

## **NEDRA 2018 Annual Conference** April 26-27, 2018 Schedule-at-a-Glance

		Thursday – April 26, 20	)18	
7:45 a.m. – 4:00 p.m.	Registration/Information Desk and Exhibitor H			
7:45 a.m. – 8:45 a.m.	Breakfast Buffet – Bellevue Ballroom	u opo		
8:15 a.m. – 8:45 a.m.	Volunteer Orientation – Touro			
8:15 a.m. – 8:45 a.m.	Welcome & Networking for New Members & Fi	rst Time Conference Attendees – Hotel Viking I	Lobby	
9:00 a.m. – 10:00 a.m.	Keynote: Michael Quevli, Target Ana		,	
10:00 a.m. – 10:15 a.m.	Break			
	(A1)	(A2)	(A3)	(A4)
10:15 a.m. – 11:15 a.m.	Silicon Valley: Boom or Bust  Nhu Huynh  Harvard University  Room: Salon AB	Say "Yes" to the Mess!  Robby West & Shay Laderbush  University of New Hampshire  Room: Salon DE	Forging a Unique Relationship Between Prospect Research & Analytics in Pipeline Development <sup>FDS</sup> Becky Miner & Alicia Kim-Shen Memorial Sloan Kettering Room: Thames	Same Game, New Rules: Adapting to Changes in Research Sarah Richards Dynamic Catholic Institute Room: Touro
11:15 a.m. – 11:30 a.m.	Break		ROUII. IIIdilles	
11.13 d.iii. 11.30 d.iii.	Platinum Sponsor Presentation	Gold Sponsor Presentation	<b>Gold Sponsor Presentation</b>	Gold Sponsor Presentation
11:30 a.m. – 12:00 p.m.	© GG+A Grenzebach Glier and Associates	DONOR SEARCH	LexisNexis*  Nexis* for Development Professionals  Room: Salon DE	MENO SYSTEMS
12.00	Room: Thames	Room: Salon AB	ROUIII: Saluii DE	Room: Touro
12:00 p.m. – 12:15 p.m.	Break			
12:15 p.m. – 1:45 p.m.	Luncheon, Business Meeting and Awar	ds - Viking Ballroom		
1:45 p.m. – 2:30 p.m.	Networking and Dessert - Bellevue Ballro			
	(B1)	(B2)	(B3)	(B4)
2:30 p.m. – 3:30 p.m.	The Researcher's Role in Prospect  Management  Pamela McCarthy  Northeastern University	Shadow Economies: Hidden Wealth in the New Gilded Age Helen Brown, Mary Taddia & Angie Stapleton The Helen Brown Group		Alright Stop, Collaborate & Listen Amy Gingle & Caitlin Rettaliata Year Up
	,	·	Room: Touro	Room: Salon DE
	Room: Salon AB	Room: Thames		
3:30 p.m. – 3:45 p.m.	Break (C1)	(C2)	(C3)	(C4)
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3:45 p.m. – 4:45 p.m.	Depth and Taxes: What the New Tax Law Means for Nonprofits Sarah Johnson University of Chicago	Gift Wars: The Portfolio Awakens  Ian T. Wells  Ian T. Wells & Associates  Room: Salon AB	Where Have All the Prospects Gone? FDS Rich Majerus Colby College Room: Salon DE	What a Wonderful World: Strategies & Tactics for International Fundraising & Prospect Research  Jay Frost, Advisor, DonorSearch
F-00 C 00	Room: Touro	Verse Lille IVEL 1 2 2 2 2 2	I HAIFDDA I II II	Room: Thames
5:00 p.m. – 6:00 p.m.		<b>Nave</b> at Hotel Viking in the Bellevue Ballroom	- open to all NEDRA members as well as confer	rence 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 Donor</b>	Search at The Landing, 30 Bowens Wharf		

FDS Denotes session dedicated to the topic of Fundraising Data Science

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<sup>\*</sup>Schedule is subject to change.

<sup>\*\*</sup>For complete session descriptions please refer to the NEDRA website: www.nedra.org/conference



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(E1)				Jaion DL			Room: America's Cup
		(E2)					
Show Me the Monet: Art as a Wealth Indicator Katie Fanning University of Chicago  Room: Salon DE		Panel: Getting the Most from MGO Metrics  Moderator: Valerie Anastasio, Boston Children's Hospital Trust Featuring: Michael Verzino, Brown; Amy Begg, Harvard; Doug Cogswell, ADVIZOR		(E3)  Telling the Story with Graphs <sup>FDS</sup> Marianne Pelletier  Staupell Analytics  Room: Touro		(E4) <b>Due Diligence Research for Nonprofits</b> <i>Elizabeth Crabtree</i> Crabtree Lane LLC  Room: Salon AB	
		Room: Tham	es				
reak							
uncheon and Sponsor Raffle - V	/iking Ball	Iroom					
essert and Networking - Bellevu	ie Ballrooi	m					
<b>Perspective</b> <i>David Sterling</i>		Management Katie Macrin Massachusetts Gener Rachel Wells & Linds Dana Farber Cancer	<b>Tale</b> a al Hospital ray Brown Institute	Science Effec A/ Bentz W	<b>ctive in Your Org<sup>FDS</sup></b> <i>lex Oftelie</i> Whaley Flessner	Moderato Featuring: Ourselves;	(F4)  The Joys and Challenges of rking in a Small Prospect  Development Shop or: Lisa Foster, Phillips Academy Kate Hanson, Facing History and Amber Countis, Norwich; Amitha onth, UMass Medical/Memorial  Room: Salon DE
un es	sert and Networking - Bellevo (F1)  Wealth in America: A Fundrais Perspective David Sterling estern New England University (Re	cheon and Sponsor Raffle - Viking Bal sert and Networking - Bellevue Ballroo (F1)  Wealth in America: A Fundraising Perspective David Sterling estern New England University (Retired)  Room: Touro	wealth in America: A Fundraising Perspective David Sterling estern New England University (Retired) Room: Touro  Resert and Sponsor Raffle - Viking Ballroom  (F2)  Quiet Perseverance: Management Katie Macrin Massachusetts Genera Rachel Wells & Linds Dana Farber Cancer	Cocheon and Sponsor Raffle - Viking Ballroom  (F1)  Wealth in America: A Fundraising Perspective David Sterling estern New England University (Retired) Room: Touro  (F2)  Quiet Perseverance: A Prospect Management Tale Katie Macrina  Massachusetts General Hospital Rachel Wells & Lindsay Brown Dana Farber Cancer Institute  Room: Thames	cheon and Sponsor Raffle - Viking Ballroom  (F1)  Wealth in America: A Fundraising Perspective David Sterling estern New England University (Retired) Room: Touro  Room: Touro  Room: Thames  Rooms Sponsor Raffle - Viking Ballroom  (F2)  Quiet Perseverance: A Prospect Management Tale Katie Macrina Massachusetts General Hospital Rachel Wells & Lindsay Brown Dana Farber Cancer Institute Room: Thames	cheon and Sponsor Raffle - Viking Ballroom  (F1)  (F2)  (F3)  Wealth in America: A Fundraising Perspective David Sterling estern New England University (Retired) Room: Touro  (F2)  (F2)  (F3)  Plays Well with Others: Making Data Science Effective in Your Org FDS Alex Oftelie Bentz Whaley Flessner Rachel Wells & Lindsay Brown Dana Farber Cancer Institute Room: Thames	cheon and Sponsor Raffle - Viking Ballroom  (F1)  (F2)  (F3)  Wealth in America: A Fundraising Perspective David Sterling estern New England University (Retired) Room: Touro  Quiet Perseverance: A Prospect Management Tale Katie Macrina Massachusetts General Hospital Rachel Wells & Lindsay Brown Dana Farber Cancer Institute  Massach Wells & Lindsay Brown Dana Farber Cancer Institute  (F3)  Plays Well with Others: Making Data Science Effective in Your Org FDS Alex Oftelie Bentz Whaley Flessner Room: Salon AB  Moderate Featuring: Ourselves; Vasar

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