

@TexasEDC  
#TEDC23



# 20 MID-YEAR 23 CONFERENCE

*June 21-23*

Marriott Watters Creek Hotel  
& Convention Center  
ALLEN, TX





20  
23

MID-YEAR  
CONFERENCE



@TexasEDC #TEDC23

## Event Sponsors

### Reception Sponsor



### Breakfast Sponsor



### Networking Break Sponsors



### Coffee Break Sponsors



### Golf Tournament Sponsors



### Community Sponsors

Bonham Economic Development Corporation  
Bridgeport Economic Development Corporation  
City of Carrollton  
Decatur Economic Development Corporation  
Denison Development Alliance  
Gainesville Economic Development Corporation

Lindale Economic Development Corporation  
Little Elm Economic Development Corporation  
McKinney Community Development Corporation  
Mount Pleasant Economic Development Corporation  
City of Rowlett  
TNP, Inc.  
Tomball Economic Development Corporation

### Exhibitors





20  
23

MID-YEAR  
CONFERENCE



@TexasEDC #TEDC23

## 2022-2023 Annual Sponsors

*Diamond Sponsor*



*Platinum Sponsors*



*Gold Sponsors*



*Silver Sponsors*



*Bronze Sponsors*





*Wednesday* June 21st

7:15 AM	<b>TEDC Golf Tournament</b> at Twin Creeks Golf Club [separate registration required] Sponsored by: <b>TGB Group and Oncor</b>	
11:00 AM-5:30 PM	<b>Exhibitors Open</b>	<i>The Porch</i>
12:15-1:00 PM	<b>Community Economic Development Award Committee</b> [CEDA Committee Members only] <b>Education Committee</b> [Open to All] <b>PAC Committee</b> [Open to All]	<i>The Incubator</i>  <i>The Catalyst</i> <i>The Generator</i>
1:15-1:30 PM	<b>Welcome and Opening Remarks</b> <b>Ray Dunlap</b> , President, Terrell Economic Development Corporation and TEDC 2023 Board Chair	<i>Starlight Ballroom I -II</i>
1:30-2:30 PM	<b>The Future of Texas is in Our Public Schools</b> Moderator: <b>John Zakian</b> , CECD, SVP of Program Development, GrantWorks Panelists: <b>Missy Bender</b> , Trustee in Residence and Regional Director of Advocacy; <b>Bob Popinski</b> , Senior Director of Policy, Raise Your Hand Texas  Learn how public education policy impacts the future of Texas' workforce, the role that Raise Your Hand Texas plays in influencing that policy, and specific examples of engaging the business community in that effort.	<i>Starlight Ballroom I -II</i>
2:30-3:30 PM	<b>What You Should Know About Working With Foreign Investors</b> <b>Donald Lichay</b> , Assistant Special Agent in Charge, FBI-Dallas  International partnerships are key to economic growth and development in today's world. Those partnerships do require some due diligence before moving forward. The FBI will be discussing their knowledge and capabilities to better inform decision makers on potential risks for certain investments by foreign entities. The FBI will also highlight ways that law enforcement and the private sector can better work with each other to address this growing area of concern.	<i>Starlight Ballroom I -II</i>
3:30-4:00 PM	<b>Networking Break</b> Sponsored by: <b>Greenville Economic Development Corporation, Oncor,</b> <b>Wylie Economic Development Corporation</b>	<i>The Porch</i>
4:00-5:00 PM	<b>Texas Economic Development &amp; Tourism: Program Changes &amp; Updates</b> <b>Adriana Cruz</b> , Executive Director; <b>Larry McManus</b> , Director-Business & Community Development; <b>Will Jackson</b> , Finance Specialist, Office of the Governor-Economic Development & Tourism  The panel will provide an update on changes to state economic development programs as a result of the 88th Legislative Session.	<i>Starlight Ballroom I -II</i>
5:00-5:30 PM	<b>Team Texas Update</b>	<i>Starlight Ballroom I -II</i>



*Thursday* June 22nd

- |                 |  |                          |
|-----------------|--|--------------------------|
| 7:00-8:00 AM    | <b>Breakfast and Networking</b><br>Sponsored by: <b>Allen Economic Development Corporation</b>   | Starlight Ballroom III   |
| 7:30 AM-6:30 PM | <b>Exhibits Open</b>   | The Porch                |
| 8:00-9:00 AM    | <b>The State of Texas Workforce</b><br><b>Gabriel "Mike" Guzman</b> , Manager, Economic Analysis Unit, Texas Workforce Commission<br><br>A highly engaging presentation on labor market and industry trends in Texas based on data and facts. This presentation will also highlight various labor market tools and resources at the state and local level that could be of value to the local economic development professional in Texas.  | Starlight Ballroom I -II |
| 9:00-9:30 AM    | <b>2023 Workforce Excellence Award Recognition</b>   | Starlight Ballroom I -II |
| 9:30-9:45 AM    | <b>Coffee Break</b><br>Sponsored by: <b>The Colony Economic Development Corporation</b>  | The Porch                |
| 9:45-10:45 AM   | <b>Creating Big Opportunities for Small Towns</b><br><b>David Thornell</b> , Founder, Small Town Solutions Consulting<br><br>Take a look at your community from the viewpoint of those you are trying to attract. What impresses? What distresses? What can you do to promote the good and fix the bad? PLENTY. The desire to transform your small town for the better is already in your heart and head, but it takes action and a team effort to implement a shared vision. Thornell will share from his book, <i>Small Town Solutions</i> , what success looks like taken from decades of working on the front lines of rural community and economic development. Find out what makes small towns special (and what big towns may also want to try), to rise above the familiar in order to reach their untapped potential. | Starlight Ballroom I -II |
| 10:45-11:45 AM  | <b>Bond Financing for Type A &amp; B Sales Tax Corporations</b><br><b>Jason Hughes</b> , Managing Director, Hilltop Securities; <b>George Williford</b> , Regional Managing Director, Hilltop Securities<br><br>The presentation will cover specific items related to the issuance of sales tax revenue bonds by Type A and Type B corporations. Included in the overview is the statutory authority of sales tax corporations to issue debt, methods of selling debt, types of bonds that may be issued, and the professionals involved in a sales tax revenue bond issuance. The presentation will also cover credit aspects of sales tax revenue bonds and how bonding capacity for a sales tax corporation is determined.  | Starlight Ballroom I -II |
| 11:45-1:15 PM   | Lunch on your own  |                          |



## Thursday June 22nd

1:15-2:15 PM

### **Moving from Coordination to Integration: A Labor Market Approach**

Starlight Ballroom I -II

**Richard Froeschle**, Senior Labor Market Economist, Texas State Technical College

Economic development is a group activity. All regional stakeholders benefit when they can align their resources and initiatives not siloed but within an integrated, market-driven, economic framework. This session covers some key economic trends in the Texas economy and promotes the concept of enhanced collaboration among education, workforce and economic development partners around a common understanding of how regional labor markets can and do evolve.

2:15-3:15 PM

### **FAME: An Industry Workforce Solution that Drives Economic Development**

Starlight Ballroom I -II

Moderator: **Pooja Tripathi**, Director of Workforce Initiatives, The Manufacturing Institute

Panelists: **Leslie Cantu**, Assistant Vice President of Administration, Toyotetsu; **Mike Crowley**, Director of Industry and Workforce Development, New Braunfels Economic Development Corporation; **Joshua Schneuker**, Executive Director, Seguin Economic Development Corporation

The Federation for Advanced Manufacturing Education (FAME) model was created by a manufacturer to develop global-best advanced manufacturing technicians in an earn-while-you-learn program with built-in leadership development. FAME is so successful among manufacturers that it is becoming a strategic economic development tool. Join us to learn more about this initiative and how employers and economic developers have utilized FAME to strengthen their communities right here in Texas.

3:15-3:45 PM

### **Networking Break**

The Porch

Sponsored by: **Dallas Regional Chamber, TiP Strategies**

3:45-4:45 PM

### **Workforce ReStated**

Starlight Ballroom I -II

Moderator: **Amy Madison**, CECD, EDPF, Executive Director, Pflugerville Community Development Corporation

Panelists: **Tamara Atkinson**, CEO, Workforce Solutions Capital Area; **Ed Latson**, Executive Director, Austin Regional Manufacturers Association; **Tom Stellman**, CEO, TiP Strategies

The panel will share highlights of national and regional trends impacting workforce availability, share best practices on how local economic development and training organizations can effectively work together to help deliver a skilled workforce, and offer practical solutions for how local employers can enhance their workforce development efforts. Additionally, the panel will discuss a recent study conducted by the Texas Workforce Commission to enhance programming and services statewide for workforce and economic development practitioners.

5:00-6:30 PM

### **Networking Reception**

The Porch and Patio

Sponsored by: **Arlington Economic Development Corporation**



*Friday* June 23rd

7:00–8:00 AM	<b>Breakfast and Networking</b>	<i>Starlight Ballroom III</i>
7:30–10:00 AM	<b>Exhibits Open</b>	<i>The Porch</i>
8:00–8:45 AM	<b>Community Economic Development Award Success Stories</b> Moderator: <b>Scott Livingston</b> , CECD, Director of Economic Development, League City Economic Development Corporation and 2023 CEDA Committee Chair Panelists: <b>Marcos Delgado</b> , Executive Vice President, Borderplex Alliance; <b>Kent Sharp</b> , President, Sherman Economic Development Corporation; <b>Rayna Teicheira</b> , Economic Development Director, City of Navasota  Join recent past recipients of the TEDC's Community Economic Development Award as they provide insight into their award-winning projects.	<i>Starlight Ballroom I –II</i>
8:45–9:00 AM	<b>Coffee Break</b> Sponsored by: <b>Taylor Economic Development Corporation</b>	<i>The Porch</i>
9:00–9:45 AM	<b>Regional Economic Update</b> <b>Jason Saving</b> , Senior Economist and Director, Community Development & Research Studies, Federal Reserve Bank of Dallas  In this presentation, Jason Saving, Senior Economist with the Federal Reserve Bank of Dallas, will provide an overview and highlights of the Texas economy, including economic indicators, trends and analysis.	<i>Starlight Ballroom I –II</i>
9:45–10:45 AM	<b>Texas Legislative Session Update</b> Moderator: <b>Ray Dunlap</b> , TEDC 2023 Board Chair and President, Terrell EDC Panelists: <b>Stewart McGregor</b> , TEDC Legislative Committee Chair and Executive Director, Kaufman EDC; <b>Carlton Schwab</b> , President & CEO, Texas Economic Development Council; <b>Robert Wood</b> , Senior Advisor, McGuire Woods Consulting	<i>Starlight Ballroom I –II</i>
10:50–11:50 AM	<b>TEDC Board of Director's Meeting</b> [Open to All]	<i>Starlight Ballroom III</i>

INTERNATIONAL  
ECONOMIC DEVELOPMENT  
COUNCIL*The Power of Knowledge and Leadership*

This event is recognized by the International Economic Development Council (IEDC) as a professional development training that counts toward the recertification of Certified Economic Developers (CEd).



*Save The Date*

*2023*  
**ANNUAL  
CONFERENCE**

**OCTOBER 11-13**

JW MARRIOTT HOTEL (GALLERIA)

**HOUSTON, TX**