

## CHANCELLOR'S CERTIFICATE

Earn a noncredit UMSL Chancellor's Certificate in Fundamentals of Economic Development by completing six of seven modules. You may sign up for the entire course or for individual modules.

## INSTRUCTORS

Course instructors are senior economic development professionals working in Missouri and Illinois, representing nonprofit, public, and private perspectives.

## SCHEDULE

Modules are held Wednesdays from 6–9 p.m. and include lecture and discussion. You may sign up for the entire course or for individual modules.

## LOCATION

Modules will be conducted live and in person. This is not a hybrid course. Unless otherwise noted, instruction will take place at UMSL at Grand Center, 3651 Olive Street, St. Louis, MO, 63108. One module will be held at 4069 Lincoln Ave, St. Louis, MO.

## TO REGISTER

[umsl.edu/go/ecodev](https://umsl.edu/go/ecodev)

(314) 516-8419

## PARTNERSHIP

This fundamentals course is offered by the UMSL Public Policy Administration Program and the Urban Land Institute—St. Louis.

University of Missouri—St. Louis  
Public Policy Administration Program  
1 University Boulevard  
St. Louis, MO 63121-4400

# Fundamentals of Economic Development

# Economic Development

This introductory program is designed for:

- Public sector economic development commissioners and staff
- Special taxing district commissioners and staff
- Elected officials
- Community Development Corporation board members and staff
- Private sector specialists
- Citizens and students interested in economic/community development

**ECONOMIC DEVELOPMENT** is key to regional success. This Chancellor's Certificate program, **Fundamentals of Economic Development**, covers introductory economic and community development concepts and tools to attract, assess, and support development and redevelopment opportunities in our communities. Course modules will lead participants through the steps necessary to develop and implement economic development plans and projects.

March—May 2026



# Fundamentals of Economic Development

## March–May 2026

### Module 1: Economic Development—A Public Perspective MAR 25

Learn about the role of local government in economic development and discuss the necessary conditions to foster a successful business climate. Consider the many facets of economic development and how they relate to different sectors and stakeholders.

Instructors: **Amy Hamilton**, City Manager, City of Richmond Heights, MO  
**Julianne Stone**, Adjunct Faculty, UMSL Public Policy Administration

### Module 2: The Role of Economic Development in Growing Cities APR 1

Economic Development today focuses on building communities where people want to live, work, and spend time. In order to remain viable, today's municipalities need to ensure continued economic growth that supports citizens expectations.

Instructors: **Patrick McKeehan**, Director of Economic Development, City of O'Fallon, MO  
**Brian Pratt**, Principal, AHM Group, LLC/Managing Director, BallastCRE

### Module 3: Municipal & Statewide Economic Development Planning and Business Attraction APR 8

How do cities plan for economic development? Do municipal economic development plans, regulations, and marketing support business attraction efforts and align with what companies are looking for and residents want?

Instructors: **David Leezer**, Interim City Manager/Economic Development Director, City of Hazelwood, MO  
**Cara Weber**, Vice President, Business Recruitment, Missouri Partnership

### Module 4: Regional Assets: Driving Economic Development APR 15

Join our panel of experts to explore how transportation and intergovernmental collaboration at the regional, state and national levels impacts economic development.

Panelists: **Mary Lamie**, Executive Vice President, Multi-Modal Enterprises, Bi-State Development  
**Tom Blair**, St. Louis District Engineer, MoDOT  
**John Nations**, Managing Member, Doester, Nations, Ullom and Boyle LLC

### Module 5: Where the Rubber Meets the Road—Understanding the Developer's Perspective APR 22

The plan is in place. What's next? Understand the basics of the development process and the numbers that make the deal work, including the language of developers and contractors and the expectations of those with whom you are doing business.

Instructor: **John Langa**, Vice President, Economic Development, Bi-State Development

### Module 6: Community Development from the Ground Up: Rebuilding the Legacy APR 29

Field Trip: Tour and learn about community and economic development efforts in The Ville, an historic black neighborhood, supported by public and nonprofit community based efforts to safeguard the neighborhood's legacy and catalyze preservation through tourism, art and economic development.

Instructor: **Aaron Williams**, Board Member, Northside Community Housing & Founder, 4theVille  
Location: **Northside Community Housing Inc.**, 4069 Lincoln Ave., St. Louis, MO

### Module 7: The Intersection of Community Development and Economic Development MAY 6

Explore the connections between community development and economic development. Discuss the importance of place-making, infrastructure, and comprehensive planning for attracting residents, workers, and businesses. Understand the role of community-based financial organizations in empowering neighborhood economic development.

Instructor: **Matt Wetli**, Principal, Development Strategies  
**Paul Woodruff**, Vice President of Community Development, St. Louis Community Credit Union

*For those who register for the entire session, cancellations received five business days prior to the first date of the program will be refunded, less a \$25 processing fee. For those who register for individual modules, cancellations received five business days prior to the date of the module that you wish to cancel will be refunded, less a \$25 processing fee. Unless you cancel as per the guidelines noted above, even if you do not attend class, you will be billed for the registration fee once you register. For those registering for the entire session, if payment is not received at least two days before the first class, we reserve the right to cancel your registration. For those registering for individual modules, if payment is not received at least two days before the module date, we reserve the right to cancel your registration.*

## Registration

○ Fundamentals of Economic Development  
 Wednesdays, March 25–May 6, 2026, 6:00-9:00 p.m.

- Module 1: Economic Development: A Public Perspective—March 25
- Module 2: The Role of Economic Development in Growing Cities—April 1
- Module 3: Municipal & Statewide Economic Development Planning and Business Attraction—April 8
- Module 4: Regional Transportation Assets: Driving Economic Development—April 15
- Module 5: Where the Rubber Meets the Road: Understanding the Developer's Perspective—April 22
- Module 6: Community Development from the Ground Up: Rebuilding the Legacy—April 29
- Module 7: The Intersection of Community Development and Economic Development—May 6

\$450 for 7 modules/\$75 per module

REGISTER ONLINE: [umsl.edu/go/ecodev](https://umsl.edu/go/ecodev)

*(credit card payment or invoice option available)*

QUESTIONS: Call (314) 516-5353

REGISTER BY MAIL: Detach entire panel and mail to  
 MIMH Professional Training  
 attn: UMSL Economic Development Certificate  
 8225 Florissant Road, Suite 9  
 St. Louis, MO 63112

REGISTER BY PHONE: Call (314) 516-8419  
 Charge card or P.O. information must be provided.

Name

Address

City, State, ZIP

Phone: Day  Evening

Email

Jurisdiction/Employer

Title

Entire course (\$450) = \$   Pay by check. *Make checks payable to the University of Missouri-St. Louis*  
 Individual modules (x\$75) = \$   P.O. provided  
 Total = \$   Bill me

BILLING ADDRESS IF DIFFERENT THAN ABOVE.

Address

City, State, ZIP