

# National Development Council Training Opportunity

## Economic Development Finance Professional Certification Program

### Build Capacity with NDC's Three-Course Professional Certification

Missouri Small Business and Technology Development Center (SBTDC) is bringing the National Development Council's Economic Development Finance Professional (EDFP) Certification Program to Missouri! This three-course program is a rigorous and comprehensive training series designed solely for economic development practitioners. Participants learn the tools and techniques of the trade to build the capacity they need to successfully create jobs and translate economic development opportunities into results for their communities. Topics include business credit analysis, loan packaging, user business finance, negotiating, problem solving, deal structuring and more!

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#### Schedule of Courses

##### ED101 - Economic Development Finance

Explores economic development activities as part of a community's overall economic development finance strategy and investigates the financing resources available for job creation projects.

March 19-23, 2012

##### ED201 - Business Credit Analysis

The credit analysis and underwriting procedures of commercial lenders are tailored to the unique concerns of economic development lenders. Participants spread and analyze the financial statements of numerous actual companies and use economic development finance programs to structure fixed asset and permanent working capital financing packages.

Sept or Oct 2012

##### ED300 - The Art of Deal Structuring

Participants apply a process for solving problems in order to overcome the myriad obstacles to the successful structuring of business finance. The emphasis of this course is casework.

Feb 2013 or March 2013

### Course Information

#### Location

TBD

#### Registration

Submit your registration to:

#### Tuition

TBD

#### Course Sponsor/Contact

Brian Kincaid  
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Development Center  
Missouri State University  
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**NATIONAL DEVELOPMENT COUNCIL**  
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