



AUBURN
Outreach
Government & Economic
Development Institute

LEVERAGING ALABAMA FINANCING PROGRAMS FOR LOCAL ECONOMIC DEVELOPMENT

NOVEMBER 18, 2025 - THE ALUMNI CENTER, AUBURN UNIVERSITY

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| 10:00 - 10:15 | WELCOME AND PARTICIPANT INTRODUCTIONS |
| 10:15 - 11:30 | OVERVIEW OF ALABAMA FINANCING PROGRAMS TO SUPPORT LOCAL ECONOMIC DEVELOPMENT
Don Smith
Executive Director
St. Clair County Economic Development Council |
| 11:30 - 12:30 | NETWORKING LUNCH
GEDI will provide participants with a casual networking lunch on site. |
| 12:30 - 1:30 | PUTTING IT ALL TOGETHER: A LOCAL-LEVEL PERSPECTIVE
Don Smith will provide a local perspective, sharing concrete examples of how he, and his team have leveraged Alabama financing programs to support economic development in St. Clair County. |
| 1:30 - 1:45 | BREAK |
| 1:45 - 2:35 | CASE STUDY EXERCISE BREAKOUTS
Participants will be given hypothetical project financing scenarios and work in teams to fill funding gaps using the programs and resources discussed earlier. |
| 2:35 - 2:45 | BREAK |
| 2:45 - 3:45 | BEST PRACTICES PANEL
Rashard D. Howard - Director of Business Development, CSX
Rachel Madore - Chief Officer of Business Intelligence and Incentives
Alabama Department of Commerce
John Sweatman - Director, Opelika Economic Development |
| 3:45 - 4:00 | YOUR TURN AND WRAP UP |

A GEDI-EDAA Leadership Institute Course

CONTACT DETAILS

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