

**2016 Basic Economic Development Course  
AGENDA**

**Monday, June 20, 2016**

**12:30 pm – 1:00 pm Registration**

**1:00 pm – 1:30pm “Course Introduction & The Case Study”**

Robert Camoin  
BEDC Course Director

**1:30 pm – 2:00 pm “Dynamics, Strategies and Tools of Economic Development”**

Robert Camoin  
BEDC Course Director

**2:00 pm – 3:00 pm “Community Development in Theory & Practice”**

Mark Waterhouse, President  
Garnet Consulting Services

**3:00 pm - 3:15 pm Break**

**3:15 pm – 4:15 pm “Community Development in Theory & Practice” - Part 2**

Mark Waterhouse, President  
Garnet Consulting Services

**4:15 pm – 6:15 pm “Economic Development Strategic Planning”**

Mark Waterhouse, President  
Garnet Consulting Services

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**Tuesday, June 21, 2016**

- 8:30 am – 9:45 am**      **“The Growing Global Economy and the Role of the Economic Developer”**  
Gerald Shaye, President  
Shaye Global, LLC
- 9:45 am – 10:45 am**      **“Finance Packaging and Incentives”**  
Corey R. Wiktor, Executive Director  
Cattaraugus County IDA  
Greg Mailman, Deputy Director, Economic Incentives  
Empire State Development
- 10:45 am – 11:00 am**      **Break**
- 11:00 am – 12:00 pm**      **“Finance Packaging and Incentives”**  
Corey R. Wiktor, Executive Director  
Cattaraugus County IDA  
Greg Mailman, Deputy Director, Economic Incentives  
Empire State Development
- 12:00 pm – 1:00 pm**      **Lunch (*Case Study Work*)**
- 1:00 pm – 3:00 pm**      **“Workforce Development and its Essential Role in Economic Development”**  
Steven G. Hyde, President & CEO  
Genesee County Economic Development Center  
John Jakubowski, Workforce Development Consultant  
Genesee County Economic Development Center
- 3:00 pm - 3:15 pm**      **Break**
- 3:15 pm – 5:15 pm**      **“Business Retention & Expansion”**  
Laith Wardi, CEcD, President  
ExecutivePulse, Inc.

# 2016 Basic Economic Development Course AGENDA

Wednesday, June 22, 2016

**8:00 am – 10:00 am “Small Business & Entrepreneur Development”**

James J. Conroy, Senior Vice President  
New York Business Development Corp.

David Hochman, Executive Director  
Business Incubator Association of New York State

**10:00 am – 10:15 am Break**

**10:15 am – 12:15 pm “Real Estate Development and Reuse”**

Ray Gillen, Chairman  
Schenectady Metroplex

**12:15 pm – 1:15 pm Lunch (Case Study Work)**

**1:15 pm – 3:15 pm “Organizational Leadership; Developing and Managing an Economic Development Office”**

James W. Griffin, Executive Director  
City of Hornell IDA

**3:15 pm – 3:30 pm Break**

**3:30 pm – 5:30 pm “Marketing Your Community and Managing Prospects”**

Keegan Calligar , Account Manager  
Development Counsellors International (DCI)

Judy Lee, Vice President  
Development Counsellors International (DCI)

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**Thursday, June 23, 2016**

- 8:00 am - 9:45 am**      **“Environmental Issues”**
- Teresa M. Bakner, Partner  
Whiteman, Osterman & Hanna, LLP
- 9:45 am – 10:00**      **Break**
- 10:00 am – 12:00 pm**      **“Ethics and Civility in Economic Development”**
- Steven G. Leventhal, Esq., Partner  
Leventhal, Cursio, Mullaney & Blinkoff, LLP
- 12:00 pm – 1:00 pm**      **Lunch and Final Case Study Work**
- 1:00pm - 3:00pm**      **Case Study Presentations**
- 3:00 PM**      **GRADUATION**