

2009

Upper Midwest

BASIC *Economic Development* Course



Monday - July 20, 2009

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 Director UMD Bureau of Business and Economic Research
12:00 pm - 1:00 pm	LUNCH ON YOUR OWN	
1:00 pm - 3:00 pm	BUSINESS RETENTION & EXPANSION	Michael Darger Area Program Leader, Community Economics Director, BR&E Strategies Program, U of Minnesota Extension Services
3:00 pm - 3:15 pm	BREAK	
3:15 pm - 4:30 pm	THE ECONOMY How we got where we are today	Jim Skurla Director UMD Bureau of Business and Economic Research Drew Digby Regional Labor Market Analyst Minnesota Department of Employment and Economic Development
4:45 pm	BUS BOARDING	
5:00 pm - 7:30 pm	GLENSHEEN MANSION TOUR & DINNER	

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Tuesday - July 21, 2009

8:00 am - 8:30 am	NETWORKING	
8:30 am - 9:15 am	REAL ESTATE DEVELOPMENT AND REUSE of canal park and med district	Elaine S. Hansen, CPA Director UMD Center for Economic Development
		Richard E. Braun, EDFP Assistant Director UMD Center for Economic Development
9:15 am - 9:30 am	BREAK	
9:30am - 10:30 am	INTERNATIONAL MARKET RESEARCH & PROTECTING BUSINESSES FROM SCAMS	Jennifer Kocs and Mary Jo Stangl Minnesota Trade Office
10:30 am - 10:45 am	BREAK	
10:45am - 2:45 pm	ORGANIZATIONAL & COMMUNITY DECISION MAKING	Janna King, CEcD, CEDFP President Economic Development Services
12:00 pm - 1:00 pm	WORKING LUNCH PROVIDED	
2:45 pm - 3:00 pm	BREAK	
3:00 pm - 4:30 pm	DEVELOPING YOUR WORKFORCE	Michelle Ufford Director of Program Development NE MN Office of Job Training
		Don Hoag Duluth Workforce Development Center Manager City of Duluth

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Wednesday - July 22, 2009

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 & IT'S DEVELOPMENT	Heather Rand Regional ED Program Specialist Minnesota Department of Employment & Economic Development Andy Lisak Executive Director Development Association, Inc. Superior, WI
11:30 pm - 1:00 pm	LUNCH ON YOUR OWN	
1:00 pm – 3:00 pm	LOCATION COMPARISON & SITE SELECTION	Chris Maddy Director Marketing & Business Recruitment Northland Connection
3:00 pm – 3:15 pm	BREAK	
3:15 pm – 4:30 pm	INTERNET RESEARCH FOR BUSINESS OPERATIONS	Jim Vileta Business Librarian University of Minnesota Duluth

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Thursday - July 23, 2009

8:00 am - 8:30 am	NETWORKING	
8:30 am - 9:45 am	PUBLIC FINANCING 101	Steve Bubul
9:45 am - 10:00 am	BREAK	
10:00 am - 12:00 pm	FUNDING ECONOMIC DEVELOPMENT PROJECTS	Sid Inman Financial Advisor Ehlers & Associates, Inc.
12:10 pm	BUS TO SUPERIOR, WI	
12:30 pm – 2:00 pm	LUNCH – BARKERS ISLAND ECONOMIC DEVELOPMENT DOES WORK	Andy Lisak Executive Director Development Association, Inc. Superior, WI
2:00 pm – 4:30 pm	ECONOMIC DEVELOPMENT PROJECT TOUR	Dan Markham Director of Business Development RJS (Reuben Johnson & Son, Inc.)
4:30 pm pm	BOAT CRUISE Harbor Tour & Horse devours	VISTA FLEET QUEEN Barker's Island, Superior, WI
7:15 pm	BUS RETURNS TO UMD CAMPUS	

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Friday - July 24, 2009

8:00 am - 8:30 am

NETWORKING

8:30 am – 10:00 am

SMALL BUSINESS &
ENTREPRENEURSHIP
DEVELOPMENT

Richard E. Braun, EDFP
Assistant Director
UMD Center for Economic Development

10:00 am - 10:15 am

BREAK

10:15 am – 11:15 am

LEADING AN ECONOMIC
DEVELOPMENT AGENCY

Rob West
President & CEO
Area Partnership for Economic Expansion
(APEX)

11:15 pm – 11:30 pm

WRAP-UP

Elaine S. Hansen, CPA
Director
UMD Center for Economic Development