The International Economic Development Council’s (IEDC) training courses, conferences, webinars, and Certified Economic Developer Program offer a range of opportunities to boost your knowledge, enhance your network, and advance your community. The changing economy forces all of us to work smarter. IEDC is here to help.

**Training 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.

See upcoming courses at [iedconline.org/prodev](http://iedconline.org/prodev).

**Conferences**
Our Leadership Summit, FED Forum, Economic Future Forum 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.

See our conference online at [iedconline.org/upcomingevents](http://iedconline.org/upcomingevents).

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

See what topics we’re exploring at [iedconline.org/virtual](http://iedconline.org/virtual).

**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. Ready to sit for the exam or recertify?

See what’s required at [iedconline.org/CEcD](http://iedconline.org/CEcD).
<table>
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<tr>
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Why Choose IEDC for Professional Development?

There are a lot of professional development opportunities out there. Why choose IEDC? Here are a few good reasons:

• An IEDC training course provides practical, practitioner based educational opportunities. Attendees leave our courses with concrete tools and strategies, not just theories and abstract concepts.

• Our courses give participants the opportunity to learn from recognized experts from throughout the U.S. and Canada in a variety of locations, helping to save travel budgets and time.

• People from all over the U.S. and Canada (and sometimes beyond!) attend IEDC training courses. In addition to the wealth of knowledge the instructors share, we believe peer-to-peer learning is an integral part of adult education. We make sure participants have the platform to share their own ideas and hear from their colleagues, as well.

• And, of course, taking an IEDC training course sets attendees on the path to meeting the professional development requirements to sit for the CEcD exam.
Becoming a Certified Economic Developer (CEcD)

All Candidates for the Certified Economic Developer exam must first 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 & 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

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

3) Primer Requirement
New candidates applying to sit for an exam must participate in a “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
Make an investment in your staff, their future in the profession, and the future of your organization by encouraging their path towards becoming certified.

The Value of Certified Economic Developers to Employers
As leaders of your organization, 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. It can:
• Boost your staff’s level of confidence and professionalism
• Improve your staff’s education and knowledge
• Enhance the image and credibility of your organization
2018 IEDC Training Courses

Select Course Instructors

Dennis G. Coleman
CEcD, FM, HLM
Co-founder & Partner
Community and Economic Development Solutions LLC
Managing Economic Development Organizations

Mo Collins
Partner
Entrepreneurial Communities
Entrepreneurial & Small Business Development Strategies, & Technology-Led Economic Development

Diane Lupke
CEcD, FM
President
Diane Lupke & Associates
Neighborhood Development Strategies, & Workforce Development Strategies

Deborah McGill-Smith
CEcD
Vice President - Industrial Brokerage and Consulting
Cushman & Wakefield / EGS Commercial Services
Real Estate Development & Reuse

Birgit M. Klohs, HLM
President & CEO
The Right Place, Inc.
Foreign Direct Investment & Exporting

Larisa Ortiz
Principal
Larisa Ortiz Associates
Neighborhood Development Strategies

Laith Wardi, CEcD
President
ExecutivePulse, Inc.
Business Retention & Expansion

Guillermo Mazier
CEO
Atlas Advertising
Economic Development Marketing & Attraction
IEDC offers courses in over 30 locations across North America. Find one near you!
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 22.
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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<td>March 15-16, 2018</td>
<td>New Orleans, LA</td>
<td>February 2</td>
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<td>Held in partnership with Economic Development Council of Colorado.</td>
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<td>September 7</td>
<td>September 8 - October 5</td>
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Visit iedconline.org/prodev for more information and to register
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>June 15</td>
<td>June 16 - July 13</td>
<td>July 13</td>
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CORE COURSE
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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<td>Held in partnership with Arizona Association for Economic Development.</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
- 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
- Revolving Loan Funds, Community Development Financial Institutions
- New Markets Tax Credits, Historic Preservation Tax Credits, Tax Increment Financing

Course Offerings:
No offerings at this time.

Stay tuned to iedconline.org/ProDev for future course dates.
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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<td><em>Held in partnership with International Academy for Economic Development.</em></td>
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<td><em>Held in partnership with Economic Developers Alberta.</em></td>
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<td><strong>December 6-7, 2018 • Atlanta, GA</strong></td>
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Visit iedconline.org/prodev for more information and to register
Economic Development Strategic Planning (2 day course)

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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Entrepreneurial & 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:

<table>
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<th>Course Dates</th>
<th>Location</th>
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| June 21-22, 2018 • Buffalo, NY | Early rate by: May 11  
Regular rate: May 12 - June 8  
Late rate after: June 8  
Held in conjunction with the 2018 Economic Future Forum, June 24-26. |
| October 25-26, 2018 • Chapel Hill, NC | Early rate by: September 14  
Regular rate: September 15 - October 12  
Late rate after: October 12  
Held in partnership with University of North Carolina at Chapel Hill. |

Visit iedconline.org/prodev for more information and to register
Managing Economic Development Organizations (2 day course)

This 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:

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<th>Course Offerings</th>
<th>April 12-13, 2018 • Lansing, MI</th>
<th>June 13-14, 2018 • Kelowna, BC</th>
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<td>Late rate after: October 26</td>
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</tbody>
</table>
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:

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Early Rate by</th>
<th>Regular Rate</th>
<th>Late Rate after</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 22-23, 2018</td>
<td>Washington, DC</td>
<td>February 9</td>
<td>February 10 - March 9</td>
<td>March 9</td>
</tr>
</tbody>
</table>

*Held in conjunction with the 2018 FED Forum, March 25-27.*
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:

May 17-18, 2018 • Toronto, ON
Early rate by: April 6
Regular rate: April 7 - May 4
Late rate after: May 4
*Held in partnership with Economic Developers Council of Ontario.*
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

Course Offerings:

**May 24-25, 2018 • Ft. Myers, FL**
- Early rate by: April 13
- Regular rate: April 14 - May 11
- Late rate after: May 11

*Held in partnership with Florida Economic Development Council.*

**September 27-28, 2018 • Atlanta, GA**
- Early rate by: August 17
- Regular rate: August 18 - September 14
- Late rate after: September 14

*Held in conjunction with the 2018 Annual Conference, September 30 - October 3.*
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
- 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
- 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
- Review of trade policy including what steps can be taken if a company encounters trade barriers, such as tariffs or unnecessary regulation

Course Offerings:

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Early Rate</th>
<th>Regular Rate</th>
<th>Late Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 31 - February 1, 2018</td>
<td>Las Vegas, NV</td>
<td>December 15</td>
<td>December 16 - January 12</td>
<td>January 12</td>
</tr>
</tbody>
</table>

Held in conjunction with the 2018 Leadership Summit, January 28-30.
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 non-profit 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 CEdD exam.

Visit www.ouedi.org for up-to-date information on sessions.
# 2018 Basic Economic Development Courses

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Contact Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 8-12, 2018</td>
<td>Indiana BEDC</td>
<td>Muncie, IN</td>
<td>Contact: Brian Blackford&lt;br&gt;Email: <a href="mailto:bablackford@bsu.edu">bablackford@bsu.edu</a>&lt;br&gt;Phone: (317) 502-6307&lt;br&gt;Website: <a href="http://cms.bsu.edu/about/administrativeoffices/community/state/ici">http://cms.bsu.edu/about/administrativeoffices/community/state/ici</a></td>
</tr>
<tr>
<td>January 22-26, 2018</td>
<td>Arizona BEDC</td>
<td>Downtown Phoenix, AZ</td>
<td>Contact: Joyce C. Grossman&lt;br&gt;Email: <a href="mailto:Joyce@aaed.com">Joyce@aaed.com</a>&lt;br&gt;Phone: (602) 240-2233 ext. 1&lt;br&gt;Website: <a href="http://www.aaed.com">www.aaed.com</a></td>
</tr>
<tr>
<td>January 22-28, 2018</td>
<td>Louisiana BEDC</td>
<td>GNO, Inc</td>
<td>Contact: Scot Byrd, Program Manager&lt;br&gt;Email: <a href="mailto:scot@bbiusa.com">scot@bbiusa.com</a>&lt;br&gt;Website: <a href="http://www.lideatraining.com">www.lideatraining.com</a></td>
</tr>
<tr>
<td>February 27 - March 2, 2018</td>
<td>Georgia Tech BEDC</td>
<td>The Global Learning Center at Georgia Tech’s Technology Square</td>
<td>Contact: Sam Pugh&lt;br&gt;Email: <a href="mailto:sam.pugh@innovate.gatech.edu">sam.pugh@innovate.gatech.edu</a>&lt;br&gt;Phone: (404) 894-3851&lt;br&gt;Website: <a href="http://gt-bedc.org/">http://gt-bedc.org/</a></td>
</tr>
<tr>
<td>April 2-5, 2018</td>
<td>Mid-South BEDC</td>
<td>Little Rock, AR</td>
<td>Contact: Shelley Short&lt;br&gt;Email: <a href="mailto:shelley@aedce.org">shelley@aedce.org</a>&lt;br&gt;Phone: (501) 210-4206&lt;br&gt;Website: <a href="http://www.aedce.org/mid-south-basic">www.aedce.org/mid-south-basic</a></td>
</tr>
<tr>
<td>April 10-13, 2018</td>
<td>Ohio BEDC</td>
<td>Columbus, OH</td>
<td>Contact: Paul Brehm&lt;br&gt;Email: <a href="mailto:pbrehm@forestpark.org">pbrehm@forestpark.org</a>&lt;br&gt;Website: <a href="http://www.ohioeda.org">www.ohioeda.org</a></td>
</tr>
<tr>
<td>April 17-20, 2018</td>
<td>Texas Spring 2018 BEDC</td>
<td>San Antonio, TX</td>
<td>Contact: Amy Swank&lt;br&gt;Email: <a href="mailto:amy@texasedc.org">amy@texasedc.org</a></td>
</tr>
<tr>
<td>April 22-26, 2018</td>
<td>Heartland BEDC</td>
<td>Blue Springs, MO</td>
<td>Contact: James Hoelscher&lt;br&gt;Email: <a href="mailto:james.hoelscher@uni.edu">james.hoelscher@uni.edu</a>&lt;br&gt;Phone: (319) 273-6944&lt;br&gt;Website: <a href="http://www.bcs.uni.edu/heartland">www.bcs.uni.edu/heartland</a></td>
</tr>
<tr>
<td>May 7-10, 2018</td>
<td>Tennessee BEDC</td>
<td>Nashville, TN</td>
<td>Contact: Kim K. Denton, CECd&lt;br&gt;Email: <a href="mailto:kim.denton@tennessee.edu">kim.denton@tennessee.edu</a>&lt;br&gt;Phone: (865) 974-8464&lt;br&gt;Website: cis.tennessee.edu/edtraining</td>
</tr>
<tr>
<td>June 11-15, 2018</td>
<td>Colorado BEDC</td>
<td>Denver, CO</td>
<td>Contact: Michelle Claymore&lt;br&gt;Email: <a href="mailto:mclaymore@c3gov.com">mclaymore@c3gov.com</a>&lt;br&gt;Phone: (303) 289-3747&lt;br&gt;Website: <a href="http://www.edcconline.org">www.edcconline.org</a></td>
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<tr>
<td>July 9-13, 2018</td>
<td>Auburn University BEDC</td>
<td>Auburn University</td>
<td>Contact: Morgan Saintjones&lt;br&gt;Email: <a href="mailto:Morgan.Saintjones@auburn.edu">Morgan.Saintjones@auburn.edu</a>&lt;br&gt;Phone: (334) 844-1901&lt;br&gt;Website: <a href="http://www.auburn.edu/intensivecourse">www.auburn.edu/intensivecourse</a></td>
</tr>
<tr>
<td>July 22-26, 2018</td>
<td>Western New Mexico University</td>
<td>Contact: Noreen Scott&lt;br&gt;Email: <a href="mailto:Noreen.Scott73@gmail.com">Noreen.Scott73@gmail.com</a>&lt;br&gt;Phone: (505) 710-7172&lt;br&gt;Website: IAEcondev.org</td>
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<tr>
<td>Date</td>
<td>BEDC</td>
<td>Location</td>
<td>Contact</td>
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<tr>
<td>July 23-27, 2018</td>
<td>Upper Mid-West BEDC</td>
<td>University of Minnesota Duluth</td>
<td>Sandi Larson</td>
</tr>
<tr>
<td>July 24-27, 2018</td>
<td>Chesapeake BEDC</td>
<td>Baltimore City Community College</td>
<td>Pam Ruff</td>
</tr>
<tr>
<td>July 30 - August 2, 2018</td>
<td>North Carolina University Chapel Hill BEDC</td>
<td>Chapel Hill, NC</td>
<td>Jonathan Morgan</td>
</tr>
<tr>
<td>August 2018</td>
<td>Northwest Economic Development Course</td>
<td>Ellensburg, WA</td>
<td>Linda Alongi</td>
</tr>
<tr>
<td>September 10-13, 2018</td>
<td>Michigan BEDC</td>
<td>Lansing, MI</td>
<td>John Avery</td>
</tr>
<tr>
<td>September 17-20, 2018</td>
<td>True South BEDC</td>
<td>Hattiesburg, MS</td>
<td>Chad R. Miller</td>
</tr>
<tr>
<td>September 18-21, 2018</td>
<td>Texas Fall 2018 BEDC</td>
<td>Arlington, TX</td>
<td>Amy Swank</td>
</tr>
<tr>
<td>October 15-19, 2018</td>
<td>50th Annual Illinois BEDC</td>
<td>Naperville (Chicago Metro), IL</td>
<td>Ivan Baker, CEcD, AICP, FM</td>
</tr>
<tr>
<td>October 22-25, 2018</td>
<td>California BEDC</td>
<td>Fresno State, University Business Center, Craig School of Business</td>
<td>My Kristy Nong</td>
</tr>
<tr>
<td>November 6-9, 2018</td>
<td>Florida SBDC at USF</td>
<td></td>
<td>Lisa Bonilla</td>
</tr>
<tr>
<td>December 3-6, 2018</td>
<td>Pennsylvania BEDC</td>
<td>Eden Resort &amp; Suites, Lancaster, PA</td>
<td>Nicole Sturges</td>
</tr>
</tbody>
</table>

Contact each BEDC course representative to register. See all other IEDC courses at iedconline.org/prodev
Join us in Atlanta, Georgia for
Inclusive Economic Development: Fulfilling Dreams
September 30 – October 3, 2018

Hyatt Regency Atlanta
265 Peachtree St NE, Atlanta, GA 30303
Phone: (888) 421-1442
IEDC Room Rate: $201 single/double
Group Rate Cutoff: Wednesday, September 5, 2018

iedconline.org/AnnualConference

2018 Virtual Learning Opportunities with IEDC

Learn. Apply. Advance your community and career.

IEDC webinars focus on trending topics, promising practices and new strategies, and offer tips and information you can immediately apply to your community.

These high quality and affordable web seminars allow you to learn alongside your entire team and community partners.

See what’s coming up! iedconline.org/virtual

IEDC Webinar Registration Rates
IEDC Members: $95
Non-Members: $135

Apply your webinar attendance toward recertifying for your CEcD. Three webinars count as two level 2 points.
Leadership Summit
January 28-30, 2018 • Las Vegas, NV
A unique gathering of economic development leaders holding senior management positions or 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.

FED Forum
March 25-27, 2018 • Washington, DC
IEDC’s annual federal economic development 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.

Economic Future Forum
June 24-26, 2018 • Buffalo, NY
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.

Annual Conference
September 30 - October 3, 2018 • Atlanta, GA
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.

Visit iedconline.org/upcomingevents for more information on all IEDC events.
### 2018 Schedule of Fees

#### 2018 Professional Development

| 2-Day Education Courses       | Early Rate | Regular Rate | Late Rate *
|-------------------------------|------------|--------------|-------------
| IEDC Member                   | $490       | $630         | $650        |
| Non-Member                    | $640       | $780         | $800        |
| Full Time Student **          | $105       | $125         | $145        |

| 3-Day Education Courses       | Early Rate | Regular Rate | Late Rate *
|-------------------------------|------------|--------------|-------------
| IEDC Member                   | $595       | $735         | $755        |
| Non-Member                    | $770       | $910         | $930        |
| Full Time Student **          | $125       | $145         | $165        |

#### Webinars

| IEDC Member                   | $95        |
| Non-Member                    | $135       |

* Walk-in registrations will be accepted. Full payment must be made on-site in order to attend the course. ** Copy of current transcript required.

#### 2018 Conferences

| Leadership Summit             | Early Rate | Regular Rate | Late Rate |
|-------------------------------|------------|--------------|-----------
| IEDC Member                   | $645       | $765         | $825      |
| Non-Member                    | $820       | $940         | $999      |

| FED Forum                     | Early Rate | Regular Rate | Late Rate |
|-------------------------------|------------|--------------|-----------
| IEDC Member                   | $545       | $665         | $725      |
| Non-Member                    | $720       | $840         | $900      |

| Economic Future Forum         | Early Rate | Regular Rate | Late Rate |
|-------------------------------|------------|--------------|-----------
| IEDC Member                   | $545       | $665         | $725      |
| Non-Member                    | $720       | $840         | $900      |

| Annual Conference             | Early Rate | Regular Rate | Late Rate |
|-------------------------------|------------|--------------|-----------
| IEDC Member                   | $749       | $869         | $919      |
| Non-Member                    | $1049      | $1,169       | $1,219    |
More IEDC Products and Services

**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.

**Accredited Economic Development Organization (AEDO) Program**
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.

**Job Center**
Reach more than 25,000 professionals by advertising your next job opening through IEDC’s Job Center.

**Bookstore**
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.

**Excellence in Economic Development Awards**
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.

IEDC Mission
To provide leadership and excellence in economic development for our communities, members, and partners.

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

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YouTube: iedconline
Instagram: iedcONLINE
LinkedIn: International Economic Development Council

International Economic Development Council
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Washington, DC 20005
(202) 223-7800

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