

2016 Conference: #NEDRAcon2016 Schedule-At-A-Glance

Thursday – April 14, 2016 – Sheraton Portsmouth Harborside Hotel, Portsmouth, NH			
8:00am – 4:00pm	Registration/Information Desk Open - Front Lobby		
8:00am – 4:00pm	Exhibitor Hall Open - Ballroom Lobby		
8:00am – 9:00am	Breakfast Buffet - Ballroom Lobby and Ballroom		
8:30am – 9:00am	Volunteer Orientation - Harbor's Edge		
8:30am – 9:00am	Welcome & Networking for First-Time Attendees & Members - Main Lobby Bar "250 Market"		
9:15am – 10:15am	Keynote Session: Laura Schroff in Ballroom		
10:15am – 10:45am	Q&A and book signing with Laura Schroff in Ballroom and Break (Books will be available for sale in the Ballroom from 8:00 am – 11:00 am)		
Sessions	PROSPECT RESEARCH AND IDENTIFICATION (A1)	PROSPECT MANAGEMENT AND ANALYTICS (A2)	TRENDS AND HOT TOPICS (A3)
10:45am – 12:00pm	<p style="text-align: center;">Generations of Giving – Understanding Wealth and Giving Today</p> <p style="text-align: center;"><i>David Sterling</i> Western New England University</p> <p style="text-align: center;">Room: Prescott</p>	<p style="text-align: center;">Using Prospect Management to Drive Fundraising Strategy</p> <p style="text-align: center;"><i>Ruthie Giles</i> Mount Holyoke College</p> <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">Prospect "Tweetsearch"</p> <p style="text-align: center;"><i>Jesse Bardo</i> EverTrue</p> <p style="text-align: center;">Room: Gardner</p>
12:00pm – 1:00pm	Luncheon, Welcome Remarks from APRA President-Elect Jill Meister, Welcome Remarks from GG& A Platinum Sponsor Dan Lowman, and Roundtables (Sign-up sheets near Registration Desk)		
1:15pm – 2:30pm	<p style="text-align: center;">(B1)</p> <p style="text-align: center;">Climbing Out of the Basement: Cultivating Relationships to Maximize Effectiveness</p> <p style="text-align: center;"><i>Scott Rosensweig</i>, MIT</p> <p style="text-align: center;">Room: Gardner</p>	<p style="text-align: center;">(B2)</p> <p style="text-align: center;">Prospect Management Panel</p> <p style="text-align: center;"><i>Moderator: Helen Brown</i> Helen Brown Group</p> <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">(B3)</p> <p style="text-align: center;">Campaign of Thrones: Deadlines are Coming</p> <p style="text-align: center;"><i>Ian Wells</i> Ian T. Wells & Associates</p> <p style="text-align: center;">Room: Prescott</p>
<p style="text-align: center;">Sponsor Presentations (Snacks located in sponsor sessions)</p> <p>2:35pm – 3:05pm</p>	<p style="text-align: center;">Platinum Sponsor:</p>  <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">Gold Sponsor:</p>  <p style="text-align: center;">Room: Prescott</p>	<p style="text-align: center;">Gold Sponsor:</p>  <p style="text-align: center;">Room: Gardner</p>
3:05pm – 3:15pm	Break		
3:15pm – 4:30pm	<p style="text-align: center;">(C1)</p> <p style="text-align: center;">Panel Conversations About Then, Now, and Later: Ten Years of Prospect Research, Management, and Data at MIT</p> <p style="text-align: center;"><i>Moderator: Tara McMullen</i> Helen Brown Group</p> <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">(C2)</p> <p style="text-align: center;">Prospect Information Management: A Strategy for Effectively Blending Research, Prospect Management and the Frontline</p> <p style="text-align: center;"><i>Dan Lowman</i> Grenzbach Glier and Associates</p> <p style="text-align: center;">Room: Ballroom</p>	<p style="text-align: center;">(C3)</p> <p style="text-align: center;">Leveraging Cross-Department Collaboration to Enhance Prospect Development</p> <p style="text-align: center;"><i>Amy Spears</i> Princeton University</p> <p style="text-align: center;"><i>Vanessa Silva</i> Princeton University</p> <p style="text-align: center;">Room: Prescott</p>
4:30pm – 7:00pm	Networking Reception sponsored by iWave, open to all members and conference attendees at The Thirsty Moose		
7:00pm – 9:00pm	Group Dinners (See sign-up sheets near Registration Desk)		
8:30pm	Karaoke at the Daniel Street Tavern		

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Friday – April 15, 2016 – Sheraton Portsmouth Harborside Hotel, Portsmouth, NH			
8:00am – 2:15pm	Registration/Information Desk Open – Front Lobby		
8:00am – 2:15pm	Exhibitor Hall Open - Ballroom Lobby		
8:00am – 9:00am	Breakfast Buffet - Ballroom		
8:30am – 9:00am	Volunteer Orientation - Harbor's Edge		
8:30am – 9:00am	Welcome & Networking for First-Time Attendees & Members - Main Lobby Bar "250 Market"		
Sessions	PROSPECT RESEARCH	PROSPECT MANAGEMENT AND ANALYTICS	TRENDS AND HOT TOPICS
	(D1)	(D2)	(D3)
9:00am – 10:15am	<p style="text-align: center;">What's Driving Major Giving: A New Study</p> <p style="text-align: center;"><i>David Sattler</i> DonorSearch</p> <p style="text-align: center;">Room: Prescott</p>	<p style="text-align: center;">Portfolio Reviews: Getting out of the Weeds</p> <p style="text-align: center;"><i>Pamela McCarthy</i> Northeastern University</p> <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">Harnessing the Power of Social Data for Prospect Research</p> <p style="text-align: center;"><i>Jesse Bardo</i> EverTrue</p> <p style="text-align: center;"><i>Jeannie Patch</i> Salem State University</p> <p style="text-align: center;">Room: Gardner</p>
10:15am – 10:30am	Break		
Sponsor Presentations (Snacks located in sponsor sessions)	Platinum Sponsor:	Gold Sponsor:	Gold Sponsor:
10:30am – 11:00am	 Room: Harbor's Edge	 Room: Prescott	 Room: Gardner
11:05am – 12:20pm	<p style="text-align: center;">(E1)</p> <p style="text-align: center;">Corporation and Foundation Fundraiser/Research Conversation</p> <p style="text-align: center;"><i>Jameson MacDonnell</i> MGH</p> <p style="text-align: center;"><i>Eric Rezsnyak</i> MGH</p> <p style="text-align: center;">Room: Prescott</p>	<p style="text-align: center;">(E2)</p> <p style="text-align: center;">Data Driven Portfolio Management</p> <p style="text-align: center;"><i>Marianne Pelletier</i> Staupell Analytics Group</p> <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">(E3)</p> <p style="text-align: center;">Researching Using Social Media</p> <p style="text-align: center;"><i>Valerie Anastasio</i> Boston Children's Hospital Trust</p> <p style="text-align: center;"><i>Bill Gotfredson</i> Boston Children's Hospital Trust</p> <p style="text-align: center;"><i>David Owens</i> Boston Children's Hospital Trust</p> <p style="text-align: center;">Room: Gardner</p>
12:20pm – 1:55pm	Luncheon, Heather Reis Memorial Scholarship, The Helen Brown Group-NEDRA Conference Scholarship, Sponsor Raffles and Annual Business Meeting, Ann Castle Award		
2:00pm – 3:15pm	<p style="text-align: center;">(F1)</p> <p style="text-align: center;">Interpreting Real Estate and Private Company Data</p> <p style="text-align: center;"><i>Michael Quevli</i> Target Analytics, a division of Blackbaud</p> <p style="text-align: center;">Room: Harbor's Edge</p>	<p style="text-align: center;">(F2)</p> <p style="text-align: center;">Key Metrics in Major Giving... and Why Visits Fiscal-Year-To-Date is NOT One of Them!</p> <p style="text-align: center;"><i>Doug Cogswell</i> Advizor Solutions</p> <p style="text-align: center;">Room: Gardner</p>	<p style="text-align: center;">(F3)</p> <p style="text-align: center;">The Power of Visual Data: Information Graphics and Visualization for Prospect Research</p> <p style="text-align: center;"><i>Jana Peretti</i> Dana-Farber Cancer Institute</p> <p style="text-align: center;">Room: Prescott</p>
3:15pm	Conference Close		