

Monday - July 16, 2007

8:00 am - 8:30 am

REGISTRATION

8:30 am –9:45 am

**WELCOME &
INTRODUCTION
TO ECONOMIC
DEVELOPMENT**

Elaine S. Hansen, CPA

Director

UMD Center for Economic Development

9:45 am – 10:00 am

BREAK

10:00 am - 12:00 pm

**ASSESSING YOUR
COMMUNITY**

Jim Skurla

Acting Director

UMD Bureau of Business and Economic
Research

12:00 pm - 1:00 pm

LUNCH ON YOUR OWN

1:00 pm - 2:45 pm

**ASSESSING THE
STRENGTH OF THE
COMMUNITY-
A PRIVATE SECTOR
VIEW**

Dave Anderson

CEO

Anderson Builders

2:45 pm – 3:00 pm

BREAK

3:00 pm – 5:00 pm

**CANAL PARK
REDEVELOPMENT &
WALKING TOUR**

Elaine S. Hansen, CPA

Director

UMD Center for Economic Development

Richard E. Braun

Assistant Director

UMD Center for Economic Development

Tuesday - July 17, 2007

8:00 am - 8:30 am

NETWORKING

8:30 am - 10:00 am

BUSINESS RETENTION & EXPANSION

Michael Darger

Area Program Leader, Community
Economics Director,
BR&E Strategies Program,
U of Minnesota Extension Services

10:00 am - 10:15 am

BREAK

10:30 am - 2:00 pm

ORGANIZATIONAL & COMMUNITY DECISION MAKING

Janna King, CEcD, CEDFP

President
Economic Development Services

12:00 pm - 1:00 pm

WORKING LUNCH PROVIDED

2:00 pm - 2:15 pm

BREAK

2:15 pm - 4:00 pm

DEVELOPING YOUR WORKFORCE

Don Hoag

Duluth Workforce Development
Center Manager
City of Duluth

Kevin Snyder

Director of Human Resources
WP&RS Mars Co.

Michelle Ufford

Director of Program Development
NE MN Office of Job Training

4:00 pm – 4:15 pm

BREAK

4:30 pm – 4:45 pm

GROUP PHOTO

Brett Groehler

Photographer
UMD Center for Economic Development

Wednesday - July 18, 2007

8:00 am - 8:30 am

NETWORKING

8:30 am – 9:00 am

**INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL (IEDC)
(Information & Certification)**

Elaine S. Hansen, CPA

Director
UMD Center for Economic Development

9:00 am – 11:30 am

**PLANNING YOUR COMMUNITY
& DEVELOPMENT Heather Rand**

Regional Economic Development Program
Specialist
Minnesota Department of Employment &
Economic Development

Pete Weidman

Business Development Specialist
Ayres Associates

11:30 pm - 1:00 pm

LUNCH ON YOUR OWN

1:00 pm – 2:45 pm

FINDING RESOURCES

Jim Poole

Membership Development Manager
James J. Hill Library

2:45 pm – 3:00 pm

BREAK

3:00 pm – 4:30 pm

**MANAGING AN ECONOMIC
DEVELOPMENT AGENCY**

Rob West

President & CEO
Area Partnership for Economic Expansion
(APEX)

5:00 pm – 5:15 pm

BUS & BOARDING

5:30 pm – 7:30 pm

VISTA QUEEN DINNER CRUISE

Thursday - July 19, 2007

8:00 am - 8:30 am

NETWORKING

8:30 am - 9:30 am

**LOCATION & SITE
COMPARISON & SELECTION**

Chris Maddy

Director
Marketing & Business Recruitment
Arrowhead Business Connection

9:45 am - 10:00 am

BREAK

10:00 am - 12:00 pm

PUBLIC FINANCING 101

Sid Inman

Financial Advisor
Ehlers & Associates, Inc.

12:00 pm - 1:00 pm

LUNCH ON YOUR OWN

1:00 pm – 1:30 pm

BUS TO CIRRUS

1:30 pm – 4:30 pm

**INDUSTRIAL DEVELOPMENT
CIRRUS DESIGN CORP.
TOUR**

Bill King

Vice President-Business Administration
Cirrus Design Corp.

4:30 pm – 5:00 pm

BUS TO HOLIDAY CENTER

Friday - July 20, 2007

8:00 am - 8:30 am

NETWORKING

8:30 am – 9:30 am

**SMALL BUSINESS &
ENTREPRENEURSHIP
DEVELOPMENT**

Richard E. Braun

Assistant Director
UMD Center for Economic Development

9:30 am - 9:45 am

BREAK

9:45 am – 11:00 am

LEADERSHIP

Karen Diver

Chairwoman
Fond du Lac Reservation

11:00 pm – 11:30 pm

WRAP-UP

Elaine S. Hansen, CPA

Director
UMD Center for Economic Development