



## **Duncan of The Agency Broome County IDA/LDC receives EDFP certification**

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Binghamton, NY Stacey Duncan, deputy director of community and economic development for The Agency Broome County IDA/LDC received certification as an Economic Development Finance Professional (EDFP) from the National Development Council (NDC). EDFP Certification is a professional credential given to individuals who complete NDC's economic development finance training series. The training provides individuals working in the field of economic development with instruction in business credit analysis, real estate financing, loan packaging, deal structuring and negotiating and the creation and implementation of development programs.

Each of the four EDFP Certification Program courses are five days in length and concludes with an exam. Upon completion of all four courses, the candidate is awarded EDFP Certification.

"As one who has both taken and taught NDC classes I can assure you that these classes are extremely challenging and it places Ms. Duncan in an elite group of economic development professionals who have successfully mastered these courses," said Kevin McLaughlin, executive director of The Agency. "I, along with the entire staff, congratulate Ms. Duncan on gaining her EDFP certification."

Duncan joined The Agency in 2014. In her role as deputy director of community and economic development she directs the organization's business retention and attraction activities, provides support for new project development and management and directs the organization's communications and marketing strategy.

Duncan also facilitates the work of the Broome Talent Task Force—a public-private workforce and talent attraction coalition.

Prior to her role with The Agency, Duncan served as the first Executive Director for the Broome County Land Bank Corporation, newly formed by Broome County in 2013. She also served as the Government Relations Manager for the Greater Binghamton Chamber of Commerce, where she directed the Chamber's business advocacy program and served as the lead liaison with local, state, and federal government elected officials and regulatory agencies.

"I am very thrilled to have received NDC's Economic Development Finance Professional certification. NDC's comprehensive training has proven invaluable to economic development professionals across the country," said Duncan. "I am excited to put this knowledge to work for the

betterment of Broome County.”

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