

For Immediate Release:
October 17, 2011

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IEDC to Hold Web Seminar on Accessing Capital for Growth Companies

WASHINGTON, DC (October 17, 2011) –The [International Economic Development Council](#) (IEDC) will be holding the web seminar [Accessing Capital for Growth Companies](#), on Wednesday, October 26. Cost is \$85 for IEDC members, \$125 for Non-members. Subtitled *Leveraging the Financial Food-Chain for Your Growth Companies*, this web seminar will focus on helping Economic Development Organizations (EDOs) connect their local businesses to capital sources.

According to IEDC's [Unlocking Entrepreneurship Handbook](#), growth companies add significant value to local economies by:

- Generating rapid and significant job and profit.
- Increasing productivity levels within existing industries.
- Producing greater firm profits that create wealth and increase a community's standard of living.

With the disruption in global capital markets, there is a greater need for Economic Development Organizations (EDOs) to help connect their local businesses to capital sources. There are an array of financing vehicles that go beyond government subsidies and commercial bank lending. Economic developers must learn how to strengthen the connections between these financing vehicles and their community's local businesses. Webinar attendees will be introduced to the phrase "Growth-Oriented Locally-Operated by Innovative Entrepreneurs (GLOBIES)," and learn to identify ways for their organizations to generate revenues from these efforts.

Webinar instructors include:

Jon Gregory, President & CEO, GROWCalifornia

In April 2011 Jon Gregory formed Grow-California as a spin-out venture from Golden Capital Network. Previously, Gregory co-founded Golden Capital Network in September 1999, serving as its President and CEO since inception. Companies featured at Golden Capital Network events raised well over \$1.5 billion in angel or venture capital investments and created thousands of jobs. Under Jon's leadership, Golden Capital Network was featured in the Wall Street Journal, Venture Capital Journal, LA Times and San Francisco Chronicle, among others. In 2001 Gregory led Golden Capital Network's efforts to partner with UC Davis and the Sacramento Metro Chamber to co-found the Sacramento Regional Technology Alliance.

Ron Kitchens, CEcD, CEO, Southwest Michigan First

Described by *The Economist* as "an energetic economic development leader," Ron Kitchens is the Chief Executive Officer of Southwest Michigan First, General Partner of the Southwest Michigan First Life Science Fund and Chairman of the Michigan Medical Device Accelerator. Throughout his nearly 25-year career in economic development in Michigan, Texas and Missouri, Ron has worked with more than 200 Fortune 500, international or regional corporations as diverse as GE Capital, Aker, Celanese, Scholastic, Kiewit Offshore Services, Boeing, Exxon Mobil and Ryan Sanders Baseball.

For more information or [to register](#) please contact: webinar@iedconline.org

The [International Economic Development Council](#) (IEDC) is the premier membership organization dedicated to helping economic development professionals create high-quality jobs, develop vibrant communities and improve the quality of life in their regions. Serving more than 4,500 members, IEDC represents the largest network of economic development professionals in the world. IEDC provides a diverse range of services, including conferences, certification, professional development, publications, research, advisory services and legislative tracking.

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