

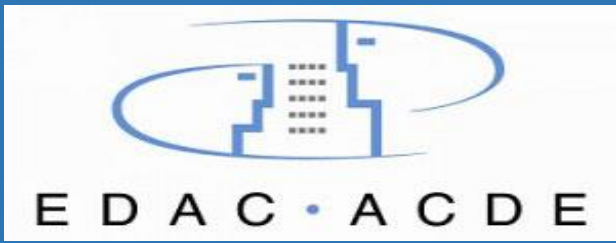
# The Economic Development Profession – Champions, Challenges and Practices

2018 EDAC Annual Conference

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EDAC Past President





# Today's Discussion Topics:

- Champions, Challenges and Practices – Today's Important Societal POV
- Building Champions – Is it Winners versus Losers or Win-Win-Win?
- Taking on Challenges – is it an Opportunity or a Burden?
- How we can Evolve the Practice and Profession to Meet Current and Future Needs?
- EDAC as a Champion, Challenge Mentor and Practice Advocate
- Feedback and Discussion

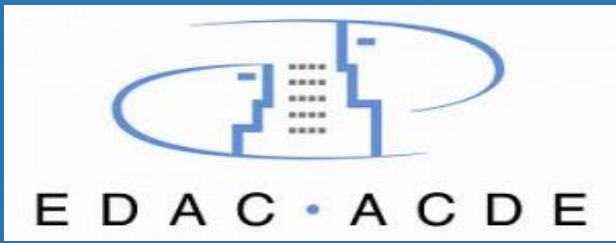




# Champions, Challenges and Practices – Today's Important Societal POV

- Champions – Do you Consider Your Role as an Economic Development Practitioner as Being a Champion?
- Advocate/Facilitator/Translator
- Does our View of our Self Meet What is Actually Our Role?
- How do You Establish Relationships of Trust in a Political Environment?
- Do you Cultivate a Network of Trusted Advocates – Even Some on Issues You Don't Advocate?
- Where Does Your Community Get its News?





# Building Champions – Is It Winners vs Losers or Win-Win-Win?

- Is it Winners vs Losers For You?
- Is the Concept of Win-Win-Win Still Valid?
- Are There Projects we Deal With Today That We Would Not Have Touched 5 Years Ago?
- Do Economic Development Practitioners Always Have to Be Right?
- How Do You Use Your Professional “Spidy Sense” to Solve Issues?





# How Can We Evolve the Practice and Profession to Meet Current/Future Needs?

- Economic Development Practitioners are Viewed as Problem Re-Solvers
- We May be Good Communicators – But We are Better Listeners
- We Build Successful “Relationships of Trust”
- We Can Engage and Translate Complex Technical Projects in Layman’s Terms
- We are Commonly Seen As Ethical Professionals and Have Good Judgement

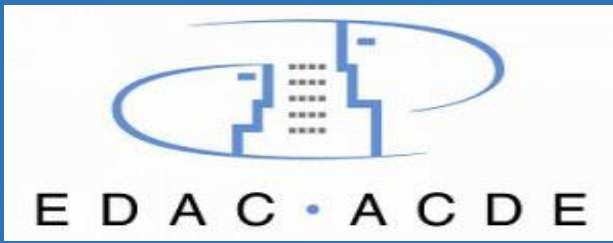




# EDAC as a Champion, Challenge Mentor and Practice Advocate

- Champions Across Communities and Countries
- Professional Accreditation – Ec.D. (F)
- 1000 Person Network in Canada and 5,000 in the USA Through IEDC
- We Build and Support Champions and Leaders
- We Can Demonstrate Success Even in Crisis and Political and Societal Change
- We Have 50 Years of Demonstrated Success





# Feedback and Discussion

- Wanted to Challenge Some Stereotypes and Myths
- Economic Development Profession is a Noble Public Service
- We Have Worked Hard to Partner with Regional, Provincial, USA and Australian Counterparts

