



TN Managing Economic Development Course
Hilton Garden Inn Jackson
March 16-17, 2022

Wednesday, March 16

- 9:30-10:00 Registration & Check-in
- 10:00-10:15 Welcome & Introductions
Kim Denton, CEcD, UT Center for Industrial Services
Kathy Price, CEcD, Kathy Price Consulting
- 10:15-12:15 Emotional Intelligence
Trent Clagg, CMFO, UT Naifeh Center for Effective Leadership
- 12:15-1:15 Lunch on site
- 1:15-2:45 Organizational Culture & Values in an Environment of Change/
Managing Conflict & Building the Organizational Team **Kathy Price**
- 2:45-3:00 Break
- 3:00-4:00 Building Personal & Organizational Leadership Skills **Kathy Price**
- 4:00-5:15 Practical & Effective Approaches to Engaging Boards & Stakeholders
Moderator: **Mandy White, Chief Economic Development Officer, Jackson Chamber**
- Kingsley Brock, Director**
Gibson County Economic Development
- Lindsay Frilling, CEcD, CEO**
Obion County Joint EDC
- Susan Hadley Maynor, VP Economic Development**
Greater Memphis Chamber
- 5:15 Wrap-up & Adjourn
- 6:15 Optional Dinner Gathering



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Thursday, March 17

- 7:30-8:00 Breakfast on site
- 8:00-9:00 Day 1 Recap/
Project Management for Continuous Performance Improvement **Kathy Price**
- 9:00-10:00 Strategic Planning for Economic Development
Dr. Dave Kolzow, Team Kolzow
- 10:00-10:15 Break
- 10:15-11:15 Measuring Personal & Organization Performance **Dr. Dave Kolzow**
- 11:15-12:30 Media & Stakeholder Relations
Sharon Younger, PhD, Younger Associates
Jessica Jaglois, University of Memphis
- 12:30 Evaluation Forms/ Certificates/ Adjourn



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