

# MAYORS INSTITUTE



**BALL STATE  
UNIVERSITY**

Indiana Communities Institute



Accelerate  
Indiana  
Municipalities

## December 4 - 5, 2025 Bottleworks Hotel, Indianapolis

Mayors Institute is a high-level learning experience, designed exclusively for mayors. The Institute is a partnership between Aim and the Indiana Communities Institute (ICI) at Ball State University that's helped to make the program better than ever before. **Aim and ICI will host Mayors Institute, December 4 - 5, in Indianapolis.** All Hoosier mayors are invited to participate in the Mayors Institute to achieve certification in this exciting city leadership program.

By participating in the Institute, mayors will gain practical tools that can be applied to the real-life challenges public officials face on a daily basis. During this day and a half program guest speakers and Aim staff will present an agenda of highly substantive sessions that will lead mayors through unique leadership and problem-solving exercises with their colleagues from across the state. Featuring many opportunities for the sharing of innovative, effective strategies to run city government, Mayors Institute sessions are timely, relevant and essential.

### Participation and Recognition in City Leadership

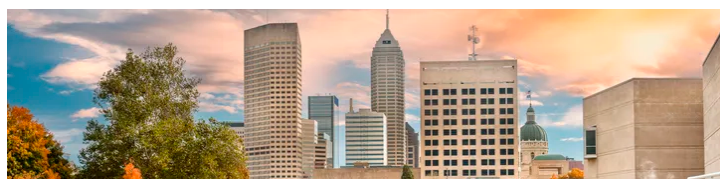
All Indiana mayors are strongly encouraged to attend at least two Mayors Institute sessions each year. Aim and ICI will award mayors a Certificate of Achievement in three levels. Achievement will be measured by participation and attendance at the Mayors Institute sessions. Additionally, mayors that have reached Indiana City Leadership Ambassador status are eligible for an advanced level: Indiana City Leadership Executive. For more information on Mayors Institute Certificates of Achievement, visit [www.aimindiana.org](http://www.aimindiana.org).

### Accelerate Indiana Municipalities (Aim)

Ever since the 1890s, Aim, formerly the Indiana Association of Cities and Towns, has been an advocate for Indiana municipalities. Aim is the official voice of municipal government in Indiana, with more than 460 cities and towns as members. Our purpose is to foster, promote and advocate for the success of Hoosier municipalities as laboratories of innovation, hubs of talent and the engines driving our state's economy.

### Ball State University Indiana Communities Institute

ICI addresses the modern challenges of economic development through community-based strategies for sustainable growth. Although their efforts focus on strengthening communities throughout Indiana, this strategy serves as a model for university economic development efforts across the nation. The research-policy-practice framework allows ICI to tap into talent and resources from research and outreach units across campus. ICI's partnerships lead to informed, effective projects and strategies that bring development efforts into the 21st century.



#### AGENDA - Thursday, December 4

|                         |                                                                                                                                               |
|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| 8:30 a.m. – 9:15 a.m.   | <b>Breakfast &amp; Registration</b>                                                                                                           |
| 9:15 a.m. – 9:30 a.m.   | <b>Welcome &amp; Introductions</b>                                                                                                            |
| 9:30 a.m. – 10:30 a.m.  | <b>Workshop:</b> SEA 1 Next Steps and Beyond                                                                                                  |
| 10:30 a.m. – 11:30 a.m. | <b>Workshop:</b> Inside the Developer's Mind: Understanding What Drives Requests for Municipal Support                                        |
| 11:45 a.m. – 12:15 p.m. | <b>Roundtable Discussion:</b> Candid Conversations on Threats and Safety                                                                      |
| 12:15 p.m.              | <b>Lunch</b>                                                                                                                                  |
| 1:00 p.m. – 2:00 p.m.   | <b>Workshop:</b> Breaking Bureaucratic Barriers with First-Term Mayors Reimagining Municipal Development                                      |
| 2:15 p.m. – 3:15 p.m.   | <b>Workshop:</b> Building the Next Generation of Local Leaders                                                                                |
| 3:15 p.m. – 4:15 p.m.   | <b>Workshop:</b> How will SEA 1 Influence Project Financing, Community and Economic Development, and the Long-term Health of Cities and Towns |
| 4:15 p.m. – 5:00 p.m.   | <b>Mayors' Idea Exchange</b>                                                                                                                  |
| 6:00 p.m. – 8:00 p.m.   | <b>Dinner &amp; Networking</b>                                                                                                                |

#### AGENDA - Friday, December 5

|                         |                                                                      |
|-------------------------|----------------------------------------------------------------------|
| 9:00 a.m. – 9:30 a.m.   | <b>Breakfast &amp; Certifications</b>                                |
| 9:30 a.m. – 10:30 a.m.  | <b>Workshop:</b> Fire Districts, Fire Territories, and More          |
| 10:30 a.m. – 11:30 a.m. | <b>Workshop:</b> Inside the Indiana Economic Development Corporation |
| 11:30 a.m. – 11:45 a.m. | <b>Closing Remarks &amp; Adjourn</b>                                 |

## WORKSHOPS & DISCUSSIONS

### SEA 1 Next Steps and Beyond

Join members from the Aim legislative team for an in-depth workshop focused on Senate Enrolled Act 1 (SEA 1) and its implications for local government operations. This session will provide actionable insights into the next steps required for compliance and implementation of SEA 1. In addition to SEA 1, the workshop will provide an overview of key legislative matters leading into the 2026 session.

**Matt Greller**, Chief Executive Officer, Aim  
**Amy Krieg**, Government Affairs Director, Aim  
**Becca McCuaig**, Chief Legal Counsel, Aim  
**Campbell Ricci**, Policy & Financial Resources Director, Aim  
**Jennifer Simmons**, Chief Operating Officer

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### Inside the Developer's Mind: Understanding What Drives Requests for Municipal Support

This session offers a behind-the-scenes look at how developers approach projects and why they seek assistance from municipalities. Attendees will gain valuable insight into the financial, regulatory, and strategic factors influencing development decisions. By understanding the developer's perspective, local leaders can better evaluate requests, negotiate effectively, and foster partnerships that align with community goals.

**Cam Starnes**, Partner, Taft Law

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### Candid Conversations on Threats and Safety

As public scrutiny intensifies and community tensions grow, mayors are increasingly facing unique safety concerns both in their professional roles and personal lives. This roundtable discussion provides a candid space for mayors to share how they are approaching personal security, protecting their staff, and navigating the balance between accessibility and safety.

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### Breaking Bureaucratic Barriers with First-Term Mayors Reimagining Municipal Development

First-term Mayors Stephanie Terry of Evansville and Brandon Sakbun of Terre Haute share how they are reengineering municipal processes to support development, foster growth, and improve government efficiency. Attendees will learn how the mayors are removing bureaucratic obstacles, creating clear pathways for engagement, and balancing innovation with accountability. The session offers practical insights on process mapping, internal coordination, and culture change tools that communities can use to attract investment, raise wages, and grow population.

**Pete Olson**, Director of Government Services, Veridus Group, Inc.

**Brandon Sakbun**, Mayor, Terre Haute  
**Stephanie Terry**, Mayor, Evansville

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### Building the Next Generation of Local Leaders

With rising public expectations, political polarization, staffing shortages, and evolving community needs, recruiting committed local leaders is more important than ever. This workshop will help mayors strategically plan for succession, preparing the next generation of council members

and community leaders through elections or appointments.

**Clint Lamb**, Field Services Manager, Aim  
**Joe Thallemer**, Field Services Manager, Aim

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### How will SEA 1 Influence Project Financing, Community and Economic Development, and the Long-term Health of Cities and Towns

The enactment of SEA 1-2025 marks a significant shift in the municipal financial landscape, introducing both challenges and opportunities for cities and towns. This session will explore how municipal officials can analyze their fiscal, capital, and economic development decisions through the lens of the new local government funding structure. Participants will explore new tools designed to help local decisionmakers assess the long-term financial and taxpayer impacts of strategic decisions. These tools enable local officials to align their decisions with goals for fiscal and community sustainability. The workshop will include examples of fiscal analysis and the perspectives of different participants on the analytical, policy, and decision-making team.

**Emma Adlam**, Director, Baker Tilly Municipal Advisors  
**Matt Eckerle**, Principal, Baker Tilly Municipal Advisors

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### Mayors' Idea Exchange

The Mayors' Idea Exchange is designed to kick off a roundtable-style discussion on a specific project or issue of interest. Fundraising for events like galas, festivals, and special initiatives takes more than just asking for donations – it takes creativity. Hear from several mayors as they share innovative strategies they have used to make their fundraising efforts successful.

**Angie Nelson Deutch**, Mayor, Michigan City  
**Scott Willis**, Mayor, Westfield

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### Fire Districts, Fire Territories, and More

This workshop will provide the essential knowledge needed to make informed decisions about fire service organization and funding. Whether you are considering forming a fire territory, restructuring services, or understanding funding mechanisms, attendees will gain practical insights. The session will also cover updates on the public safety income tax.

**Jeff Bellamy**, Attorney, Thrasher Buschmann & Voelkel  
**Paige Sansone**, Principal, Baker Tilly Municipal Advisors

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### Inside the Indiana Economic Development Corporation

The Indiana Economic Development Corporation (IEDC) has undergone significant changes in recent years. Understanding how to engage effectively with the IEDC is more important than ever. This session will provide an inside look at the IEDC's current direction, programs (including a READI update), and priorities with a focus on how municipalities can proactively partner with IEDC to support local economic development.

**Jim Rawlinson**, Director of READI, Indiana Economic Development Corporation



### EVENT LOCATION

**Bottleworks Hotel**, 850 Massachusetts Avenue, Indianapolis, IN 462040

Valet parking is available at Bottleworks Hotel. Parking garage and surface lot parking is also available.

### HOTEL INFORMATION

**Bottleworks Hotel**, 850 Massachusetts Avenue, Indianapolis, IN 462040  
317-556-1234

**Group:** Aim Indiana | Mayors Institute December 2025

**Aim Rate:** \$199 plus tax

**Reserve Online:** [tinyurl.com/MI-December2025](https://tinyurl.com/MI-December2025)

Please contact Bottleworks Hotel directly for hotel reservations and request the Aim hotel block. **Reservations must be made by November 10 to receive the group rate.** Aim is not responsible for hotel reservations or cancellations.

### THANK YOU TO OUR DECEMBER SPONSORS!

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- RQAW | DCCM
- Taft Law
- The Heritage Group
- Wessler Engineering

| Registration                                      | How to Register                                                                                         |                                                                              |
|---------------------------------------------------|---------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|
| <b>Fee:</b> \$219<br><b>Deadline:</b> November 25 | <b>Online:</b> <a href="http://www.aimindiana.org">www.aimindiana.org</a><br><b>Fax:</b> (317) 237-6206 | <b>Mail:</b> Aim<br>125 W Market Street, Suite 100<br>Indianapolis, IN 46204 |

### REGISTRATION FORM

|                   |       |     |
|-------------------|-------|-----|
| Name              |       |     |
| City              |       |     |
| Address           |       |     |
| City              | State | ZIP |
| Phone             |       |     |
| Email (Required!) |       |     |

|                                                                                      |                          |                   |
|--------------------------------------------------------------------------------------|--------------------------|-------------------|
| <b>Method of Payment</b> (Circle One)<br>Check   Mastercard   Visa   Discover   AmEx |                          | <b>Fee:</b> \$219 |
| <b>Check Number</b> (Payable to Aim)                                                 |                          |                   |
| <b>Card Number</b>                                                                   |                          |                   |
| <b>Expiration Date</b>                                                               | <b>Verification Code</b> |                   |
| <b>Name of Cardholder</b>                                                            |                          |                   |
| <b>Billing Address</b>                                                               |                          |                   |
| <b>City</b>                                                                          | <b>State</b>             | <b>ZIP</b>        |
| <b>Cardholder Signature</b>                                                          |                          |                   |