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I N S T I T U T E

## The Ohio Economic Development Institute / 2024 Core Course Offerings

The Ohio Economic Development Institute (OEDI) Core Courses cover the essential skills for a successful economic developer and organization. Experienced practitioners teach courses. Through team activities and opportunities to dialogue with a wide range of local, regional, and state partners, stakeholders, and best-in-class economic developers, participants will identify the correct contacts for successful economic development, grow their professional network, and make essential connections with leaders of the profession. OEDI courses offer a forum for economic development professionals to share information and build relationships with the industry's best. Core Courses are developed with JobsOhio and Ohio University Voinovich School of Leadership and Public Affairs. Core Courses are taught at the Ohio University campus in Dublin, Ohio.

### ***Business Retention and Expansion***

***May 9 – 10, 2024***

Participants will gain a strong understanding of how to create, implement and manage a new BRE program as well as how to refine and enhance an existing one to keep pace with business and industry changes that inform BRE strategies. This includes connecting companies to vital resources within the community and at the state level, leveraging JobsOhio sector team efforts, and collaborating with nearby communities.

### ***Economic Development Finance and Incentives***

***June 13 – 14, 2024***

Participants will gain a strong understanding of the both the public and private sector finance and incentive programs that are used to structure deals. They'll also benefit from deep dives into Ohio projects through case studies from all around the state. Participants will have the opportunity to learn in depth about both public and private sector programs including JobsOhio, Bonds and tax increment financing, New Markets Tax Credits, Opportunity Zones, CRA and Enterprise Zones, and more.

### ***Workforce and Talent Acquisition***

***October 16 - 17, 2024***

***NEW DATES***

Through the lens of Ohio's workforce and talent programs, participants will develop a comprehensive understanding of the workforce needs of communities and employers, as well as how to effectively meet their needs. . Participants will understand how to work with both employers and workforce professionals in developing programs that meet employer needs. They will also develop a working knowledge of the various JobsOhio, state and federal workforce programs.

### ***Real Estate Development***

***November 14 - 15, 2024***

***NEW DATE***

Participants will learn about the stages in real estate development, from the earliest stages of due diligence to occupancy and property management. Participants will gain knowledge to determine project feasibility, finance real estate development and redevelopment, and recognize and overcome the challenges to advancing a new development in their community. Case studies in successfully completing complex real estate development projects will be offered.

### ***Site Selection / Site Development***

***December 5 – 6, 2024***

Through the lens of JobsOhio's site selection program and the SiteOhio site certification program, participants will develop a comprehensive understanding of site selection in Ohio; including how to remain competitive throughout the process, what is required to develop and market sites, work with site selectors and consultants, host a successful site visit and develop a working knowledge of the infrastructure components to work with partners including contractors, engineers, utilities, and land planners.

OEDI Core Courses serve as the pathway for the Ohio Certified Economic Developer (OhioCED) credential. Credit is also available for IEDC and APA. Multiple-course and early bird discounts are available for all courses. For additional information, contact Mark Barbash at [mbarbash@ohioeda.com](mailto:mbarbash@ohioeda.com).

*Information about all OEDA Training Opportunities can be found at [www.ohioeda.com/events](http://www.ohioeda.com/events)*

