

# 2006 ANNUAL CONFERENCE

## *Pursuing New Opportunities:* Creating an Entrepreneurial Vision for Regional Development



Development District Association of Appalachia

March 12–14, 2006 • Crystal Gateway Marriott • Arlington, Virginia

# ARC/DDAA ANNUAL CONFERENCE

Today, change is the norm, and it is critical that local development districts (LDDs) embrace creative thinking and adaptability. As administrative costs continue to rise, districts must examine ways to improve operational standards and increase organizational efficiency. Yet districts cannot lose sight of their primary mission: to provide support and services to member governments and citizens for the betterment of their regions.

How districts are to walk this increasingly narrow tightrope of fiscal control and programmatic vision can keep LDD executive directors up at night as they try to develop strategies to squeeze more out of increasingly limited administrative funds. This conference will help encourage LDDs to think "entrepreneurially" from both inside and outside of the organization. Conference sessions will challenge districts to see themselves as catalysts whose mission

## PRELIMINARY AGENDA

### SUNDAY, MARCH 12, 2006

- 8:00 am–5:00 pm      Registration Desk Open (*Arlington Ballroom*)
- 9:00 am–10:15 am    **DDAA EXECUTIVE BOARD BREAKFAST MEETING**
- 10:30 am–11:45 am   **LDD EXECUTIVE DIRECTORS' MEETING/DDAA ANNUAL MEETING**  
*Remarks:* Thomas M. Hunter, Executive Director, Appalachian Regional Commission, Washington, D.C.  
DDAA Business Meeting with Election of Officers for 2006–2007  
Nomination of DDAA Executive Board for 2006–2007
- Noon–1:30 pm        **DDAA LUNCH**  
*Presentation:* Mark Weinberg, Director, Voinovich Center for Leadership and Public Affairs, Ohio University, Athens, Ohio  
Matthew Chase, Executive Director, National Association of Development Organizations, Washington, D.C.
- 1:45pm–3:00 pm     **PLENARY SESSION**  
**Effective Funding Strategies and Ideas**  
*Speaker:* David Bauer, President, David G. Bauer Associates, Inc.
- 3:00 pm–5:00 pm     **Free Time**
- 5:00 pm–8:00 pm    **RECEPTION AND DINNER**  
*Remarks:* Anne B. Pope, Federal Co-Chair, Appalachian Regional Commission, Washington, D.C.  
Appalachian Storyteller Presentation: Richard Greenlee, Associate Professor, Ohio University, Athens, Ohio

### MONDAY, MARCH 13, 2006

- 7:30 am–3:00 pm     Registration Desk Open (*Arlington Ballroom*)
- 7:30 am–9:00 am    **BREAKFAST**  
*Remarks:* Richard J. Peltz, Alternate Federal Co-Chair, Appalachian Regional Commission, Washington, D.C.  
*Encyclopedia of Appalachia* Presentation: Jean Haskell, Editor

is to help foster thriving, active communities; and present ideas and strategies to help districts think creatively to improve their management standards and overall operational effectiveness.

As part of this discussion, grantseeking and fundraising educator David Bauer will share funding strategies and advice on how districts can be effective entrepreneurial organizations. As participants in DDAA-sponsored satellite telecasts know, Mr. Bauer is a dynamic communicator with exceptional knowledge of grantsmanship and fundraising.

The 2006 Development District Association of Appalachia conference also marks the start of a new partnership with the National Association of Development Organizations' annual Washington Policy Conference. This partnership will

- 9:15 am–10:00 am **PLENARY SESSION**  
**Creating Organizations with an Entrepreneurial Spirit**  
*Speaker:* David Bauer, President, David G. Bauer Associates, Inc.
- 10:15 am–11:45 am **BREAKOUT SESSIONS**
- *Creating Entrepreneurial Communities*  
Karen Dabson, Senior Project Director, RUPRI Center for Rural Entrepreneurship, Lincoln, Nebraska
  - *LDDs as Successful Entrepreneurial Organizations*  
Hugh Sherman, Associate Director, Voinovich Center for Leadership and Public Affairs, Ohio University, Athens, Ohio
- Noon–1:30 pm **LUNCH**  
*Remarks:* 2006 ARC States' Co-Chair (*invited*)  
John D. Whisman Vision and Congressional Awards
- 1:30 pm–1:45 pm **Break**
- 1:45 pm–3:15 pm **BREAKOUT SESSIONS**
- *Creating Entrepreneurial Communities: Case Studies*
  - *LDDs as Successful Entrepreneurial Organizations: Case Studies*
- 8:00 pm **Performance of *Shear Madness* at the Kennedy Center**  
Dinner on your own

## **TUESDAY, MARCH 14, 2006**

- 7:30 am–8:30 am **BREAKFAST**  
*Remarks:* Guy P. Land, Chief of Staff, Office of the Federal Co-Chair, Appalachian Regional Commission, Washington, D.C.  
Cameron Whitman, States' Washington Representative, Appalachian Regional Commission, Washington, D.C.  
*Closing Remarks:* Jeffrey Spencer, Vice President, Development District Association of Appalachia
- 8:45 am–10:30 am **CLOSING PLENARY SESSION**  
**The Politics of the Federal Budget Debate and the Local Impact**  
*Speaker:* David Broder, Op-Ed Columnist, *Washington Post*

**CONFERENCE ADJOURNS**

help Appalachian districts reduce their conference time and travel costs as well as help strengthen the quality of both events. Highlights of this partnership include the opportunity to attend a performance of the widely acclaimed play *Shear Madness* at the Kennedy Center, and a session featuring Pulitzer Prize-winning columnist David Broder of the *Washington Post*. Mr. Broder can also be seen as a regular commentator on CNN's *Inside Politics* as well as on PBS's *Washington Week*. In addition, he has made numerous appearances on NBC's *Meet the Press*. Mr. Broder is a real expert on the Washington political scene, and his presentation will be a "can't miss" for conference participants!

## GENERAL INFORMATION

The *Pursuing New Opportunities: Creating an Entrepreneurial Vision for Regional Development* conference will be held March 12–14, 2006, at the Crystal Gateway Marriott, 1700 Jefferson Davis Highway, Arlington, Virginia 22202.

### Conference Registration Fee

The early-bird conference registration fee is \$300.00 (through February 17, 2006), which includes all meals and the conference reception. After February 17, 2006, the registration fee is \$350.00. The registration fee for spouses is \$125.00 (this means they can attend all meals). Registration must be confirmed by check or government purchase order. (Sorry, credit cards are not accepted.) Please remember to make all checks payable to the Development District Association of Appalachia. Space is limited; please register early.

**Registration Deadline: March 10, 2006**

### Hotel Accommodations

A block of rooms has been reserved for attendees at the Crystal Gateway Marriott at a rate of \$189.00 for a single or double room. In order to receive the conference hotel rate, please refer to "Development District Association of Appalachia" when making your reservation. The telephone number for reservations at the Crystal Gateway Marriott is (703) 920-3230 or 1-800-228-9290.

**Hotel reservations must be made no later than February 17, 2006.**

**Pursuing New Opportunities**  
Creating an Entrepreneurial  
Vision for Regional  
Development

March 12–14, 2006  
Crystal Gateway Marriott  
Arlington, Virginia  
(703) 920-3230

MAIL conference  
registration form with  
payment to:

DDAA /ARC  
400 North Capitol Street, NW  
Suite 390  
Washington, DC 20001

**Registration Deadline:**  
**March 10, 2006**

**Registration Cancellations**  
For conference registration  
cancellations made through  
February 27, 2006, registrants  
will be reimbursed their  
registration fee minus a  
\$50.00 processing fee. After  
February 27, reimbursement  
of registration fees will not be  
provided.

## *Development District Association of Appalachia 2006 Conference Registration*

Please complete and mail this form with your registration payment to the address at left.

**Name:** \_\_\_\_\_

**Organization:** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_

**Tel. Number:** \_\_\_\_\_ **Fax Number:** \_\_\_\_\_

**E-mail:** \_\_\_\_\_

Are you attending the NADO Washington Policy Conference?  Yes  No

### **Activity Selection**

Please indicate the functions you will attend.

*Sunday, March 12, 2006*

- Lunch
- Reception
- Dinner

*Monday, March 13, 2006*

- Breakfast
- Lunch
- Performance of *Shear Madness*

*Tuesday, March 14, 2006*

- Breakfast

*Dietary Preference*

- Vegetarian
- Other \_\_\_\_\_

### **Spouse Registration**

*A special registration fee is available for spouses of registered attendees who would like to attend the DDAA conference. The registration fee is \$125.00. Please provide name of spouse and indicate spouse's attendance at functions below.*

Spouse's Name: \_\_\_\_\_

*Sunday, March 12, 2006*

- Lunch
- Reception
- Dinner

*Monday, March 13, 2006*

- Breakfast
- Lunch
- Performance of *Shear Madness*

*Tuesday, March 14, 2006*

- Breakfast

*Dietary Preference*

- Vegetarian
- Other \_\_\_\_\_

### **Registration Fees**

- \$300.00 Early-bird DDAA conference registration (through February 17, 2006)
- \$350.00 Regular DDAA conference registration (after February 17, 2006)
- \$125.00 Spouse registration

\_\_\_\_\_ TOTAL ENCLOSED (please make checks payable to Development District Association of Appalachia)

The fee for DDAA conference registration is \$300.00 through February 17, 2006. The fee for registrations postmarked after February 17, 2006, is \$350.00. All checks should be made payable to the Development District Association of Appalachia and mailed to: DDAA/ARC, 400 North Capitol Street, NW, Suite 390, Washington, DC 20001.

For hotel reservations, please call the Crystal Gateway Marriott at (703) 920-3230 or 1-800-228-9290. In order to receive the conference hotel rate, please refer to "Development District Association of Appalachia" when making your reservation. The conference hotel rate for a single or double room is \$189.00. The cutoff date for hotel reservations is February 17, 2006.

## **Development District Association of Appalachia**

The Development District Association of Appalachia (DDAA) is a nonprofit organization of local development districts (LDDs) within the 13-state area served by the Appalachian Regional Commission (ARC), a legislated federal-state partnership. LDDs are multi-jurisdictional regions governed by local elected officials and other appointees from communities within the districts.

In 1976, the executive directors of the LDDs proposed and created the DDAA as an institutional means of providing services and collaborative opportunities that support the LDD service mission in Appalachia and that are unique to the dynamic local-state-federal partnership enabled by ARC.

A conference of the DDAA has been held every year since its inception—bringing together hundreds of LDD personnel; local, state, and federal officials; issue experts; and special guests to share experiences and knowledge concerning the unique challenges and opportunities faced in the Appalachian Region.

The DDAA generally sponsors three major training events each year. Such events primarily focus on the professional and technical needs of local communities and economic development staff in an overall effort to maintain and enhance their performance skills and service capabilities. However, many training events are also offered to jointly benefit other local and state public service practitioners . . . and ultimately benefit the public served.

### **DDAA Mission**

The Development District Association of Appalachia is committed to serving its 72 local development district members and to supporting ARC by:

- Promoting communication and increasing quality of service;
- Communicating and advocating a vision for the Appalachian Region;
- Developing organizational resources to strengthen the LDDs and the Region; and
- Providing leadership in support of a dynamic working partnership among federal, state, and local governments within Appalachia.

### **DDAA Training Program**

A primary mission of the Development District Association of Appalachia is to provide training opportunities to its 72 member local development districts located throughout the 13-state Appalachian Region. Through annual funding provided by the Appalachian Regional Commission and the leadership of the DDAA's Training Committee, a wide array of training activities has been made available to LDD staff, board members, and others.

In addition to on-site training workshops and satellite broadcasts, the DDAA Training Program now offers funding support for individual professional development activities. Reimbursement for up to 50 percent of the costs associated with the training can be provided by the DDAA. For more information on the DDAA Training Program, please contact your state DDAA representative.