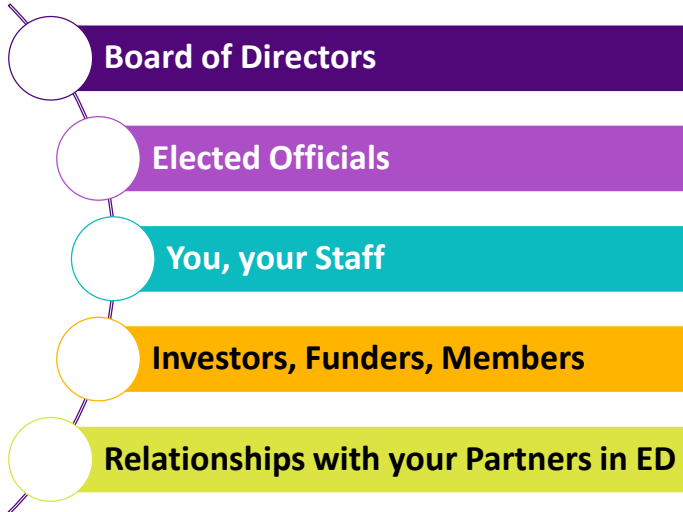


Setting up the conversation:

- What is keeping you up at night in any of these areas?



Managing an EDO: Strategic Relationships

A conversation with Kiley Miller
Featuring Debra Teufel, CEcD
Facilitated by Karla Organist, CEcD

Heartland
Economic Development Course



It's a Team Sport!

- Staff
- Board Members
- Elected Officials
- Local Partners
- Regional Partners
- State Partners
- Federal Partners
- Members/Investors



Let's Start with the Board

- Set Direction & Strategy
 - Ensure effective planning
 - Determine Mission and Purpose
 - Advocate for the organization and it's Mission!
- Ensure Resources
 - Hire executive staff
 - Ensure adequate financial resources
 - Build a competent board
- Provide Oversight
 - Support/evaluate executive staff
 - Financial oversight/asset protection
 - Monitor programs/services
 - Ensure legal and ethical integrity

Ten Primary Board Responsibilities



Building and Maintaining the Board

Consider your board...

- As a group
 - Balance (how do we engage a more diverse group of people?)
 - Navigating Membership Change (political, not enough interest, old boys club???)
 - Active or Passive – what do you want them to do – or not do?
 - Productive meetings – what is a productive meeting?
 - Committees?
- As individuals
 - Obituary/Resume Builders?
 - Chemistry & Personalities



What is your board chemistry?
www.16personalities.com
www.tonyrobbins.com/disc/



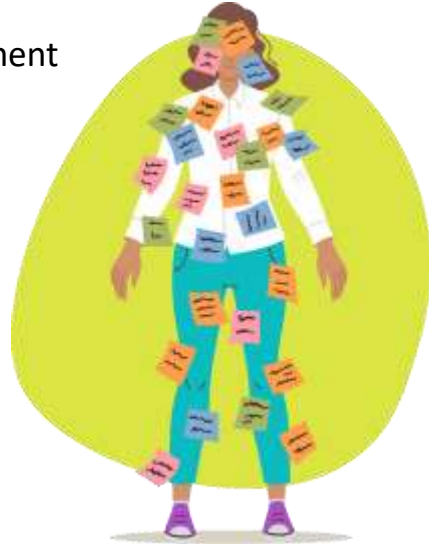
Government Officials

- Elected representatives
 - Local
 - State
 - Federal
- Departments
 - Administrators
 - Planning & Zoning
 - Utilities
 - Assessor
 - GIS
 - Roads/Water/Sewer



You and your Staff

- Continuous learning/professional development
- Effective – not just busy
- Requires courage
- Requires a thick skin!
- Work smarter, not harder (tools!)
- Ongoing team-building



Members/Investors

Their Contributions

- Funding
- Services
- Time & Talents

Their Expectations

- For their business?
- For the community?



Local, Regional & State Partners

- Other developers, regional development partnerships
- State Agencies
- Utilities
- Colleges/Workforce
- Councils of Governments (Planning Commissions)
- Other:
 - Chambers
 - Tourism
 - ??



Just a Snapshot of the Key Players in Economic Development



Thank You

A conversation with Kiley Miller
Featuring Debra Teufel, CEcD
Facilitated by Karla Organist, CEcD

