad R. Miller, PhD, <a href="mailto:chad.r.miller@usm.edu">chad.r.miller@usm.edu</a>, (601) 266-6666, <a href="https://www.usm.edu/trent-lott-national-center/true-south-economic-development-course">https://www.usm.edu/trent-lott-national-center/true-south-economic-development-course</a></td>
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<tr>
<td>October 23-26, 2017</td>
<td>California Basic Economic Development Course</td>
<td>Fresno, CA</td>
<td>My Kristy Nong, <a href="mailto:mknong@caled.org">mknong@caled.org</a>, (916) 448-8252, ext. 13, <a href="http://www.caled.org">www.caled.org</a></td>
</tr>
<tr>
<td>November 6-9, 2017</td>
<td>Florida Basic Economic Development Course</td>
<td>Tampa, FL</td>
<td>Lisa Bonilla, <a href="mailto:lbonilla@usf.edu">lbonilla@usf.edu</a>, (813) 905-5803, sbdctampabay.com</td>
</tr>
<tr>
<td>December 4-7, 2017</td>
<td>Economic Development Course in Pennsylvania</td>
<td>Lancaster, PA</td>
<td>Nicole Sturges, <a href="mailto:nls17@psu.edu">nls17@psu.edu</a>, (717) 948-6117, <a href="http://www.bedcpa.org">www.bedcpa.org</a></td>
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International Economic Development Council Presents:

NATIONAL ECONOMIC DEVELOPMENT WEEK

MAY 8-13, 2017

Promoting economic well-being and quality of life for communities by creating, retaining and expanding jobs that facilitate growth.
JOIN US IN CANADA!
The 2017 Annual Conference in Toronto, Canada will be all about going global. It is the first IEDC Annual Conference outside of the United States. The conference will focus on how to connect, collaborate and create at the global level to contribute to the transformation of local, state and regional economies. With the emergence of new global markets, communities need to work together to encourage competition and advance economic growth. This is a must-attend event for economic developers.

BOOK YOUR STAY
Sheraton Centre Toronto Hotel
123 Queen Street West
Toronto, ON, Canada M5H 2M9
Phone: (888) 627-7175
Group Rate Cutoff: August 25, 2017

THE CONFERENCE
The five conference tracks we’ll cover are:

1. Building Local Linkages and Expanding Global Trade – A cooperative approach to support expansion into global markets and the importance of emerging global markets to local and regional business growth

2. Cashing in on Creative Capital - How culture, sport, film, music and creative industries are transforming economies

3. Nurturing the Start-Up Ecosystem - How startups, incubators and business improvement areas and main street revitalizations are shaping economies

4. Regional Collaboration for Investment Promotion - Regional cooperation in foreign direct investment

Upcoming IEDC Conferences

2017 Economic Future Forum
June 4-6, 2017 • Little Rock, AR
A forward-looking conference that explores industry trends and the partnerships and strategies needed to grow, attract, retain and expand companies in current and new industries. The conference also focuses on fostering innovation and economic transformation in the new economy.

2017 Annual Conference
September 17-20, 2017 • Toronto, ON, Canada
More than 1,400 economic developers from across the country and around the world meet annually to interact with colleagues, distinguished speakers and panelists. Sessions cover the newest trends in economic development complemented by educational tours, networking events and an extensive exhibit hall.

2018 Leadership Summit
January 28-30, 2018 • Las Vegas, NV
A unique gathering of economic development leaders holding senior management positions of operating economic development organizations and those holding the CEcD certification. Experience high-level peer networking, professional development opportunities and interactive discussions on the latest activities and issues affecting economic development leaders today.

2018 FED Forum
March 25-27, 2018 • Washington, DC
IEDC’s annual federal legislative and policy conference, this conference features top policy leaders from the U.S. Congress and the administration, as well as from think tanks and associations. The Forum presents attendees with a unique opportunity to learn from and interact directly with legislative experts and program managers from agencies managing economic development initiatives.

Visit iedconline.org/upcomingevents for more information on IEDC conferences.
### 2017 Schedule of Fees

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<tr>
<th>Event</th>
<th>2-Day Education Courses</th>
<th>3-Day Education Courses</th>
<th>Economic Future Forum</th>
<th>Annual Conference</th>
<th>Webinars</th>
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<td>Economic Future Forum</td>
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<td>Webinars</td>
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Membership
We offer a number of benefits available exclusively to members including discounted registration rates, access to our membership directory, the Economic Development Journal, the ED Now blog, our legislative updates and affinity program benefits. Join IEDC today!

Advisory & Research Services
We can provide customized solutions for your economic development challenges. Through advisory panels and customized research, we can provide assistance in a wide range of areas including: strategic planning; organizational development; real estate development; neighborhood development; workforce development; technology-led economic development; business retention, expansion and attraction; and small business/entrepreneurial development.

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The AEDO designation recognizes the professional excellence of economic development entities and also provides independent feedback on their operations, structure and procedures. Earning this stamp of approval for your organization increases the visibility of your economic development efforts in the community or region and enhances credibility with business and political leaders, funders, clients and other stakeholders.

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Visit IEDC’s online bookstore for our own technical reports and education course manuals, plus the very best offering of industry-related publications from major publishers.

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Submit your best projects into the Excellence in Economic Development Awards program. We recognize the world’s best economic development programs and partnerships, marketing materials and the year’s most influential leaders.

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About IEDC

The International Economic Development Council (IEDC) is a nonprofit, nonpartisan membership organization serving economic developers. With more than 5,000 members, IEDC is the largest organization of its kind. Economic developers promote economic well-being and quality of life for their communities, by creating, retaining and expanding jobs that facilitate growth, enhance wealth and provide a stable tax base. From public to private, rural to urban and local to international, IEDC’s members are engaged in the full range of economic development experience. Given the breadth of economic development work, our members are employed in a wide variety of settings including local, state, provincial and federal governments, public-private partnerships, chambers of commerce, universities and a variety of other institutions. When we succeed, our members create high-quality jobs, develop vibrant communities and improve the quality of life in their regions.

Visit iedconline.org for more information on the IEDC Professional Development program.