

Wednesday – May 3, 2023			
8:15 a.m. – 4:30 p.m.	Registration/Information Desk Open		
8:15 a.m. – 9:00 a.m.	Breakfast Buffet		
9:00 a.m. – 12:00 p.m.	Research Basics Bootcamp Morning Session <i>Lisa Foster</i> Phillips Academy	High Finance for Prospect Researchers Morning Session <i>Valerie Anastasio</i> Boston Children’s Hospital Trust	Applied Prospect Research Analytics Workshop <i>Steve Grimes</i> Helen Brown Group
12:00 p.m. – 1:30 p.m.	Luncheon		
1:30 p.m. – 4:30 p.m.	(B1) Research Basics Bootcamp Afternoon Session <i>Lisa Foster</i> Phillips Academy	(B2) High Finance for Prospect Researchers Afternoon Session <i>Valerie Anastasio</i> Boston Children’s Hospital Trust	(B3) Beginner/Intermediate Microsoft Excel & Word Workshop <i>Jamie Lewis</i> Harvard T.H. Chan School of Public Health
4:30 p.m. – 5:00 p.m.	Break		
5:00 p.m. – 9:00 p.m.	NEDRAcon2023 Opening Reception at the Basketball Hall of Fame		
9:00 p.m. – 11:00 p.m.	NEDRA After Dark Karaoke at the Sheraton’s Stonehaven Room		

**Schedule is subject to change.*

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

Thursday – May 4, 2023

7:45 a.m. – 4:00 p.m.	Registration/Information Desk and Exhibitor Hall Open		
7:45 a.m. – 8:45 a.m.	Breakfast Buffet		
8:15 a.m. – 8:45 a.m.	Volunteer Orientation		
8:15 a.m. – 8:45 a.m.	Welcome & Networking for New Members & First Time Conference Attendees		
9:00 a.m. – 10:00 a.m.	Keynote: Patricia Banks, Professor, Mount Holyoke College & Author		
10:00 a.m. – 10:15 a.m.	Break		
10:15 a.m. – 11:15 a.m.	(A1) The Dark Arts of Revenue and Fundraising Forecasting <i>John Carasone</i> Williams College	(A2) Changing Asia Landscape <i>Shauna Meegan & Stephanie Snow</i> Harvard University	(A3) Prospecting & Artle: Connecting the Dots Between an Online Game and Prospecting <i>Beth Inman, Shriners Children's</i> <i>Jennifer Vincent, Blackbaud</i>
11:15 a.m. – 11:30 a.m.	Break		
11:30 a.m. – 12:00 p.m.	Sponsor Presentations		
12:00 p.m. – 12:15 p.m.	Break		
12:15 p.m. – 1:45 p.m.	Luncheon, Business Meeting and Awards		
1:45 p.m. – 2:30 p.m.	Networking		
2:30 p.m. – 3:30 p.m.	(B1) From Data Science to Skipping the Line: Ways to Use Your Analytics Skills in Daily Life <i>Marianne Pelletier</i> Staupell Analytics Group	(B2) Panel: Researchers In The Arts <i>Kristina Gropper, Helen Brown Group</i> <i>Megan Horton, Rhode Island School of Design</i> <i>Jana Peretti, Boston Symphony Orchestra</i> <i>Colleen O'Donnell, Museum of Fine Arts</i>	(B3) The Principal Gift Track <i>Suzy Campos</i> Amherst College
3:30 p.m. – 3:45 p.m.	Break		
3:45 p.m. – 4:45 p.m.	(C1) The Joys and Challenges of Small Research Shops <i>Lisa Foster</i> Phillips Academy	(C2) The Psychology of the Philanthropist...Understanding How a Donor Thinks is Essential to Your Prospect Research <i>Scot Scala</i> Scala & Associates	(C3) Planned Giving Models: Explore the Data Enabling the Analytics <i>Lawrence Henze & Katherine Swank</i> Blackbaud
5:00 p.m. – 6:00 p.m.	Networking Reception at Sheraton Monarch Atrium		
6:00 p.m. – 8:00 p.m.	Group Dinners – Meet up in the Lobby		
8:00 p.m. – 12:00 a.m.	NEDRA After Dark at MGM Springfield		

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Friday – May 5, 2023

7:45 a.m. – 2:45 p.m.	Registration/Information Desk and Exhibitor Hall Open		
7:45 a.m. – 8:45 a.m.	Breakfast Buffet		
8:15 a.m. – 8:45 a.m.	Volunteer Orientation		
9:00 a.m. – 10:00 a.m.	(D1) Demystifying Donor Advised Funds <i>Maureen Barry</i> Smith College	(D2) Physician Compensation <i>Gillian Sciacca</i> Williams College	(D3) Identifying Potential Funders: A CFR Perspective on Funder Research and Prospect Prioritization <i>Marie Kelly</i> , Stonehill College <i>Callie Curran Morrell</i> , UCLA
10:00 a.m. – 10:15 a.m.	Break		
10:15 a.m. – 10:45 a.m.	Sponsor Presentations		
10:45 a.m. – 11:00 a.m.	Break		
11:00 a.m. – 12:00 p.m.	(E1) Panel: Diversity, Equity & Inclusion <i>Lauren Casas</i> , Dana-Farber Cancer Institute <i>Samir Chapra</i> , Princeton University <i>Steve Grimes</i> , Helen Brown Group	(E2) Billionaires are Unlisted: Supporting and Working with Principal Gifts <i>Cara Kennedy & Lucy Miller</i> Massachusetts General Hospital	(E3) How to Get Started Using Power BI for Visualization <i>Emily Marcason-Tolmie & Katy Rusate</i> Skidmore College
12:00 p.m. – 12:15 p.m.	Break		
12:15 p.m. – 1:15 p.m.	Luncheon - Sponsor Raffle		
1:15 p.m. – 2:00 p.m.	Networking		
2:00 p.m. – 3:00 p.m.	(F1) No Due Dates Required: Upcycling Old Scores & Ratings Via Unsupervised Machine Learning and Internal Consistency <i>James Cheng</i> Boston University	(F2) Canadian Million \$ Prospects: An untapped pool <i>Terry Burton</i> Dig In Research	(F3) Oh What a Tangled Web We Weave! <i>Sarah Price</i> BWF
3:00 p.m.	Conference Concludes		

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