

**Basic Economic Development Course
Schedule
November 10-13, 2026
Hilton San Antonio – Brooks Hotel
7610 South New Braunfels Ave.
San Antonio, TX 78235**

Tuesday, November 10	Wednesday, Nov. 11	Thursday, November 12	Friday, November 13
8:00 – 8:30 a.m. Registration	7:30 – 8:00 a.m. Breakfast Provided – Classroom	7:30 – 8:00 a.m. Breakfast Provided – Classroom	7:30 – 8:00 a.m. Breakfast Provided – Classroom
8:30 – 9:45 a.m. Welcome / Orientation <i>Pat Jamison & Natalie Ruiz</i>	8:00 – 10:00 a.m. Business Attraction & Marketing <i>Mark Thomas</i>	8:00 – 10:00 a.m. Business Finance & Capital Market Programs <i>Russell Gallahan</i>	8:00 – 10:00 a.m. Managing EDO'S <i>Scott Martinez, Tom Long & Fred Welch</i>
9:45 – 10:00 a.m. Break	10:00 – 10:15 a.m. Break	10:00 – 10:15 a.m. Break	10:00 – 10:15 a.m. Break
10:00 – 11:30 a.m. Introduction to Economic Development <i>Alysia Cook</i>	10:15 – 12:15 p.m. Business Retention & Expansion <i>Madison Clark</i>	10:15 – 12:15 p.m. Workforce Development <i>Crosby Brito</i>	10:15 – 11:00 a.m. Retail & Economic Development <i>Aaron Farmer</i>
			11:15 – 12:00 ED Trends - Discussion <i>Tom Stellman</i>
			12:00 – 12:45 p.m. Course Evaluation, Graduation and Closing
Lunch on your own daily			
11:30 – 12:45 P.M.	12:15 – 1:30 P.M.	12:15 – 1:30 P.M.	Home Sweet Home!
12:45 – 2:45 p.m. Community Development <i>Alysia Cook</i>	1:30 – 3:30 p.m. Real Estate Dev & Reuse <i>Eric Davis & Bob Springer</i>	1:30 – 3:30 p.m. Strategic Planning <i>Mary Ann Moon</i>	
2:45 – 3:00 p.m. Break	3:30 – 3:45 p.m. Break	3:30 – 3:45 p.m. Break	
3:00 – 5:00 p.m. Analyze & Profile a Community <i>John Karras</i>	3:45 – 5:45 p.m. Entrepreneur & Small Business Development <i>David Summers</i>	3:45 – 5:45 p.m. Ethics & Economic Development <i>Mary Ann Moon & Jay Moon</i>	
6:30 p.m. <i>Dinner on your own or group for those interested in eating together</i>	6:30 – 8:00 p.m. <i>Networking Reception – TBD</i>	6:30 p.m. <i>Dinner on your own or group for those interested in eating together</i>	