










<b>Thursday – April 26, 2018</b>				
7:45 a.m. – 4:00 p.m.	Registration/Information Desk and Exhibitor Hall Open – Bellevue Ballroom			
7:45 a.m. – 8:45 a.m.	Breakfast Buffet – Bellevue Ballroom			
8:15 a.m. – 8:45 a.m.	Volunteer Orientation – Touro			
8:15 a.m. – 8:45 a.m.	Welcome & Networking for New Members & First Time Conference Attendees – Hotel Viking Lobby			
9:00 a.m. – 10:00 a.m.	<b>Keynote: Michael Quevli, Target Analytics</b> - Room: Viking Ballroom			
10:00 a.m. – 10:15 a.m.	Break			
10:15 a.m. – 11:15 a.m.	(A1) <b>Silicon Valley: Boom or Bust</b> <i>Nhu Huynh</i> Harvard University Room: Salon AB	(A2) <b>Say "Yes" to the Mess!</b> <i>Robby West &amp; Shay Laderbush</i> University of New Hampshire Room: Salon DE	(A3) <b>Forging a Unique Relationship Between Prospect Research &amp; Analytics in Pipeline Development<sup>FDS</sup></b> <i>Becky Miner &amp; Alicia Kim-Shen</i> Memorial Sloan Kettering Room: Thames	(A4) <b>Same Game, New Rules: Adapting to Changes in Research</b> <i>Sarah Richards</i> Dynamic Catholic Institute Room: Touro
11:15 a.m. – 11:30 a.m.	Break			
11:30 a.m. – 12:00 p.m.	<b>Platinum Sponsor Presentation</b>  Room: Thames	<b>Gold Sponsor Presentation</b>  Room: Salon AB	<b>Gold Sponsor Presentation</b>  Room: Salon DE	<b>Gold Sponsor Presentation</b>  Room: Touro
12:00 p.m. – 12:15 p.m.	Break			
12:15 p.m. – 1:45 p.m.	<b>Luncheon, Business Meeting and Awards</b> - Viking Ballroom			
1:45 p.m. – 2:30 p.m.	<b>Networking and Dessert</b> - Bellevue Ballroom			
2:30 p.m. – 3:30 p.m.	(B1) <b>The Researcher's Role in Prospect Management</b> <i>Pamela McCarthy</i> Northeastern University Room: Salon AB	(B2) <b>Shadow Economies: Hidden Wealth in the New Gilded Age</b> <i>Helen Brown, Mary Taddia &amp; Angie Stapleton</i> The Helen Brown Group Room: Thames	(B3) <b>Driving Change Through Dashboards<sup>FDS</sup></b> <i>Leigh Petersen</i> Southwestern University Room: Touro	(B4) <b>Alright Stop, Collaborate &amp; Listen</b> <i>Amy Gingle &amp; Caitlin Rettaliata</i> Year Up Room: Salon DE
3:30 p.m. – 3:45 p.m.	Break			
3:45 p.m. – 4:45 p.m.	(C1) <b>Depth and Taxes: What the New Tax Law Means for Nonprofits</b> <i>Sarah Johnson</i> University of Chicago Room: Touro	(C2) <b>Gift Wars: The Portfolio Awakens</b> <i>Ian T. Wells</i> Ian T. Wells & Associates Room: Salon AB	(C3) <b>Where Have All the Prospects Gone?<sup>FDS</sup></b> <i>Rich Majerus</i> Colby College Room: Salon DE	(C4) <b>What a Wonderful World: Strategies &amp; Tactics for International Fundraising &amp; Prospect Research</b> <i>Jay Frost, Advisor, DonorSearch</i> Room: Thames
5:00 p.m. – 6:00 p.m.	<b>Networking Reception sponsored by iWave</b> at Hotel Viking in the Bellevue Ballroom - open to all NEDRA members as well as conference attendees			
6:00 p.m. – 8:00 p.m.	Group Dinners – Meet up in the Lobby			
8:00 p.m. – 12:00 a.m.	<b>NEDRA After Dark sponsored by DonorSearch</b> at The Landing, 30 Bowens Wharf			

<sup>FDS</sup> Denotes session dedicated to the topic of Fundraising Data Science

\*Schedule is subject to change.

\*\*For complete session descriptions please refer to the NEDRA website: [www.nedra.org/conference](http://www.nedra.org/conference)

Friday – April 27, 2018					
7:45 a.m. – 2:45 p.m.	Registration/Information Desk and Exhibitor Hall Open – Bellevue Ballroom				
7:45 a.m. – 8:45 a.m.	Breakfast Buffet – Bellevue Ballroom				
8:15 a.m. – 8:45 a.m.	Volunteer Orientation – Touro				
9:00 a.m. – 10:00 a.m.	(D1) <b>Prospecting Through Disasters</b> <i>Leigh Petersen, Southwestern University</i> <i>Adam Martel, Gravyty</i>  Room: Salon DE	(D2) <b>Analytical Approach to Board Development &amp; Philanthropy</b> <i>David Chase</i> Chase Solutions  Room: Touro	(D3) <b>Top 5 Metrics in Major Giving Fundraising...and Why They Matter<sup>FDS</sup></b> <i>Doug Cogswell</i> ADVIZOR Solutions  Room: Salon AB	(D4) <b>Estimating Private Company Value</b> <i>Hugh Bennett</i> MIT  Room: Thames	
10:00 a.m. – 10:15 a.m.	Break				
10:15 a.m. – 10:45 a.m.	<b>Platinum Sponsor Presentation</b>  <b>GG+A</b> <small>Gratzelbach Gier and Associates</small> Room: Thames	<b>Gold Sponsor Presentation</b>  Room: Salon AB	<b>Gold Sponsor Presentation</b>  Room: Salon DE	<b>Gold Sponsor Presentation</b>  Room: Touro	<b>Gold Sponsor Presentation</b>  Room: America's Cup
10:45 a.m. – 11:00 a.m.	Break				
11:00 a.m. – 12:00 p.m.	(E1) <b>Show Me the Monet: Art as a Wealth Indicator</b> <i>Katie Fanning</i> University of Chicago  Room: Salon DE	(E2) <b>Panel: Getting the Most from MGO Metrics</b> Moderator: <i>Valerie Anastasio</i> , Boston Children's Hospital Trust Featuring: <i>Michael Verzino</i> , Brown; <i>Amy Begg</i> , Harvard; <i>Doug Cogswell</i> , ADVIZOR  Room: Thames	(E3) <b>Telling the Story with Graphs<sup>FDS</sup></b> <i>Marianne Pelletier</i> Staupell Analytics  Room: Touro	(E4) <b>Due Diligence Research for Nonprofits</b> <i>Elizabeth Crabtree</i> Crabtree Lane LLC  Room: Salon AB	
12:00 p.m. – 12:15 p.m.	Break				
12:15 p.m. – 1:15 p.m.	<b>Luncheon and Sponsor Raffle</b> - Viking Ballroom				
1:15 p.m. – 2:00 p.m.	<b>Dessert and Networking</b> - Bellevue Ballroom				
2:00 p.m. – 3:00 p.m.	(F1) <b>Wealth in America: A Fundraising Perspective</b> <i>David Sterling</i> Western New England University (Retired)  Room: Touro	(F2) <b>Quiet Perseverance: A Prospect Management Tale</b> <i>Katie Macrina</i> Massachusetts General Hospital <i>Rachel Wells &amp; Lindsay Brown</i> Dana Farber Cancer Institute  Room: Thames	(F3) <b>Plays Well with Others: Making Data Science Effective in Your Org<sup>FDS</sup></b> <i>Alex Oftelie</i> Bentz Whaley Flessner  Room: Salon AB	(F4) <b>Panel: The Joys and Challenges of Working in a Small Prospect Development Shop</b> Moderator: <i>Lisa Foster</i> , Phillips Academy Featuring: <i>Kate Hanson</i> , Facing History and Ourselves; <i>Amber Countis</i> , Norwich; <i>Amitha Vasanth</i> , UMass Medical/Memorial  Room: Salon DE	
3:00 p.m.	Conference Concludes				

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