

From: IEDC and American City & County <IEDC@pentonmediadirects.com>
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Subject: 3 Things You're Guaranteed to Appreciate About 2016 Economic Future Forum

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Tony,

What are you doing in mid-June? You're invited to join the International Economic Development Council (IEDC) in Tulsa, OK from June 12-14 for the [Economic Future Forum](#). You'll appreciate IEDC's high-quality conference programming and selection of choice cities around the U.S. to host our conferences.

Here are several reasons this conference will be worth your time:

First, IEDC has updated information on data standards for site selection. You may remember that IEDC developed a set of data standards in conjunction with the top site selectors in the country several years ago. Since that time, the way that site selectors and economic developers use data has changed dramatically due to new tools and improved access. In light of these changes, IEDC is revisiting the standards and how best to access data about communities like yours in collaboration with IEDC's Economic Development Research Partners (EDRP) and the Site Selection Guild. We will be providing economic developers with new guidance in Tulsa. In addition to distributing a copy of the executive summary of our research, a panel discussion guests include:

- **Mark J. James, CEcD**, Vice President, Economic & Business Development American Electric Power, Columbus, OH
- **Don C. Schjeldahl**, Principal, DSG Advisors, Kent, OH

- **Andrew H. Shapiro**, Managing Director, Biggins Lacy Shapiro & Co.
, Princeton, NJ

Second, we are discussing trends in selected industry clusters in and around Tulsa. As with all of IEDC's Economic Future Forums, we're looking at clusters in the host community as a way to provide lessons learned and best practices for you to compare with similar industries and their supply chains in your community. Clusters that will be highlighted are:

- Aviation and aerospace
- Healthcare
- Corporate Headquarters
- Intermodal transportation
- Innovations at the food-water-energy nexus

Expert speakers you'll hear from will include:

- **Angelos Angelou**, Founder and Principal Executive Officer, AngelouEconomics, Austin, TX
- **Fred Barnes**, Vice President of Operations, Macy's Tulsa/Owasso Fulfillment Center, Owasso, OK
- **Vann Cunningham**, BNSF Assistant Vice President (Ret.), Fort Worth, TX
- **Curtis Spencer**, President, IMS Worldwide Inc., Houston, TX
- **Mark M. Sweeney**, Senior Principal, McCallum Sweeney Consulting, Greenville, SC
- **Colby R. Tanner**, Asst. Vice President of Economic Development, BNSF Railway Company, Fort Worth, TX

A number of site selectors are attending this event in order to provide you with the latest information on how they're selecting communities based on the changing needs of industries. Their advice and insights are critical to helping you keep your community competitive.

Third -- the world's largest retailer -- Walmart will discuss their "Made in America" initiative. As you may know, Walmart has pledged to purchase approximately \$250 billion in products that support the creation of American jobs. We'll have **Joe Quinn**, who manages the initiative with us in Tulsa. Joe will give us all the details on Walmart's initiative, while a panel of manufacturers and economic development organizations will talk with conference attendees about how they have embarked on new, beneficial relationships with Walmart in their communities.

To the best of our knowledge, Walmart is still shopping for manufacturing suppliers, so this is a not-to-be-missed session. This session will be held on Monday from 3:30 - 5:00 p.m.

Plan to be with us in Tulsa for this exciting event. It's going to be an inspiring few days with great conference content, educational tours and opportunities to explore the city. Check out IEDC's topnotch speaker lineup and [full conference program](#). It's time to start [planning your trip to Tulsa](#)!

Start your trip to Tulsa the right way with this Economic Future Forum pre-conference training course:

Economic Development Credit Analysis

Date: June 8-10

Location: Tulsa, OK

- » [Agenda](#)
- » [Instructors](#)
- » [Certification](#)
- » [Accommodations/Training Location](#)
- » [Registration](#)

This hands-on course presents business financing tools and available private financing options, as well as how the public sector can complement bank financing. You will learn how to stimulate private sector investment that results in the creation of permanent, private sector jobs and increased productivity. Course participants will also 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.

Instructor:

Sheldon Bartel, CEcD

Vice President, Lending

National Development Council

The International Economic Development Council (IEDC) is a non-profit, non-partisan membership organization serving economic developers. With more than 4,700 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.

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