



IEDC2020 LEADERSHIP SUMMIT

SOCIAL IMPACT: ALIGNING INCLUSION WITH GROWTH
TAMPA, FLORIDA
FEBRUARY 9-11, 2020

Emerging Leaders Roundtable

Jenny Mizutowicz, CEcD
Clint Nessmith



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Facilitators



Clint Nessmith
Principal, Resource Development
Group



Jenny Mizutowicz, CEcD
Manager of Economic
Development Initiatives, UT Dallas



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Poll #1

Visit the following link in your smartphone browser:
www.wooclap.com/INTQUN



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Succession Planning Checklist

- Start early
- Develop a plan with the president/CEO, even if informal
- Proactively seek out opportunities to take the lead
 - Board meetings
 - Public speaking
 - Media interactions
 - Blogs
- Be an active participant in meetings with partners and investors
- Identify mentors
- Be a good listener



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Poll #2

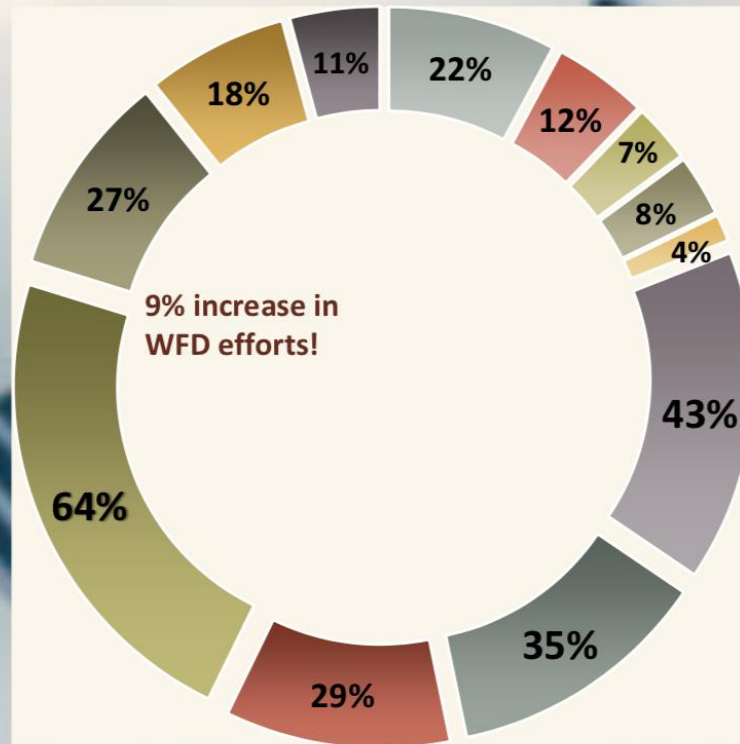
Visit the following link in your smartphone browser:
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IEDC State of the Industry Results

In 2018 did your organization increase efforts in the following areas:



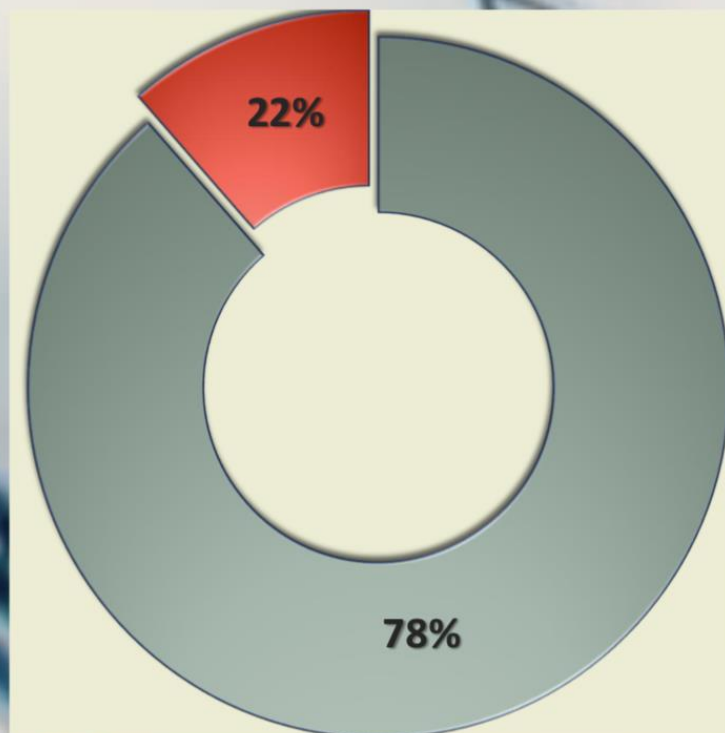
- Foreign Direct Investment
- Sustainability
- Export Development
- Disaster Planning/Resiliency
- Reshoring Efforts
- Entrepreneurship
- Infrastructure Upgrades
- Measuring Performance
- Workforce Development
- Leadership Development
- Economic Inclusion
- Other (please specify)



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IEDC State of the Industry Results

Have you entered into partnerships or combined resources with other community stakeholders to enhance ED efforts?



■ Yes ■ No

An improvement from 50% that were partnering with others in 2014



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IEDC State of the Industry Results



Greatest Challenge to ED in 2018



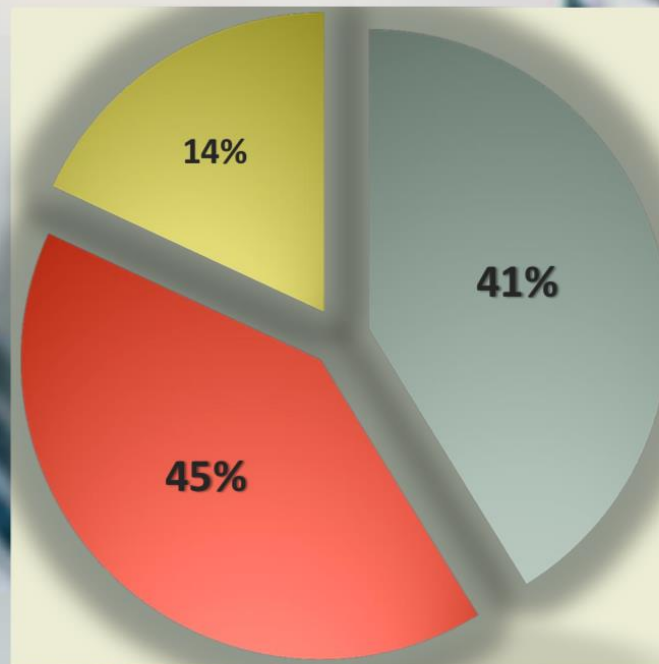
- Over 2018, IEDC surveys have shown that the greatest challenge to EDOs has been **finding qualified talent**, impacting 80% of IEDC members
 - The labor/talent issue has grown exponentially since 2010, when 14% of EDOs listed it as a challenge
- Lack of affordable housing stymies talent attraction
- Scrutiny over ED & uncertainty over Federal policies are also prime concerns to EDOs



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IEDC State of the Industry Results

To what degree are equity and economic opportunity a concern for your EDO?



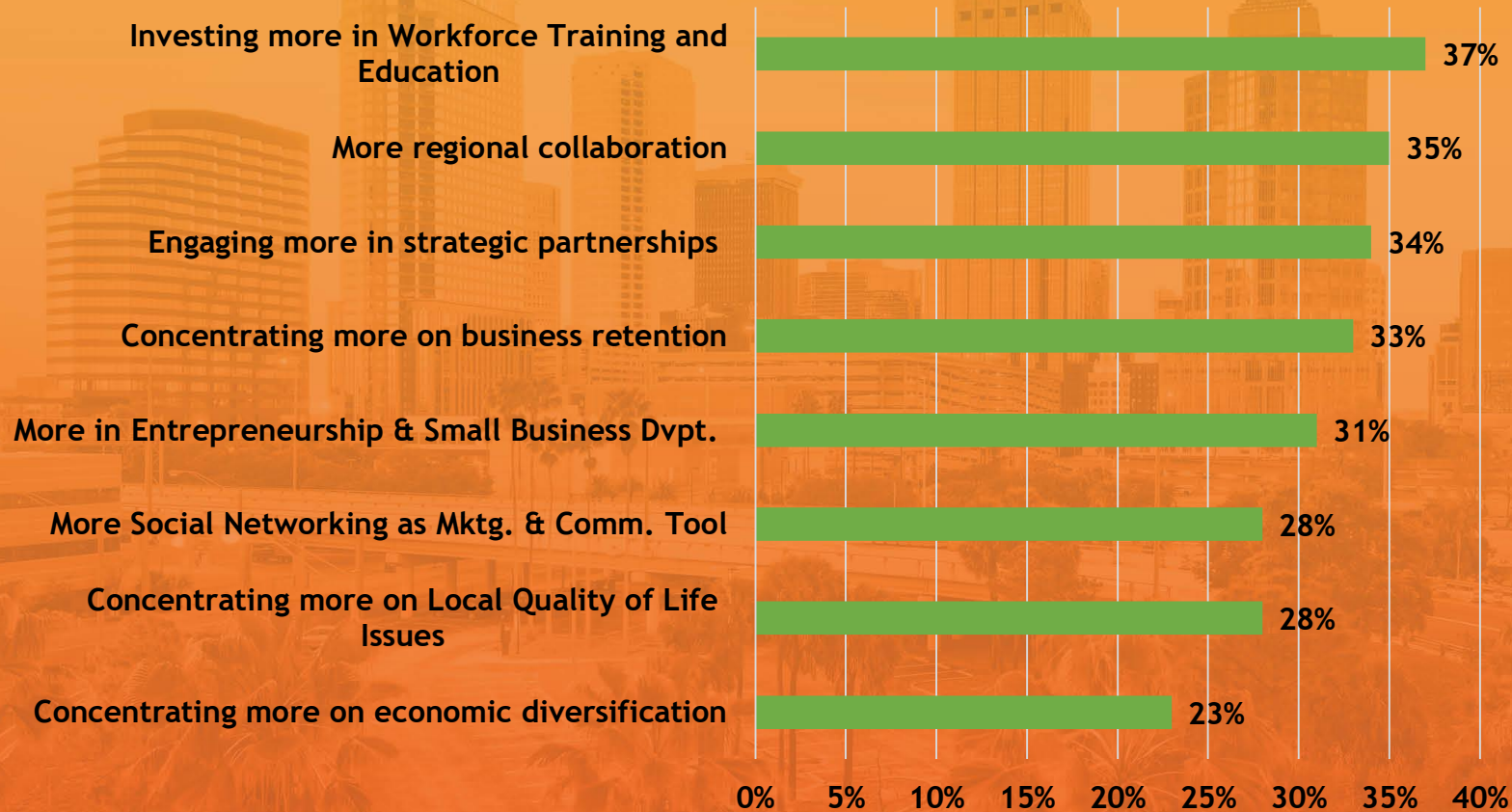
- Very Important
- Moderately Important
- Not a Concern



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IEDC State of the Industry Results

In the past year, how have you altered your organization's strategy?



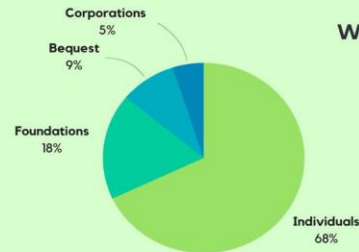


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Corporate Giving at an All-Time High

2018 GIVING USA \$427.71 BILLION

in total contributions



WHO DONATED CHARITABLY IN 2018?

(in billions of dollars)

- Individuals - \$292.09
- Foundations - \$75.86
- Bequest - \$39.71
- Corporations - \$20.05

WHO RECEIVED CHARITABLE DONATIONS IN 2018?

- Religion - 29%
- Education - 14%
- Human Services - 12%
- Foundations - 12%
- Health - 10%
- Public-Society Benefit - 7%
- International Affairs - 5%
- Arts, Culture, Humanities - 5%
- Environment/Animals - 3%
- Individuals - 2%



CHANGES IN CHARITABLE GIVING

Giving to international affairs increased **9.6 percent** from 2017, the largest growth of any subsector.

Giving by foundations was up in 2018, increasing **7.3 percent** from 2017.



Giving to environmental and animal organizations grew **3.6 percent** from 2017 to 2018.

Giving by corporations increased **5.4 percent** in 2018.

SOURCE
Giving USA Foundation, Giving USA 2019



Source: Giving USA 2018
Annual Report



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More Competition for Gifts



1,571,056

of registered nonprofits
in 2016; 50% more than
2006

Source: National Center for Charitable Statistics



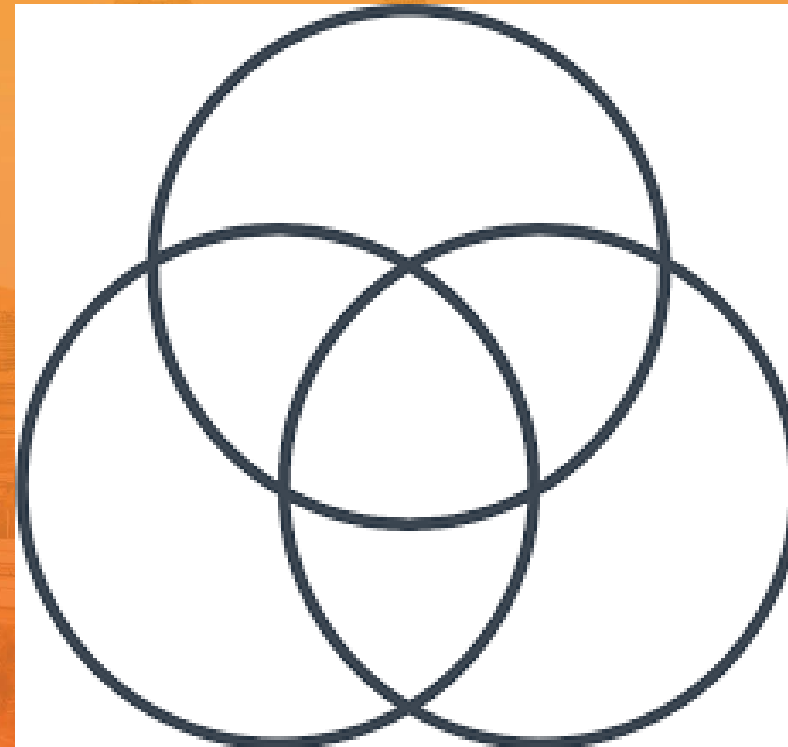
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Holistic and Aligned Strategies

	CRDA	CMCC	COUNTIES	SC DEPT OF COMMERCE
ECONOMIC DEVELOPMENT IN THE CHARLESTON REGION				
2019 SNAPSHOT OF ROLES & RESPONSIBILITIES				
BUSINESS DEVELOPMENT				
REGIONAL ECONOMIC DEVELOPMENT STRATEGY	PRIMARY	SUPPORTING	SUPPORTING	SUPPORTING
GLOBAL ECONOMIC DEVELOPMENT MARKETING	PRIMARY	N/A	SUPPORTING	SUPPORTING
BUSINESS INVESTMENT & ENTREPRENEUR ATTRACTION	PRIMARY	N/A	SUPPORTING	SUPPORTING
BUSINESS RETENTION & EXPANSION	SUPPORTING	SUPPORTING	PRIMARY	SUPPORTING
SMALL BUSINESS/ ENTREPRENEUR SUPPORT	SUPPORTING	PRIMARY	SUPPORTING	SUPPORTING
TALENT				
TALENT ATTRACTION	PRIMARY	N/A	SUPPORTING	N/A
REGIONAL TALENT PIPELINE ALIGNMENT: career academies, apprenticeships, scholarship programs, curricula adjustment/expansion	SUPPORTING	PRIMARY	SUPPORTING	N/A
GLOBAL COMPETITIVENESS & BUSINESS CLIMATE				
RESEARCH & DATA, INSIGHT & BEST PRACTICE: human capital, innovation, entrepreneurial environment, quality of place, global fluency	SHARED	SHARED	N/A	N/A
ONE REGION GLOBAL COMPETITIVENESS STRATEGY & IMPLEMENTATION	SHARED	SHARED	SUPPORTING	N/A
GOVERNMENT RELATIONS: lobbying federal, state & local government entities	N/A	PRIMARY	N/A	N/A



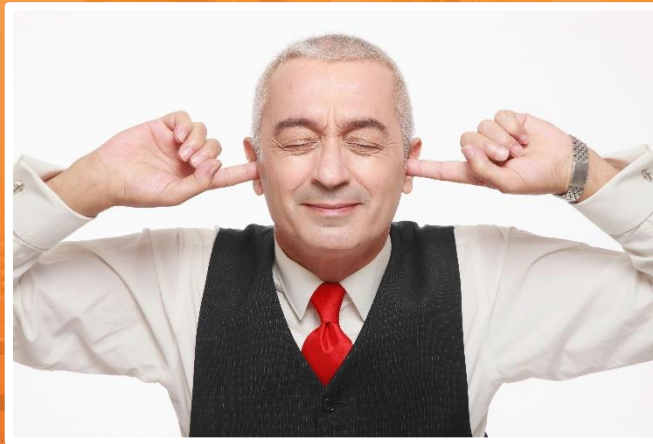
LEADERSHIP FOR A WORLD-CLASS,
GLOBALLY COMPETITIVE ECONOMY





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Evolution of Communication

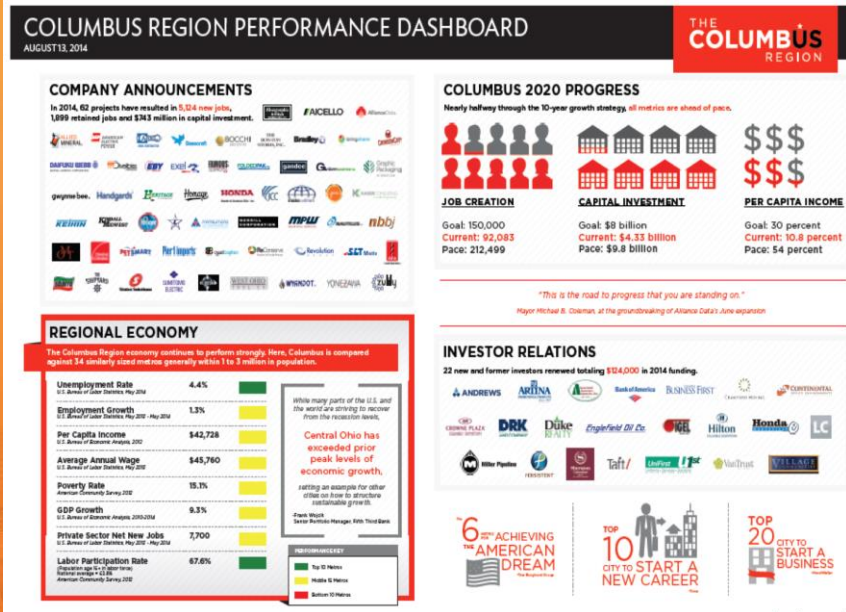


In a world of over-communication, EDOs and Chambers of Commerce have had to find new and innovative ways to stand out among the crowd



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Benchmarking Success



Public and private sectors demand transparency. Tracking success towards clear goals is a MUST



- GOAL 1:**
3,000 new jobs created with \$111 million in new payroll.
- GOAL 2:**
Establish career academies in all 10 Pulaski County high schools.
- GOAL 3:**
Realize at least 60% positive news stories about the Little Rock region in national and international media. (Currently 30% of stories are positive)



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Investor Engagement

Investor Engagement is always a balance between networking/exposure and meaningful opportunities to be involved with strategy development and execution among the crowd
The Battle of the “Ts”

TRANSACTIONAL



TRANSFORMATIONAL



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Emerging Disruptions

We hear about workforce shortage, affordable housing, automation...
These are real problems, but what else lies ahead?



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Thank You

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