



THE UNIVERSITY OF
SOUTHERN MISSISSIPPI



About the program

Economic development is a team sport that includes elected officials, bankers, planners, real estate professionals, economic developers, and many others. All stakeholders learn valuable skills through this course. Attendees interact with economic development experts across Mississippi, Louisiana, Alabama, Tennessee, and Texas. Carlos Brown, Vice President, Commercial Lender at Priority One Bank, recently attended True South, and [here is a video](#) describing why he found the course valuable.

Course Topics

Managing an Economic Development Organization
Ethics in Economic Development
Business Retention and Expansion
Workforce Development
Entrepreneurship and Small Business Development
Marketing and Attraction
Strategic Planning
Real Estate Development
Economic Development Finance
Community Development

Full Agenda



Registration

This is an introductory course exposing participants to the fundamentals and practice of creating jobs, increasing wealth, improving the tax base, and enhancing a community's quality of life, and the first step in pursuing professional certification.

The registration fee covers course materials, instruction, selected meals, and refreshment breaks. It does not cover hotel and other travel expenses.

Early Bird \$600
Regular \$650*

*A discount is available for multiple applicants within the same organization.

Scholarships

Generous sponsors have funded a number of scholarships for particular categories of individuals who would benefit from this course. These include:

- Ron Swager Scholarship for deserving new economic development practitioners
- Mississippi Power Chuck Ueltschey Scholarship for elected officials in the Mississippi Power region

IEDC recognizes this Basic Economic Development Course as an equivalent introductory course in preparation for the certification (CECd) exam.

The Mississippi Municipal League allows its members to take the course to receive 4 CMO credits.

Register Now-Credit Card

Should you have any questions, contact
Tasha May at 601-266-5507 or
Tasha.May@usm.edu.

Register Now-Check

Apply Now for a Scholarship

Visit our Website

Conference Center

The University of Southern Mississippi
Trent Lott National Center for
Economic Development and Entrepreneurship
Hattiesburg, MS 39406

Directions

Host Hotel

Hotel Indigo
103 South 30th Avenue
Hattiesburg, MS 39401

Reserve your room today