












2021 Annual NEDRA Conference
#NEDRAcon2021
May 13-14, 2021
Schedule-at-a-Glance

Thursday – May 13, 2021					
9:30 a.m. – 10:00 a.m.	Pre-Conference Networking Opportunities				
10:00 a.m. – 10:50 a.m.	Welcome & Keynote: Kishshana Palmer				
10:50 a.m. – 11:00 a.m.	Break				
11:00 a.m. – 11:50 a.m.	(A1) Pandemics and Downturns and Change, Oh My! <i>Ian Wells</i> Ian T. Wells & Associates	(A2) Collectors and the Art Market: Highlights from Recent Reports <i>Kristina Gropper</i> Helen Brown Group	(A3) Comparative Prospecting -Where else do your donors give? <i>Arielle Waite, Nicole Vaughan & Samantha Harris</i> Combined Jewish Philanthropies		
11:50 a.m. – 12:15 p.m.	Break				
12:15 p.m. – 12:45 p.m.	Awards Ceremony & NEDRA Updates				
12:45 p.m. – 12:50 p.m.	Break				
12:50 p.m. – 1:40 p.m.	(B1) Donor Due Diligence <i>Jake Lipton</i> Wallbrook <i>Kristen Watson</i> Tufts University	(B2) Rethinking Capacity Ratings <i>Marianne Pelletier</i> Staupell Analytics Group	(B3) Why Prospect Researchers Can't Afford Not to Incorporate D&I into Campaign Planning from Day One <i>Angelique Grant & Celeste Guzmán</i> Mendoza Aspen Leadership Group		
1:40 p.m. – 1:50 p.m.	Break				
1:50 p.m. – 2:20 p.m.	Sponsor Sessions				
					
2:20 p.m. – 2:50 p.m.	Sponsor Booths Open				
2:50 p.m. – 3:00 p.m.	Break				
3:00 p.m. – 3:50 p.m.	(C1) Investment Advisers <i>Jonathan Keane</i> Massachusetts General Hospital	(C2) Why Analytics Matters Now More Than Ever <i>Doug Cogswell</i> ADVIZOR Solutions/The Pursuant Group	(C3) Due Diligence Panel <i>Moderator: Renana Kehoe, HBS</i> <i>Featuring: Dina Zelleke, Harvard; Tom Hill, WealthX; and Vicki Law, MIT</i>		
3:50 p.m. – 4:00 p.m.	Regular Programming Ends				
4:00 p.m. – 5:00 p.m.	Networking				

*Schedule is subject to change//For complete session descriptions, please refer to the NEDRA website: www.nedra.org/conference

2021 Annual NEDRA Conference
#NEDRAcon2021
May 13-14, 2021
Schedule-at-a-Glance

Friday – May 14, 2021							
9:30 a.m. – 10:00 a.m.	Pre-Conference Networking Opportunities						
10:00 a.m. – 10:50 a.m.	Keynote: An Interview with Forbes' Chase Peterson-Withorn						
10:50 a.m. – 11:00 a.m.	Break						
11:00 a.m. – 11:50 a.m.	(A1) The Emerging Economy <i>Elizabeth Crabtree</i> Brandeis University	(A2) Engaging Millennial Donors <i>Sarah Landman</i> Insightful	(A3) Demystifying CF Relations and Digging into CF Research <i>Allison Crosscup & April Genung</i> Bowdoin College				
11:50 a.m. – 12:15 p.m.	Break						
12:15 p.m. – 12:45 p.m.	Roundtables:						
	Computational Philanthropy <i>James Cheng</i> Dana-Farber Cancer Institute	Diversity, Equity, and Inclusion <i>Amitha Vasanth</i> Babson College	International Research <i>Maureen Festa</i> Northeastern University	Large Shops <i>Ursula Munn</i> Dana-Farber Cancer Institute	Prospect Identification <i>Megan Putney</i> Brigham & Women's Hospital	Prospect Management <i>Ruthie Giles</i> Westfield State University	Small Shops <i>Kate Hanson</i> Facing History and Ourselves
12:45 p.m. – 12:50 p.m.	Break						
12:50 p.m. – 1:40 p.m.	(B1) Greenealogy: How to Determine If Your Prospects Are Related to Big Money <i>Kevin Swope</i> Babson College	(B2) Moves Like Jagger: Moves Management Like a Rockstar <i>Nicole Fonsh</i> Harvard Law School			(B3) Creative Collaboration: Taking the Path from Reaction to Relationship <i>Bryan Mullin & Kiran Tahir</i> Yale University		
1:40 p.m. – 1:50 p.m.	Break						
1:50 p.m. – 2:20 p.m.	Sponsor Sessions						
							
2:20 p.m. – 2:50 p.m.	Sponsor Booths						
2:50 p.m. – 3:00 p.m.	Break						
3:00 p.m. – 3:50 p.m.	(C1) The Elusive, Ever-Changing & Shape Shifting Planned Giving Donor Profile <i>Katherine Swank & Lawrence Henze</i> Blackbaud Target Analytics	(C2) Google Gazelle <i>Sarah Richards</i> Dynamic Catholic			(C3) Diversifying Donor Bases: An Action Plan <i>Milagro Lobato</i> Rhode Island School of Design <i>Roslyn Clarke</i> BWF		
3:50 p.m. – 3:55 p.m.	Break						
3:55 p.m. – 4:00 p.m.	Closing Remarks and Prize Winner Announcements						
4:00 p.m.	Conference Concludes						