NAYDO

North American YMCA Development Organization, in partnership with YMCA of the USA, YMCA Canada and YMCA Mexico, inspires and strengthens the philanthropic culture of the YMCA.

REV UP YOUR CAUSE!

NAYDO 2019 | INDIANAPOLIS

38TH ANNUAL NAYDO CONFERENCE ON YMCA PHILANTHROPY

APRIL 3–6: MARRIOTT INDYPLACE

NAYDO CONFERENCE HOST: YMCA OF GREATER INDIANAPOLIS

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RACE TO INDY

You'll love the Circle City, home to one of the most walkable downtowns in the U.S. and host of the world's largest single-day sporting event – the Indianapolis 500.

Your hosts at the YMCA of Greater Indianapolis are excited to help you Rev Up Your Cause.

Start your engines for a great time!

Thanks to VisitIndy for photos of Indianapolis
YMCA images on pages 18, 35 and 36 © Parasol Photographics

FOR NAYDO 2019!

When you are not in amazing workshops, you can explore nearby White River Park, the scenic loop along the Central Canal, Eiteljorg Museum of American Indian & Western Art and shop the three-story Circle Centre mall.

After amping up your philanthropy skills, step outside and enjoy Indy's delightful dining scene. Travel like the locals. Hop on the Pacers Bikeshare and ride the Indianapolis Cultural Trail to Mass Avenue, a progressive shopping, culinary and theater district. Visit Fountain Square, with its retro vibe and live music venues. Snap a selfie at Monument Circle, the physical and spiritual heart of the city. Stroll through a collection of monuments and memorials rivaled only by Washington, D.C.

With just a short drive to the Indianapolis Museum of Art, you'll see lush Newfield Gardens, a perfect complement to its expansive galleries. Or, see the dinosaurs at the world's largest Children's Museum.

And of course, a trip to Indy isn't complete without a visit to the mecca of racing – Indianapolis Motor Speedway.

See why **Conde Nast Traveler** named Indianapolis one of their `Hottest Destinations of 2018' and **Food & Wine** named Indy `One of America's Favorite Food Cities.'

PLAN TODAY FOR A STRONG FINISH AT NAYDO 2019!

General Sessions: Keynote & Impact Awards

Keynote Luncheon

THURSDAY

Noon–1:45 pm | Sponsored by Daxko

"Finish: Give Yourself the Gift of Done"

Be inspired by a keynote presentation from **New York Times** bestselling American author Jon Acuff. His latest book, **Finish: Give Yourself the Gift of Done** provides insight applicable to achieving your YMCA's philanthropic goals. For more than 20 years, Jon has helped some of the biggest brands in the world tell their stories, including The Home Depot, Bose, Staples and the Dave Ramsey Team. Most recently, he's spoken to hundreds of thousands of people at conferences, colleges, companies and churches. Featured regularly on national media, Jon has been seen on CNN, Fox News, Good Day LA and other news outlets. Jon is also a big proponent of social media with blogs that have been read by 4 million people and almost 300,000 Twitter followers.

Learn more at https://acuff.me/

NEW IN 2019

Note on Seating at this Luncheon:
Selected tables will be reserved for Network Groups to facilitate ongoing conversations.

Impact Awards Luncheon

FRIDAY

Noon–1:45 pm | Sponsored by Gro

"Recognizing and Promoting Excellence in Fundraising"

The Impact Awards General Session Luncheon features the best in YMCA fundraising and storytelling through the Eagle and Communications Awards. See and hear YMCA success stories that will inspire you to "**Rev Up Your Cause.**" This session will also feature the Philanthropy Live! video sponsored by The Redwoods Group showing the impact NAYDO attendees have had on the Indy community through their community service projects. We'll wrap up with a preview of NAYDO 2020 at Gaylord National Resort & Convention Center near Washington, D.C.

Note on Seating at this luncheon:

NEW IN 2019

The focus for this luncheon's seating is on delegations. Delegations of 10 or more can reserve a table by contacting Mary Zoller no later than March 15 at **maryzoller@aol.com**.

Preview of NAYDO 2020

The YMCA of Metropolitan Washington, host Y for the NAYDO 2020 Conference, serves America's Capital, Washington, D.C. and bordering states of Maryland and Virginia. This is home to the Capitals, the Nationals, the Wizards, cherry blossoms, Maryland crabs, iconic museums, historical monuments and a myriad of government buildings. The Gaylord National Resort & Convention Center which overlooks the beautiful Potomac River in National Harbor, Maryland, will serve as the location for the April 1–4, 2020 NAYDO Conference on YMCA Philanthropy. It's going to be a monumental and memorable experience!

If you would like to serve on the 2020 Planning Committee, contact the NAYDO Office now or join the Friday morning 7:45–8:30 am Conference Meeting in Indy and/or stop by the Visit NAYDO 2020 Washington, D.C. Conference booth in the exhibit area.

Communications Awards

Communicating our cause is central to the success of the YMCA. NAYDO is committed to recognizing and sharing excellence across the YMCA movement. Each year, Ys of every size, and with any level of fundraising goal, are encouraged to submit materials in a variety of communications categories with awards presented during the Friday Impact Awards luncheon. Because a single communications tactic cannot effectively demonstrate your cause alone, NAYDO Communications Award entries require 3–5 pieces that were used together to tell a story, support a marketing or philanthropic goal and enhance the culture of philanthropy. Submissions must be part of philanthropic or communications campaigns that have already demonstrated measurable success or are completed. The 2019 categories are: Strategic Communications Campaign; Digital Media Engagement; Philanthropic Communications Showcase.

Entry deadline is December 4, 2018. If you submit by October 31, you will receive a chance for a FREE 2019 conference registration. Online entry form and criteria available at **www.naydo.org**. If you have questions, contact:

Molly Thompson | Communications Chair
molly.thompson@ymcacharlotte.org | 704 716 6238

Eagle Awards for Excellence in Fundraising

The Eagle Awards for Excellence in Fundraising are presented to YMCA Associations that have demonstrated outstanding achievement in YMCA financial development. Be inspired by the 2019 winners who have demonstrated how integrating philanthropy into their organization's culture can position a YMCA as a leading charity in the community. The Eagle Award recognizes YMCAs that show a commitment to fundraising's best practices and have demonstrated success in annual, capital and endowment efforts. Nominees are judged by previous Eagle winners and among similar size Ys. Associations of all sizes are encouraged to apply.

Entries Due December 4 2018

NOTE: YMCAs that won the Eagle Award prior to 2014 are eligible again. Nomination deadline is December 4, 2018; nomination form and criteria are available at **www.naydo.org**. If you have questions, contact:

Andy Pierce, CFRE | Eagle Awards Chair
apierce@ymcalouisville.org | 502 587 2106

Conference Schedule

WEDNESDAY

7:00 am–6:30 pm	**Registration/Information Center Open** | Sponsor: Arthur J. Gallagher Risk Management Services
7:00 am–6:30 pm	**Host Y Hospitality Center Open** | Sponsor: Life Fitness
7:00 am–3:30 pm	**Welcome Center Open**
8:00 am–4:30 pm	**YMCA Capital Readiness & Planning Workshop** | Advance sign-up & additional fee; includes lunch | See page 10
	PHILANTHROPY LIVE! PROJECTS | Sponsor: The Redwoods Group | Advance sign-up; transportation included | See page 18
11:00 am–3:15 pm	**Project 1: Laurelwood Program Site of Intercollegiate YMCA** | Includes lunch
1:00–3:15 pm	**Project 2: Laurelwood Program Site of Intercollegiate YMCA** | For attendees under 40, Young VIPs, Young Professionals & Alumni
12:30–3:00 pm	**Project 3: Indy Urban Acres**
12:30–3:30 pm	**Project 4: Gleaners Food Bank**
12:30–3:15 pm	**Project 5: Hoosier Veterans Assistance Foundation (HVAF)**
	SPECIAL EVENTS AND IMPACT TOURS | See the Impact Tours on page 30
1:00–3:00 pm	**NAYDO 5K Canal Run/Walk** | Sponsor: ACTIVE Network | Start at 1:00, 1:30 or 2:00 pm; optional Hot Topics to Go! | Advance sign-up
1:00–3:30 pm	**Impact Tour A: Hendricks Regional Health YMCA Health Partnerships** | Advance sign-up & additional fee | See page 30
1:30–3:00 pm	**Impact Tour B: Irsay Family YMCA at CityWay** | Sponsor: OneCause | Advance sign-up & additional fee | See page 30
2:00–3:30 pm	**Staff New to Leading YMCA Development Welcome Session**
2:00–3:30 pm	**New Chief Marketing Officers Welcome Session**
2:00–3:30 pm	**CEO Search–Navigating the Journey**
3:30–6:00 pm	**Exhibits Open**
3:30–6:00 pm	**OPENING RECEPTION IN THE EXHIBITS AREA: START YOUR ENGINES!** | Sponsor: Personify | Food and cash bar | See page 9
3:45–4:30 pm	**New Attendees' Session**
3:45–4:30 pm	**CFRE: Learn How to Become a Certified Fund Raising Executive**
3:45–4:15 pm	**Workshop Host/Convener Orientation**
	NETWORKING OPPORTUNITIES | See page 12
4:30–4:45 pm	**Meet & Greet Moment** | Find your network flag and pick up your ribbon
4:45–5:45 pm	**Networks Power Hour** • VIPs (Board Members/Fundraising Volunteers) & Young VIPs Group • Young Professionals Class of 2019 • MarCom Professionals • Grant Writers Group • Program & Membership Staff • Camping Professionals • Operations Staff (Branch Execs, Centre Directors, Associate Execs, Regional VPs, COOs) • Smaller Ys Networks (Under $2M & $2–$4M) • New to Leading Development at Your Y • International Attendees
4:45–5:45 pm	**50 Years of Fundraising Wisdom 2.0 by Clark Baker**
5:45–6:30 pm	**Canadian Reception**
5:45–6:30 pm	**US Reception featuring Kevin Washington**
5:45–9:00 pm	**International Reception at the YMCA at the Athenaeum**
6:30–7:30 pm	**Staff & Volunteers Under 40 Social**
9:00–10:00 pm	**Sleepy Yoga at JW Marriott**

THURSDAY

6:30–7:15 am	**LaBlast Fitness Class** | Sponsor: LaBlast Fitness
7:00–7:30 am	**Morning Devotion – Reflections**
7:00 am–6:30 pm	**Registration/Information Center Open** | Sponsor: Arthur J. Gallagher Risk Management Services
7:00 am–6:30 pm	**Host Y Hospitality Center Open** | Sponsor: Life Fitness
7:15–8:00 am	**Hot Topics Facilitator Breakfast**
7:30 am–Noon	**Exhibits Open** | Light Breakfast & Coffee until 10:30 am | Sponsor: GenEon Technologies
8:15–9:00 am	**Hot Topics** | Round A | See page 23
9:30–10:15 am	**Hot Topics** | Round B | Repeat of Round A topics
10:30–11:45 am	**Round 1: Educational Track Workshops** | See page 24
Noon–1:45 pm	**Keynote Luncheon featuring Jon Acuff** | Finish: Give Yourself the Gift of Done | Sponsor: Daxko | See page 4
1:45–2:45 pm	**Exclusively Exhibits Time and Raffle Prizes**
1:45–6:00 pm	**Exhibits Open**
2:15–6:00 pm	**Impact Tour C: Flat Rock River YMCA Camp/Ruth Lily YMCA Outdoor Center** | Sponsor: CampMinder Advance sign-up & fee | See page 31
2:45–5:45 pm	**Philanthropy School** | See page 24
2:45–4:00 pm	**Round 2: Educational Track Workshops** | See page 25
4:00–6:00 pm	**Complimentary Beverages and Cash Bar in Exhibits Areas**
4:15–5:30 pm	**Round 3: Sponsor Exhibitor Workshops** | See page 25
4:15–5:45 pm	**Impact Tour D: OrthoIndy Foundation YMCA** | Sponsor: Gro | Advance sign-up & additional fee | See page 31
4:15–5:30 pm	**Philanthropy Live! Volunteer Appreciation Reception** | Sponsor: The Redwoods Group
5:30 pm–on	**Night on the Town in Indy** | Dine on your own or with group options below • 6:00–7:00 pm | **Hot Topics Happy Hour at JW Marriott** | Cost on your own • 7:15–9:30 pm | **Punch Bowl Social Buffet Dinner** | Advance sign-up & additional fee • 7:30–9:00 pm | **Dine with International Attendees** | Advance sign-up & additional cost

FRIDAY

6:15–7:45 am	**Ballet Barre Fitness** | Advance sign-up | Transportation provided to Irsay Family YMCA at CityWay
7:00–7:30 am	**Morning Devotion – Reflections**
7:00 am–6:30 pm	**Registration/Information Center Open** | Sponsor: Arthur J. Gallagher Risk Management Services
7:00 am–6:30 pm	**Host Y Hospitality Center Open** | Sponsor: Life Fitness
7:30–9:30 am	**Last Chance to Visit Exhibits Continental Breakfast**
7:45–8:30 am	**NAYDO 2020 Breakfast Meeting** | For anyone interested in working on the 2020 Conference in Washington D.C.
8:45–10:00 am	**Round 4: Educational Track Workshops** | See page 26
10:15–11:30 am	**Round 5: Educational Track Workshops** | See page 26
Noon–1:45 pm	**Impact Awards Luncheon & NAYDO 2020 Preview** | Sponsor: Gro | See page 4
2:00–3:15 pm	**Round 6: Educational Track Workshops** | See page 27
3:30–4:45 pm	**Round 7: Philanthropy Forums** | See page 27
3:30–5:15 pm	**Impact Tour E: Serving Those in Need at the Laurelwood Program Site** | Advance sign-up & additional fee | See page 31
6:00–10:00 pm	**Victory Lap at Dallara IndyCar Factory** | Sponsor: Daxko | Enough food for dinner & cash bar | See page 29

SATURDAY

7:30–10:00 am	**Host Y Hospitality Center Open** | Sponsor: Life Fitness
8:00–9:00 am	**Wake-Up Yoga at JW Marriott**
9:00 am–Noon	**Indianapolis Motor Speedway Grounds Tour** | Advance sign-up & additional fee includes transportation to Indy Speedway
9:45 am–varies	**NCAA Hall of Fame** | Advance sign-up & additional fee onsite
	Or sightseeing on your own!

Sponsors & Exhibitors

Our sponsors and exhibitors help underwrite the NAYDO Conference and provide the latest in techniques, ideas and innovations to make your philanthropic initiatives and YMCA operations creative and successful.

Visit www.naydo.org on the sponsors and exhibitors page to link directly to each company's website.

Sponsors and Exhibitors as of August 1, 2018

The opinions and products of all NAYDO vendors, exhibitors, sponsors and speakers are their own and do not have a real or implied endorsement by NAYDO.

SPONSORS

PLATINUM PREMIER SPONSOR

Daxko

Victory Lap at Dallara IndyCar Factory
Thursday Keynote Luncheon
Year-Round Webinar Series
Workshop Sponsor

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Workshop
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NAYDO Speaker Network

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Friday Impact Awards Luncheon
YMCA Impact Tour
Young Professionals Program

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NETWORK SPONSORS

CampDoc.com | Camping Professionals
Gro | Young Professionals
Grant Professionals Association | Grant Writers Group
Matrix Fitness | MarCom Professionals
Matrix Fitness | Operations Staff

BASIC SPONSORS

WOWBUTTER Foods | Registration Snack
GenEon Technologies | Thursday Breakfast
LaBlast Fitness | Dance Fitness Class
OneCause | YMCA Impact Tour B
CampMinder | Camp Impact Tour C
Gro | YMCA Impact Tour D

EXHIBITORS

PREMIER EXHIBITORS

ACTIVE Network

Daxko

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Gro

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Personify

The Redwoods Group

ThinSoft

Y-USA Financial Development

EXHIBITORS

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Jerry L. McCormick Consulting
LaBlast Fitness
Life Fitness
Matrix Fitness
NAYDO 2020 Visit Washington DC Area
One Beat CPR + AED
OneCause
OPEN-LINE
Precor
ReClique
SCORE SPORTS
Seer Analytics
SOCIY
StickersAndMore.Com
Styku
Technogym
Texas Presbyterian Foundation
The Fund Raising School at the Indiana University Lilly Family School of Philanthropy
Woodway
YMCA Retirement Fund
Y-USA International/World Service
Y-USA Talent & Knowledge Management

EXHIBIT AREA EVENTS

HOURS & EVENTS

From Opening Reception to Friday Breakfast, the Exhibit Areas provide excellent resources, products and services for your operational needs and support for your philanthropic efforts.

WEDNESDAY

3:30–6:00 pm | Opening Reception
Sponsor: Personify
"Start Your Engines"

Complimentary hors d'oeuvres, beverages, entertainment and cash bar. See page 10 for more information.

THURSDAY

7:30 am–Noon | Exhibits Open

7:30–10:30 am | Breakfast During Hot Topics
Sponsor: GenEon Technologies

Light breakfast and beverages available in the exhibit areas, or grab n' go so you don't miss your favorite Hot Topics.

1:45–2:45 pm | Exclusively Exhibits Time

A 1-hour Exhibits Exclusive Break following the Thursday keynote luncheon.
Raffle prize winners will be announced!

1:45–6:00 pm | Exhibits Open

4:00–6:00 pm | Afternoon Beverage Break

Complimentary beverages and cash bar in the exhibit areas.

FRIDAY

7:30–9:30 am | Last Chance to Visit Exhibits
Continental Breakfast

Enjoy a leisurely continental-style breakfast in the exhibit areas before they close permanently at 9:30 am. Network with exhibitors and attendees over breakfast before the workshops.

Wednesday Opening Day Special Events and Sessions

Travel Note:

Early start time on Wednesday may require that you arrive Tuesday night. Book your flight and hotel reservations accordingly. Headquarter hotel JW Marriott is SOLD OUT on Tuesday but adjacent overflows have Tuesday availability.

If you need assistance with a Tuesday night room, contact:
Mary Zoller | info@naydo.org
The sooner the better!

OPENING RECEPTION

Wednesday | 3:30–6:00 pm

"Start Your Engines!"

Sponsor: Personify

Complimentary hors d'oeuvres, beverages, entertainment and cash bar

The official **Opening Reception** provides a networking opportunity where you can enjoy complimentary food and beverages, a cash bar and special entertainment while exploring the wide variety of companies and organizations exhibiting.

OPENING DAY SPECIAL SESSIONS

Wednesday | 8:00 am–4:30 pm

YMCA Capital Readiness and Planning Preconference Workshop

Audience: SFD, EX, BD, FV | See page 22 for codes

Cost: $140 (includes lunch and materials)
Advance sign-up & additional fee required

YMCAs continually seek new ways to more effectively meet community needs. These needs drive a Y's programs and services, which then affect the facilities a Y requires to best serve its community. A capital project is therefore an exciting opportunity that can position your Y to provide more impactful services to strengthen community, address critical social needs and enhance the lives of community members now and for generations to come. This workshop, designed for staff and volunteer decision makers, will review the four phases in the capital planning and development pathway. Positioning your YMCA for raising capital dollars is critical. We know major gift donors as investors also want to be assured that YMCAs and their boards have made solid decisions based on the right information and have taken the right steps in planning their projects.

US Staff Attendees: You will earn 8 Leadership Competency recertification credits for the Multi-Team and Branch Leader or Organizational Leader certifications ONLY if you are in attendance for all hours of the session and you include the following information on your NAYDO Conference registration form: date of birth, last four digits of Social Security number and email address.

Wednesday | 2:00–3:30 pm

Staff New to Leading YMCA Development Welcome Session

Pam Havlick Hearn, CFRE | NAYDO
Sheri Noer, CFRE | YMCA of the USA

If you are new to leading your Y's financial development program within the last three years, this session is for you! We know the first few years can be a maze of seeking new networks/resources; figuring out how to involve others to achieve your goals; plus dealing with a fire hose of information, opportunities, challenges and navigating the Y's fundraising model. This session will answer your questions as well as provide the opportunity to meet and network with others who can help you navigate transitioning into your new position.

Wednesday | 2:00–3:30 pm

CEO Search – Navigating the Journey

Lisa Drouin | YMCA of the USA

Hiring the Y's next leader is a most important role of the board of directors! As trusted partners throughout the CEO selection process with in-depth knowledge of the best (and worst) practices, Y-USA's CEO Search Department is uniquely qualified to assist Y boards and staff with the important and complex task of CEO transitions. This session is open to everyone. If you are interested, for yourself (as a future CEO candidate) or if you are a staff person or board member and your association will be experiencing a CEO transition, join us for this important conversation. CEO Search Directors are eager to meet individuals who are interested in one-on-one conversations about positioning and preparing for CEO opportunities. Contact us through the NAYDO Conference Mobile App to schedule time together during the 2019 Conference.

Wednesday | 2:00–3:30 pm

New Chief Marketing Officers Welcome Session

Omoiye Kinney | YMCA of Greater Houston

Marketing and Communication staff who are new to the Y within the last 3 years and have responsibilities for supporting financial development are invited to this session. The focus will be on resources available for general marketing and communications with emphasis on case for support, nationwide campaign, philosophy, operational best practices and the Y culture. There will be plenty of time for networking and getting acquainted, too.

Wednesday | 3:45–4:30 pm

New Attendees Orientation

Jay Lowden, CFRE | YMCA of Superior California

First-time to a NAYDO Conference? Want to make sure you get the inside scoop on the "can't miss" activities? Not sure what workshops to attend or network to join? Then, you need to come to the New Attendee Session where your questions will be answered and you will receive tips on making the most of your conference experience. Receive an overview of the conference schedule, educational and networking opportunities and meet key NAYDO and 2019 Conference leaders. Educational Track Deans will be on hand to answer questions about specific workshops.

Wednesday | 3:45–4:30 pm

CFRE – Become a Certified Fund Raising Executive and Get the Recognition You Deserve!

Sheri Noer, CFRE | YMCA of the USA
Christina Harley, CFRE | YMCA of Southwestern Ontario

Participants will hear an overview of the CFRE application process and criteria as well as tips for preparing for the certification exam. CFRE certification is well worth the effort—both personally and for your YMCA—to stand out as a YMCA professional proficient in strategic philanthropic leadership. If you are interested in learning about the Advanced Certified Fund Raising Executive (ACFRE) certification, contact:

Pam Hearn, CFRE | pam.hearn@ymca.net

Wednesday | 4:45–5:45 pm

50 Years of Fundraising Wisdom 2.0 by Clark Baker

Everyone is welcome to attend. Recommended for staff who lead development, board members (VIPs), Executive Directors and CEOs.

In his 50-year career with the YMCA, Clark Baker raised more than $500 million in philanthropic support. This session will provide concrete advice through Clark's stories which are humorous, poignant and achievable. Learn ideas to use at your Y, understand the important role of leadership in raising funds, how to involve retired Y staff/leaders, and how to develop deep relationships with donors. If you attended at NAYDO 2018, you got a sample; the 2.0 version includes some new stories and advice.

Wednesday | 5:45–6:45 pm

Light refreshments

Canadian Reception

Meet and connect with your Canadian peers and hear remarks from Canadian leadership.

Wednesday | 5:45–6:45 pm

Light refreshments and cash bar

US Reception Featuring Kevin Washington

Join Y-USA President and CEO Kevin Washington for a reception and conversation about what's happening at Y-USA and within our great Y movement. Please come armed with your questions for Kevin and the Y-USA team!

NAYDO Networks

In 2018 NAYDO doubled the number of networks available to attendees. Indicate on your registration form which network is of most interest:

- Staff New to Leading YMCA Development
- VIPs Board Members & Fundraising Volunteers
- Young Professionals and Young VIPs (see what's new for Under 40 attendees on page 16)
- Operations Staff (Branch EDs, Associate EDs, Centre Directors, COOs, VPs)
- Smaller YMCAs (Under $2M and $2-$4M)
- MarCom Professionals
- Grant Writers Group
- Program & Membership Staff
- Camping Professionals
- International Attendees

The Networks Chart below provides a summary overview of the dates, times and events for each network's activities. Additional information can be found on other pages for unique events, but below is a description of main activities applicable to most of the networks.

Note to CEOs: There is no network specifically for CEOs because generally CEOs have many opportunities for networking as a group. This is a chance to focus on one aspect of your job in the network of your choice.

NETWORKING OPPORTUNITIES

Wednesday | 4:30–4:45 pm

Networks Meet & Greet Moment

Gather by your network's flag (where your network's Power Hour will also take place) to meet and greet others in your network. The first 50 people to arrive for the Meet and Greet Moment will receive their network's ribbon.

Helpful Hint: In the exhibits area you will find food and beverages (beginning at 3:30 pm) that you can take with you to the Meet and Greet and the Power Hour that follows.

Wednesday | 4:45–5:45 pm

Networks Power Hour

Each network's coordinators will handle their Power Hour session a little differently but all will involve meeting the Network Coordinators, getting acquainted with other attendees, hearing recommendations on best workshops and Hot Topics to attend and learning more about the network.

Wednesday Dinner

Networks Dinner on Your Own

It is up to each network either in advance or onsite to decide if they want to organize a group for dinner Wednesday night. Whether communicated in advance or decided during the Power Hour it is an option, not a requirement, for network members to attend.

Wednesday–Friday

Special Sessions and Events

Some networks have scheduled a Special Session to meet their specific needs. Refer to the Networks Chart (below).

Thursday | 8:15–10:15 am

Hot Topics

Some networks will have a room designated for Hot Topics very specific to their network.

Thursday | Noon–1:45 pm

Designated Seating at the Thursday Keynote Luncheon

Each Network Group will have at least one designated table for seating during the Keynote General Session Luncheon on Thursday so that network members will have the option to sit together.

Friday | 3:30–4:45 pm

Round 7 Philanthropy Forum

The amount of knowledge shared during a conference can be overwhelming. The purpose of a Philanthropy Forum is for attendees to share key learnings, discuss options for implementing them at their YMCA and brainstorm ways NAYDO can support the network's work at the following year's conference and year round.

NETWORKS CHART

Network Name	Network Code	WEDNESDAY Special Sessions	Meet & Greet Moment	Network Power Hour
Camping Professionals	CAMP		4:30–4:45	4:45–5:45
Grant Writers Group	GW		4:30–4:45	4:45–5:45
International | Attendees from outside the US or Canada	INTL		4:30-4:45	4:45- 5:45
MarCom Professionals	MC	2:00–3:30 New to Y Welcome Session	4:30–4:45	4:45–5:45
Staff New to Leading YMCA Development	NFD	2:00–3:30 Welcome Session	4:30–4:45	4:45–5:45
Operations Staff | COOs, Branch EDs, Assoc. EDs, Centre Directors, VPs	OPS		4:30–4:45	4:45–5:45
Program/Membership Staff	PM		4:30–4:45	4:45–5:45
Smaller Ys | Under $2M & $2–$4M	SMY		4:30–4:45	4:45–5:45
Volunteer-In-Philanthropy | Board Members & Fundraising Volunteers	VIP		4:30–4:45	4:45–5:45
Young Professionals | Class of 2019 & Alumni, Young VIPs	YPP	1:00–3:15 Philanthropy Live! Project 2	4:30–4:45	4:45–5:45

NETWORKS OVERVIEW AND LEADERS

STAFF NEW TO LEADING YMCA DEVELOPMENT

Coordinator: **Sheri Noer, CFRE** | sheri.noer@ymca.net

Advisor: **Pam Havlick Hearn, CFRE** | NAYDO | pam.hearn@ymca.net

Whether you are new to development or new to the Y's way of development, we hope you will join our Power Hour on Wednesday from 4:45–5:45 pm and meet your new tribe! There is a special Welcome Session for you from 2:00–3:30 pm that afternoon which provides a more in-depth orientation (see page 11) while the Power Hour is focused on networking and socializing with fellow Development Directors and CDOs.

GRANT WRITER GROUP

Sponsor: Grant Professionals Association

Coordinator (Advance): **Beth Becker**
YMCA of Greater Twin Cities | beth.becker@ymcamn.org

Coordinator (Onsite): **Tiffany Hatfield**
YMCA of Greater Indianapolis | thatfield@indymca.org

Coordinator (Onsite): **Erin Laumer**
YMCA of Greater Oklahoma City | elaumer@ymcaokc.org

Advisor: **Alexis Lux, CFRE**
YMCA of Greater Oklahoma City | alux@ymcaokc.org

Join in the standard network events with an extra bonus during the Wednesday Power Hour. Network Sponsor Central Indiana Chapter of the Grant Professionals Association has been invited to join NAYDO attendees for this 4:45–5:45 pm get together. Network with grant professionals who will share tips, tricks and resources for greater success in grant seeking for your YMCA. Also hear recommendations for Hot Topics and workshops to make the most of your conference experience.

SMALLER YS (UNDER $2M AND $2–$4M)

Coordinator: **Shadra Jenkins**
YMCA of Jackson, OH | ymcashadra@yahoo.com

Advisor: **Paul Andresen**
Alumni & Retiree Team | pdandresen@gmail.com

This network involves two groups: YMCAs under $2M and YMCAs with budgets in the $2M–$4M range that are independent associations (while not specifically designed for branches, branches/centers with budgets in that range may attend, but the Operations Network would probably be a better fit). Make plans for getting the most out of your conference experience without suffering "Y envy" of YMCAs with more resources than yours. When you have no development department and are "doing it all," that can require doing some things differently, but your philanthropic efforts CAN succeed.

MARCOM PROFESSIONALS

Sponsor: Matrix Fitness

Coordinator: **Carrie Collins**
YMCA of Northwest North Carolina | c.collins@ymcanwnc.org

Advisor: **Molly Thompson**
YMCA of Greater Charlotte | molly.thompson@ymcacharlotte.org

If you have responsibilities for Marketing and/or Communications this is the network for you. While the MarCom Network will not have a Philanthropy Forum on Friday, a special session has been added on Wednesday afternoon from 2:00–3:30 pm for MarCom attendees who are new to their role in the last three years.

Networks Overview continues next page

THURSDAY				FRIDAY	
Other Events	**Workshop Codes**	**Hot Topics**	**Luncheon Reserved Table**	**Special Sessions**	**Workshop Codes**	**Round 7 Philanthropy Forum**
		8:15–10:15	Noon–1:45	2:15–6:00 Tour C		3:30–4:45
	GW	8:15–10:15	Noon–1:45		GW	3:30–4:45
5:45–9:00 Reception			Noon–1:45			3:30–4:45
	MC	8:15–10:15	Noon–1:45		MC	
	NFD, SFD, EX		Noon–1:45		NFD, SFD, EX	
	EX		Noon–1:45		EX	3:30–4:45
	PM	8:15–10:15	Noon–1:45		PM	3:30–5:15 Impact Tour E
	SMY		Noon–1:45		SMY	3:30–4:45
	BD, FV	8:15–10:15	Noon–1:45		BD, FV	
6:30–7:30 Under 40 Social		8:15–10:15	Noon–1:45			3:30–4:45

NETWORKS OVERVIEW AND LEADERS continued

OPERATIONS STAFF

Sponsor: Matrix Fitness

Coordinator: **Jen Silvers, CFRE**
YMCA of South Hampton Roads | jsilvers@ymcashr.org

Advisor: **Bob Knestrick**
YMCA of Middle Tennessee | bknestrick@ymcamidtn.org

Calling all COOs, District Vice Presidents, Branch Executives, Associate Executives, Centre Directors and other Operations staff... join us for the standard network events with a unique twist to the Operations Power Hour on Wednesday from 4:45-5:45 pm. Be sure to arrive for the Meet and Greet at 4:30 pm in same location so the Power Hour of Speed Networking can start on time, giving you the opportunity to have 15 minute one-on-one conversations with at least 4 colleagues from other YMCAs. Ask questions, find out what their Y is doing to raise funds for annual giving, and maybe meet a new friend!

CAMPING PROFESSIONALS

Sponsor: CampDoc.com

Coordinator: **Don Sheppard**
YMCA of Greater Indianapolis | dsheppard@indymca.org

Advisor: **Ken O'Kelley**
YMCA of Metro Atlanta | keno@ymcaatlanta.org

The Camping Professionals Network is one of the most established NAYDO networks and this year is trying something beyond the standard events for all networks. During Thursday's Philanthropy School session following the Keynote Luncheon, camp professionals have the opportunity to sign-up for Impact Tour C sponsored by CampMinder to experience Flat Rock River YMCA Camp/Ruth Lily YMCA Outdoor Center, the YMCA of Greater Indianapolis camp, from 2:15–6:00 pm. Advance sign-up and additional fee required and transportation is provided.

PROGRAM & MEMBERSHIP STAFF

Coordinator (Advance): **Sarah Grai**
YMCA of Greater Houston | sarah.grai@ymcahouston.org

Coordinator (Onsite): **Chrystal Johnson**
YMCA of Metro Atlanta | chrystalj@ymcaatlanta.org

Advisor: **Rachel Bowman**
YMCA of Coastal Georgia | rachelm@ymcaofcoastalga.org

Program and Membership Directors play an important role in telling the YMCA story and furthering YMCA philanthropic efforts but don't have many opportunities to focus on this at other Y gatherings. To make this happen, the Program & Membership Staff Network has planned a special workshop and Y tour on Friday afternoon.

During Round 6 workshops, consider attending **Mission in Action: A Community Partnership Program Site – The Underserved & College Students** to hear the story behind Laurelwood. Although the Round 6 workshop is not required, it is recommended if you are signing up for the **Impact Tour E: Serving Those in Need – Laurelwood Program Site** during Round 7. This tour is designed specifically for this network, in place of a Philanthropy Forum at that time.

INTERNATIONAL ATTENDEES

Coordinator: **Mary Tikalsky, CFRE**
YMCA of the USA | mary.tikalsky@ymca.net

Coordinator: **Nancy Short**
YMCA of Greater Indianapolis | nshort@indymca.org

Advisor: **Renata Ferrari**
YMCA of the USA | renata.ferrari@ymca.net

A special Welcome Station at the Y-USA International booth has been added this year for your on-site registration when you first arrive at the JW Marriott. Gather there anytime during the 4:45–5:45 pm Power Hour to meet other attendees in advance of boarding the bus at 5:45 pm for the traditional Wednesday night International Reception at the YMCA at the Athenaeum. You will need to confirm in advance your participation in this special evening that includes dinner by contacting Mary Tikalsky.

International attendees will have a reserved seating area for both General Sessions, the opportunity to interact with conference attendees at small private dinners on Thursday night, and all should plan on attending the Global Philanthropy Forum during Round 7 on Friday where certificates will be presented by NAYDO Chair Shelly McTighe-Rippengale. As always, Spanish translation will be available for both General Session Luncheons and selected workshops identified in advance at www.naydo.org.

NETWORK FOR BOARD MEMBERS

VIP (VOLUNTEER IN PHILANTHROPY) PROGRAM

If you qualify to register at the Volunteer rate, you qualify for the VIP (Volunteer in Philanthropy) Program activities. Designed to facilitate networking among Volunteers, the VIP program provides these special opportunities. Don't forget to take advantage of the Board and Volunteer Development track workshops, listed below.

Program Chair: **Mike Hood (VIP)**
YMCA of San Diego County | mmchood@outlook.com

Program Advisor: **Zane Korytko**
YMCA of Greater Moncton | zane.korytko@ymcamoncton.com

Wednesday | 4:30–4:45 pm

VIP Meet and Greet Moment

Be sure to look for the VIP flag and check the conference mobile app for the exact location for this opportunity to meet:

Zane Korytko | NAYDO Chair Elect & VIP Program Council Liaison

Mike Hood, (VIP) | VIP Program Chair

Justin Stearns, (VIP) | Young VIPs Coordinator

Wednesday | 4:45–5:45 pm

VIP Network Power Hour

Following the Meet & Greet, board members and fundraising volunteers can continue networking with each other informally. Under 40 volunteers can join Justin Stearns for a special get-together focused on the new Young VIP Program.
See more details on page 16.

Thursday | 8:15–10:15 am

VIP Hot Topics

One room will be designated "For Volunteers Only" with Hot Topics facilitated by YMCA board members on topics recommended by volunteers attending the conference. Submit your topic ideas to:

Mike Hood | VIP Program Chair | mmchood@outlook.com

Thursday | 10:30–11:45 am | Round 1: Educational Tracks

Board Fundraising Fundamentals: Board and Staff Role

Brian Saber's Round 1 session for both board and staff will be helpful particularly if you are new to YMCA fundraising

Brian Saber | President, Asking Matters

In this and in his Round 2 session (next column) you will learn, connect, be inspired and get motivated to go back and make an even more meaningful impact as a board member at your Y.

Thursday | Noon–1:45 pm

Designated Seating at Keynote Luncheon

Though not required, if you'd like to sit together at a VIPs' table for the Thursday keynote luncheon, a table will be designated for you.

Thursday | 2:45–4:00 pm | Round 2: Educational Tracks

Why Fundraise? Identifying the Value Proposition for Board Members

Volunteers Only Workshop – VIP Special Event
Staff may attend only if accompanied by a Volunteer.

Brian Saber is back by popular demand and will present this new session designed specifically for board members. This also provides time for networking and meeting volunteers from other YMCAs.

Brian Saber | President, Asking Matters

Of course your YMCA needs money. Board members know that and most understand that the board has a responsibility to help find that money. Yet feeling a sense of responsibility will only get your organizations so far. In order to have your board fully engaged in fundraising, it needs to understand that work in the context of the organization's mission. After participating in this workshop, participants will:

- be able to articulate the value proposition of board fundraising
- understand how board member fundraising fits into the strategic vision of the organization
- have a framework and tools for engaging the board in mission-focused discussions
- be able to lead high-level discussions between board and staff that take the board's fundraising to the next level.

NAYDO YOUNG PROFESSIONALS NETWORK: STAFF AND BOARD MEMBERS

UNDER 40 NETWORKING OPPORTUNITIES

Since 2010, NAYDO has offered a Young Professionals Program for staff 31 years of age and younger. In 2018 NAYDO officially launched a Young VIP Program for board members under 40 (actually just over 40 is ok for this group).

NEW IN 2019

For the 2019 conference, we are adding networking opportunities for any attendee, staff or volunteer, under 40.

Wednesday | 1:00–3:00 pm

Philanthropy Live Project 2: Laurelwood Program Site of the Intercollegiate YMCA "Serving the Underserved"

Advance sign-up required; transportation provided
Exclusively for Attendees Under 40, including, but not limited to, Young VIPs & Young Professionals Class of 2019 and Alumni
***If unable to attend, please participate by donating an item listed on page 19 at your Network Power Hour orientation at 4:45 pm**

The Intercollegiate YMCA partners with the Indianapolis Housing Agency throughout the year to provide free after school programs in four public housing apartment complexes around Indianapolis, one of which is Laurelwood. These programs are run by college students from several local universities. The YMCA has provided community support through the after school program and family nights, hosted neighborhood clean-up days, been active partners for community events, and led service projects with various college students and groups from other organizations.

Conference attendees will have the opportunity to meet some of the Y's community partners as well as engage in a neighborhood beautification service project that will enhance various living spaces for Laurelwood residents.

Wednesday | 6:30–7:30 pm

NEW IN 2019

Under 40 Social

Staff and Board Members

All conference attendees under age 40 are invited to the first ever social for both board members and staff in this age group. No advance sign-up is required and we won't check your age – just come, network and have fun in a relaxed environment! You may even find a group to go out to dinner with that night. It would be helpful (but not required) to indicate on your registration form if you are interested in attending the social.

NAYDO YOUNG VIP PROGRAM (UNDER 40 BOARD MEMBERS)

A group of Under 40 board members got together for the first time at the NAYDO 2018 Conference to create this new program. It does not involve a selection process. Sign up in advance on the registration form to receive advance communications and be officially recognized as part of the Class of 2019.

Activities of the 2019 Young VIP Program require no additional fees and include the events below.

Coordinator: **Justin Stearns (VIP)**
Gateway Region YMCA | justin.s.stearns@hotmail.com

Assitant Coordinator: **MaRico Tippett (VIP)**
YMCA of Southern Arizona | marico@thehopmangroup.com

Advisor: **Ernest Lamour**
Ridgewood YMCA | elamour@ridgewoodymca.org

Wednesday | 4:45–5:45 pm

Young VIP Power Hour – Required

An informal orientation and networking experience for Young VIPs.

Thursday | 8:15–9:00 am | Hot Topics: Round A

VIP Hot Topics – Required

Young VIP Hot Topic in VIP Room

Thursday | 9:30–10:15 am | Hot Topics: Round B

VIP Mentoring

Advance sign-up required

One-on-one mentoring opportunity with a seasoned Y board member.

Thursday | Noon–1:45 pm

NEW IN 2019

Designated Seating at Keynote Luncheon

Though not required, if you'd like to sit together at a Young VIPs' table for the Thursday keynote luncheon, a table will be designated for you.

Friday | 10:15–11:30 am

Round 5 Workshop Presented by Young VIPs

Consider attending **How to Recruit, Retain & Inspire the Next Generation of Board Members**. Come and share your thoughts or send suggestions in advance to lead presenter to:

Justin Stearns at justin.s.stearns@hotmail.com

Friday | 3:30–4:45 pm

Round 7 Philanthropy Forum for Young VIPs – Required

Discuss what you've learned during the conference and how to implement those learnings at your Y. Time is also provided for Young VIPs to make recommendations on what NAYDO might provide specifically for young board members at next year's conference and/or year-round.

Those who signed up in advance and completed the required sessions onsite will be recognized.

NAYDO YOUNG PROFESSIONALS PROGRAM (Y STAFF)

Sponsor: Gro

Application Deadline: December 4, 2018.
If your YMCA has special circumstances making it impossible to meet the December 4 deadline, contact the NAYDO Office at info@naydo.org or call 504 464 7845.

Program Chair: **Bruce Ham**
YMCA of the Triangle | bruce.ham@ymcatriangle.org

Alumni Coordinator: **Tauna Shoemaker**
YMCA Alumni | tauna.shoemaker@yahoo.com

Program Advisor: **Erica Halpern**
YMCA of Greater New Orleans | ericah@ymcaneworleans.org

The Young Professionals Program offers NAYDO Members between the ages of 21 and 31 a unique and exceptional conference experience focused on networking, professional development and mentoring. Through this program, NAYDO Young Professionals will set personal goals and outcomes for their time at the conference, connect with peers and mentors from around the world, increase capacity to deliver on philanthropic goals at their Y and deepen their understanding of and commitment to a culture of philanthropy.

For supervisors of young professionals, this is a unique opportunity to invest in young staff members to advance the culture of philanthropy through a new generation of professionals.

Application Requirements

The Young Professional Program requires no additional fee beyond conference registration costs and, if needed, applicants can apply for financial assistance (details on page 35). The NAYDO Young Professional Program does involve a selection process based on applications reviewed by a committee. If selected, attendance is required at a Wednesday evening orientation meeting, Hot Topics on Thursday morning and a Philanthropy Forum during the final round of workshops on Friday. Participation in the Young Professionals Philanthropy Live! Project on Wednesday is expected, so please let us know in advance if travel plans make that impossible, and plan on bringing an item to donate. Visit naydo.org for program details and the application form.

NAYDO YOUNG PROFESSIONALS CLASS OF 2019 ACTIVITIES

Wednesday | 1:00–3:00 pm

Philanthropy Live Project 2: Laurelwood Program Site of the Intercollegiate YMCA "Serving the Underserved"

Advance sign-up required; transportation provided

Exclusively for Attendees Under 40, including Young VIPs & Young Professionals Class of 2019 and Alumni

See description on page 16.

Wednesday | 4:30–4:45 pm

Meet and Greet Moment

Gather at the YPP flag before the Power Hour begins.

Wednesday | 4:45–5:45 pm

Network Power Hour – Required

An orientation get-together for the Class of 2019 that includes an overview of the program expectations and schedule, get acquainted activities and an opportunity to meet NAYDO leaders. Class members are encouraged to attend their country's reception that follows and go out to dinner together.

Thursday | 8:15–9:00 am | Hot Topics: Round A

Hot Topics – Required

Topics for Young Professionals Class of 2019.

Thursday, 9:30–10:15 am | Hot Topics: Round B

VIP Mentoring

Advance sign-up required

Optional mentoring sessions with seasoned YMCA professionals.

Thursday | Noon–1:45 pm

Designated Seating at Keynote Luncheon – Required

The Class of 2019 sits together for the Thursday luncheon.

Friday | 3:45–5:00 pm (during Round 7 of workshops)

Philanthropy Forum for Young Professionals Class of 2019 – Required

After participating in Young Professional activities and sessions with all attendees, this closing session provides an opportunity to reflect on what has been learned and what steps will be taken to implement those learnings in relation to the goals agreed upon with your supervisor. Hear about year-round opportunities for Young Professional alumni and meet NAYDO Chair Shelly McTighe-Rippengale as she recognizes each Young Professional for completing the program.

Volunteer Opportunities in the Community

Make your NAYDO experience even more meaningful by giving back to the Indianapolis community through a Philanthropy Live! project.

PHILANTHROPY LIVE!

SPONSOR: THE REDWOODS GROUP

The Redwoods Group is the founding sponsor of the Philanthropy Live! program and has been a partner with NAYDO since the program's inception in 2011.

GENERAL INFORMATION APPLICABLE TO ALL PROJECTS

- Advance sign-up required
- Transportation is provided
- Check in at the Bus Check-In Station next to Room 108
- Bus pick-up location near Room 109
- Start time listed is the time to check in
- End time listed is time your bus will arrive back at the JW Marriott
- Dress is very casual
- Closed toe shoes are required for all projects
- A Philanthropy Live! team member will be in touch by email prior to the conference with more project details

Thursday | 4:15–5:30 pm

Philanthropy Live! Volunteers Appreciation Reception

Complimentary appetizers, beverages and cash bar

Open to all NAYDO attendees who participate in one of the projects. Come celebrate the ninth year of Philanthropy Live! with a reception recognizing the Philanthropy Live! volunteers.

"SERVING THE UNDERSERVED"

Wednesday | 11:00 am–3:15 pm

Project 1: Morning and Afternoon Laurelwood Program Site of the Intercollegiate YMCA

Includes lunch

Wednesday | 1:00–3:15 pm

Project 2: Afternoon Only Laurelwood Program Site of the Intercollegiate YMCA

Exclusively for Under 40 Attendees, NAYDO Young Professionals & Alumni, Young VIPs (Board Members)

The Intercollegiate YMCA partners with the Indianapolis Housing Agency throughout the year to provide free after school programs in four public housing apartment complexes around Indianapolis, one of which is Laurelwood. These programs are run by college students from several local universities. The YMCA has provided community support through the after school program and family nights, hosted neighborhood clean-up days, been active partners for community events and led service projects with various college students and groups from other organizations.

Conference attendees who sign up for projects 1 or 2 will have the opportunity to meet some of the Y's community partners as well as engage in a neighborhood beautification service project that will enhance various living spaces for Laurelwood residents.

Unable to participate in this project but want to help? The Laurelwood Apartments serves 132 units and houses a donation center for its residents. Drop off any of the following items at the Host Y Hospitality Center on Wednesday, Thursday or Friday morning:

- Soap (hand or bath)
- Lotion
- Toothpaste, tooth brushes, dental floss
- Mouth Wash
- Deodorant
- Kleenex
- Card Games
- School Supplies

"GARDENING FOR GOOD"

Wednesday | 12:30–3:00 pm

Project 3: Indy Urban Acres

Indy Urban Acres, a project of the Indianapolis Parks Foundation, is a collection of four organic farms used to empower and educate people by providing equitable access to free, high quality produce. Since 2011, Indy Urban Acres has grown into a multi-disciplinary farm that works to inspire transformational change within Indy's food system by providing food for low-income families, educating thousands of youth through tours and farm-to-plate workshops, teaching teens valuable job skills and providing community engagement to thousands of volunteers and groups.

Philanthropy Live! volunteers will participate in a variety of projects ranging from ground prep for the upcoming planting season to property beautification and more.

"FEEDING THE HUNGRY"

Wednesday | 12:30–3:30 pm

Project 4: Gleaners Food Bank

Gleaners is leading the fight against hunger in Indiana by distributing food to more than 250 partner agencies in 21 counties through food pantries, soup kitchens and shelters. Philanthropy Live! participants will directly service those struggling with hunger by supporting these Gleaners BackSack programs: Weekend Food for Kids, School-Based Pantry, C.A.R.E. Mobile Pantry and Community Cupboard.

"ADDRESSING HOMELESSNESS"

Wednesday | 12:30–3:15 pm

Project 5: Hoosier Veterans Assistance Foundation (HVAF)

Hoosier Veterans Assistance Foundation (HVAF) helps homeless veterans return to self-sufficiency and engages at-risk veterans to prevent them from becoming homeless by providing supportive housing, case management, food, hygiene and clothing, as well as other essential services. Last year, 2,260 veterans had a safe place to sleep and 1,200 family members, including 554 children, received counseling and guidance to help them become self-sufficient.

In partnership with the United Way of Central Indiana, Department of Veterans Affairs and community organizations, HVAF works to end homelessness, one veteran at a time. Philanthropy Live! volunteers will hear about the success they are achieving in Indy and will work on projects such as painting, landscaping, cleaning, sorting food, clothes and other items.

Volunteer Opportunities at the Conference

NAYDO is a volunteer-driven organization and each year 1 in 4 attendees volunteers on the Conference Committee for advance planning, or through the many opportunities onsite.

CONFERENCE VOLUNTEERS

If you would like to get involved as a volunteer, sign-up on the registration form, contact the NAYDO Office or the volunteer coordinator.

Alumni and Retirees Team

Dale Nissley | Coordinator

Are you a former YMCA staff member or a YMCA retiree? We welcome your involvement as a volunteer at the conference.
We have involved YMCA retirees and alumni (former Y staff) for the past several years.

If you would like to get involved with the Alumni and Retirees Team – ART, contact the NAYDO Office at info@naydo.org or call 504 464 7845.

Registration Workers

Loena Baranoski | Onsite Registration Coordinator | lbaranoski@ymca.org

The following shifts are available if you would like to help with registration:

Tuesday:
4:00–7:00 pm (Set Up Assistance)

Wednesday:

Shift 1: 7:00–10:00 am	Shift 2: 9:30 am–1:00 pm
Shift 3: 12:30–4:00 pm	Shift 4: 3:30–6:30 pm

Thursday:

Shift 5: 7:00–9:30 am	Shift 6: 9:15 am–11:45 am
Shift 7: 11:30 am–3:30 pm	Shift 8: 3:00–6:30 pm

Workshop Volunteers

Susan Walters-Klenke | Workshop Volunteers Coordinator | sklenke@ymcadetroit.org

Workshops may be on Thursday or Friday. All Hosts and Conveners will need to download and use the conference mobile app, available in March. If you are new at serving as a Workshop Host or Convener or need a refresher, be sure to attend the orientation on Wednesday, 3:45–4:15 pm.

Workshop Convener: Introduces and assists workshop presenters

Workshop Host: Acts as usher/distributes handouts, etc.

Hot Topics Small Group Facilitator

Nikole Constas | Hot Topics Coordinator | nikole.constas@gmail.com

Requires participation in 7:15–8:00 am Facilitator breakfast meeting on Thursday and the Hot Topics Sessions that follow.

Thursday: Round A from 8:15–9:00 am and Round B from 9:30–10:15 am

Mentor for Young Professionals (Board and Staff)

Erica Halpern | Young Professionals Network Advisor | ericah@ymcaneworleans.org

For seasoned Y professionals, long-time board members or Y retirees who would like to spend some time onsite talking informally with a Young Professional. Sign up to be a mentor on the registration form.

Mentoring Sessions: Thursday Hot Topics Round B | 9:30–10:15 am

Connect to NAYDO

Conference resources for attendees and non-attendees

NAYDO CONFERENCE RESOURCES

2019 Audio Recordings of Educational Workshops A NAYDO Membership Benefit

It's easier than ever to access the knowledge shared in the educational workshops whether you are able to attend the conference or not!

Conference Media will be using Dynamic Screen Capture, a unique process that simultaneously synchronizes session audio recordings with ALL visual presentation materials, including full motion videos, PowerPoint slides, web browsing and software demonstrations. All recorded sessions will be available to all NAYDO Individual and Association Members at www.naydo.org in June 2019.

Note: Some presenters may not grant permission for recording.

For more information, contact:

Pam Havlick Hearn, CFRE
NAYDO Education & Membership Director
pam.hearn@ymca.net

NAYDO Mobile App

Sponsor: ThinSoft

It's back and better than ever! Available in both Apple and Android platforms, the app allows attendees to plan their schedule, navigate to meeting rooms, access session handouts, exchange contact information, play our photo scavenger hunt game **Click!**, and share with social networks.

Access development resources, get inspired and join the conversation at www.naydo.org.

Like us on Facebook: facebook.com/iNAYDO

Follow us on Twitter: @ymca_naydo

Educational Sessions

While other sessions and networking opportunities provide learning opportunities as well, year after year the number one reason YMCA staff and volunteers report for attending the NAYDO Conference are the Educational Workshops.

EDUCATIONAL TRACKS

Educational tracks are designed to guarantee that all aspects of YMCA financial development are covered in some way:

- Annual Campaign
- Capital Development
- Major and Planned Gifts
- Board and Volunteer Development
- Marketing and Communications
- Special Interest – topics which may not fit under the traditional tracks

HELPFUL HINTS ON SESSION SELECTION

Mix and match sessions to meet your YMCA's needs. Unless specifically noted, no advance sign-up is required. For complete workshop descriptions and outcomes, visit www.naydo.org.

For some workshops there is overlap in terms of the focus among several tracks so read the description before choosing to attend based on track name or title alone.

Target Audiences

While you may attend any workshop, presenters have identified the target audiences using the following codes by the track name in each session listing:

NFD – New Financial Development Staff

SFD – Seasoned Financial Development Staff

MC – Marketing and Communications Staff

PM – Program and Membership Directors

GW – Grant Writers

EX – Executive Directors, CEOs and COOs

BD – Board Members

FV – Fundraising Volunteers

ALL – Everyone

SMY – Applicable to small and mid-size YMCAs

Level of Experience

Intermediate – 5 years of financial development experience

Advanced – 15 years of financial development experience

Unless noted as **Intermediate** or **Advanced**, workshops are intended for someone with any level of financial development experience

Time 2 Talk

Presenters are expected to include 15 minutes of their 1 hour workshop time for questions from the audience. Presenters will remain in their rooms for 15 minutes after the official workshop end time specifically for the purpose of answering further questions attendees might have.

CERTIFICATION INFORMATION

Y-USA Leadership Certification Credits

For US attendees, the NAYDO Conference earns you 16 Leadership Certification Credits. The NAYDO Conference counts as an elective for the Organizational Leader Bridge Program and counts as recertification credit for the Multi-Team and Branch Leader or Organizational Leader certifications. In order for this to show up properly on your YMCA of the USA transcript, you will need to provide on your NAYDO Conference registration form the following information: date of birth, last 4 digits of your Social Security number and email address. If any one of those items is left blank, NAYDO cannot submit your record to Y-USA.

For any questions, contact:

Y-USA | leadershipcertification@ymca.net

CFRE Certification Credit

Approved conference sessions provide Certified Fund Raising Executive (CFRE) certification credit. A tracking form is provided in the Advance Packet and will be posted at www.naydo.org.

Become a Certified Fund Raising Executive

Sheri Noer, CFRE and **Christina Harley, CFRE** provide an overview of the CFRE application process in their Wednesday workshop at 3:45 pm. See page 11 for more details.

Advanced Certified Fund Raising Executive

If you are interested in learning about Advanced Certified Fund Raising Executive (ACFRE) certification, contact the NAYDO Education and Membership Director to set up an appointment with an ACFRE attending the conference:

Pam Hearn, CFRE | pam.hearn@ymca.net

HOT TOPICS (3 WAYS)

Wednesday | 1:00–3:00 pm

Hot Topics To Go

NEW IN 2019

Planning to walk or run in the ACTIVE Network NAYDO 5K Canal Walk/Run on Wednesday right before the Opening Session? Want to get right down to business while exercising? You will have the opportunity to "walk and talk" about one of this year's Hot Topics—it's optional but a great way to get acquainted and learn something while moving.

See page 29 for how to sign up for the Canal Run/Walk.

Thursday | 8:15–10:15 am

Hot Topics

Round A: 8:15–9:00 am | Round B: 9:30–10:15 am

Round A topics repeated in Round B

Continental breakfast and beverages available in exhibit areas

The Hot Topics table group discussions provide opportunities to meet attendees with an interest in the same Hot Topic. This is the time and place to discuss those topics not covered in any workshops, new concerns that may not have surfaced at the time workshops were selected or any topic that would inspire and strengthen the philanthropic culture of your Y. Best of all, you can recommend topics for discussion. On the registration form or by email to info@naydo.org, suggest a topic or volunteer to serve as a Hot Topic Facilitator. The final list of Hot Topics will be included in the Advance Packet sent to all registrants so you can decide in advance what table discussion would be most helpful for each member of your delegation.

Thursday | 6:00–7:00 pm

Hot Topics Happy Hour

Cash Bar

NEW IN 2019

If you just couldn't get enough Hot Topics Thursday morning, keep it going Thursday evening with our new Hot Topics Happy Hour event at the JW Marriott! No need to sign up in advance; just drop in and six of our most popular Hot Topics will have been selected to get your conversation started. You decide where it goes from there. A group leader will be assigned to each topic. Should you want to continue talking over dinner, the leader will accompany the group to a restaurant of your choice. Or sign up on the registration form for dinner at Punch Bowl Social.

See page 28 for details.

ROUND 1: EDUCATIONAL TRACK WORKSHOPS

THURSDAY | 10:30–11:45 AM

ANNUAL CAMPAIGN
NFD, SFD, MC, PM, EX, BD, FV, SMY

Donor Experience (DX) Unlocks the Future of Your Fundraising Relationships

Lynne Wester | Donor Relations Guru

ANNUAL CAMPAIGN (INTERMEDIATE)
SFD, MC, PM, EX, BD, FV, SMY

Energizing Your Annual Campaign – Steps to Take All Year Long!

Marcy Heim, CFRE | Artful Asking

ANNUAL CAMPAIGN
NFD, SFD, MC, PM, EX, BD, FV, SMY

That's a Fact, Jack! Making Your Case & Why Donors Should Care

Bill Stanczykiewicz | Indiana University, Lilly Family School of Philanthropy

CAPITAL DEVELOPMENT
NFD, SFD, MC, EX, BD, FV

Bringing It All Together – A Successful Comprehensive Campaign Case Study

Debbie Sontupe | Match Nonprofit Consulting/ YMCA Alumni
Zane Moore | Central & Lower Bucks Family YMCAs

MAJOR & PLANNED GIFTS
NFD, SFD, EX

Major Gifts in 4 Simple Steps: How to Start and Grow Individual Giving at Your YMCA

Amy Eisenstein, ACFRE | Amy Eisenstein LLC

MAJOR & PLANNED GIFTS (INTERMEDIATE)
SFD, EX

Anatomy of a Planned Giving Visit

Charles Nunn (VIP) | YMCA of Greater Long Beach/ Endowment Horizons
Josh Sullenberger | YMCA of Greater Dayton

BOARD & VOLUNTEER DEVELOPMENT
NFD, SFD, EX, BD, SMY

Board Fundraising Fundamentals: Board and Staff Roles

Brian Saber | Asking Matters

MARKETING & COMMUNICATIONS
NFD, SFD, MC, EX, SMY

Spark Magic in Your Team, Brand & Cause

John Guastaferro, CFRE | Anaheim Community Foundation

MARKETING & COMMUNICATIONS
NFD, SFD, MC, PM, EX

Fundraising + Marketing = The Perfect Couple

Tammy Zonker | Fundraising Transformed LLC
Trent Thompson | Thompson & Company

SPECIAL INTEREST
NFD, PM, GW, SMY

You Got the Grant – Now What? Navigating the Post Award Grant Process

Ann McKinley, CFRE | YMCA of the Greater Twin Cities
Kelli Holstrom | YMCA of the Greater Twin Cities

SPECIAL INTEREST
NFD, PM, EX, FV

Relationships Between Fund Development & Operations Teams

Jennifer Swanson | Treasure Valley Family YMCA
Mickey Pedersen | Treasure Valley Family YMCA/West Boise

ADVANCED FORUM
SFD, EX

Leadership is Everything – Building, Growing (and Sometimes Repairing) a Culture of Philanthropy

Jon Simons | Donor By Design Group LLC

PHILANTHROPY SCHOOL

THURSDAY | 2:45–5:45 PM

ANNUAL CAMPAIGN
NFD, SFD, MC, PM, EX, BD, FV, SMY

Artfully ASK for Anything!

Back By Popular Demand
Marcy Heim, CFRE | Artful Asking

ADVANCED FORUM
NFD, SFD, BD, FV

Comprehensive Campaigns in the YMCA: Planning for Success

Craig Shelley, CFRE | Orr Associates, Inc.
Vivian Shannon | YMCA of Greater Seattle
Wendy Cornett-Marquitz, CFRE | Gateway Region YMCA
Darlene Hepburn | YMCA of Greater Vancouver
Danièle MacKinnon | The YMCAs of Quebec

ANNUAL CAMPAIGN
NFD, SFD, SMY

Bringing Your Case to Life – It's a Team Sport!

Todd Gray | YMCA of the USA
Jennifer Walker | YMCA Calgary

SPECIAL INTEREST
NFD, SFD, EX, BD

Building a Culture of Philanthropy

Mary Kaufman-Cranney, CFRE | The Alford Group/ YMCA Alumni

CAPITAL DEVELOPMENT
NFD, SFD, PM, EX, BD, FV, SMY

Building for Impact Today and Tomorrow: Y-USA's Capital Planning Pathway

Erik Daubert, MBA, ACFRE | YMCA of the USA

ROUND 2: EDUCATIONAL TRACK WORKSHOPS

THURSDAY | 2:45–4:00 PM

CAPITAL DEVELOPMENT (INTERMEDIATE)
SFD, EX, BD, SMY

The Five Most Important Questions When Assessing Your Capital Expansion

Jim Mellor | Donor By Design Group LLC
YMCA Alumni
Robyn Furness-Fallin, CFRE | Oglethorpe University/YMCA Alumni
Dan Pile | YMCA of Birmingham

MAJOR & PLANNED GIFTS
NFD, SFD, MC, PM, EX, BD, FV, SMY

How to Win Your Donors Hearts, Minds & Wallets

Rachel Muir, CFRE | www.rachelmuir.com

(VIP SPECIAL SESSION): VOLUNTEERS ONLY
BOARD & VOLUNTEER DEVELOPMENT
BD, FV, SMY

Why Fundraise? Identifying the Value Proposition for Board Members

Brian Saber | Asking Matters

BOARD & VOLUNTEER DEVELOPMENT
NFD, SFD, EX, BD, FV, SMY

How to Train Your Board to Raise Money in 15 Minutes Per Month

Back By Popular Demand
Amy Eisenstein, ACFRE | Amy Eisenstein LLC

MARKETING & COMMUNICATIONS (INTERMEDIATE)
SFD, MC, EX

Raise More Money Applying These Lessons from an Award-Winning Multichannel Campaign

Trent Thompson | Thompson & Company
Tammy Zonker | Fundraising Transformed LLC

SPECIAL INTEREST
NFD, SFD, EX

Big Dreams, Small Shops: Secrets to Small Shop Philanthropic Success

Rachel Bowman | YMCA of Coastal Georgia
Wendy Broderick, CFRE | YMCA of Columbia
Leslie Bryant | Peninsula Metropolitan YMCA

ADVANCED FORUM
NFD, SFD, EX

Balancing CDO Responsibilities: Associations and Branches of All Sizes

Jim Kauffman | YMCA of the USA

ROUND 3: SPONSOR/EXHIBITOR WORKSHOPS

THURSDAY | 4:15–5:30 PM

Presenters are permitted to promote their products and services in this round only.

SPONSOR/EXHIBITOR (INTERMEDIATE)
SFD, EX, FV, SMY

Leveraging New Markets Tax Credits for Capital Campaigns

Doug Rasmussen | Duff & Phelps, LLC
Mark Weber | Niles-Buchanan YMCA
Paul Cramer | YMCA of Lafayette Indiana
John Biggins | American City Bureau

SPONSOR/EXHIBITOR
MC, PM, EX, FV

How Digital Marketing Can Supplement Your Fundraising Goals

Cristine Kao | ACTIVE Network

SPONSOR/EXHIBITOR
NFD, SFD, EX

Reinvigorating the Donor Pyramid: YMCA DBD Annual Giving Cohort Three Years In

Bruce Berglund, CFRE | Donor By Design Group, LLC/YMCA Alumni
Jan Brogdon, CFRE | Donor By Design Group, LLC/YMCA Alumni

SPONSOR/EXHIBITOR
NFD, SFD, MC, PM, EX

CORE: Your Next Membership Management Software

Jonathan Hill | ReClique Solutions

SPONSOR/EXHIBITOR
NFD, SFD, MC, PM, EX

Personal Safety in the Era of Active Shooters: An Employee's Guide

Jerry McCormick (VIP) | Jerry L. McCormick Consulting, LLC/YMCA of the Triangle/Kraft YMCA

SPONSOR/ EXHIBITOR
NFD, SFD, MC, PM, EX

Fuel Your Future: Fundraising Trends and Tech

Constance Miller | Daxko

ROUND 4: EDUCATIONAL TRACK WORKSHOPS

FRIDAY | 8:45–10:00 AM

ANNUAL CAMPAIGN
NFD, SFD, MC, PM, EX, BD, FV, SMY

All In: Engaging Entry Level Staff to CEOs to Boards in Philanthropy

Bruce Ham | YMCA of the Triangle

ANNUAL CAMPAIGN
NFD, BD, FV

The Why, What and How of Donor Engagement

Barbara O'Reilly, CFRE | Windmill Hill Consulting LLC

CAPITAL DEVELOPMENT (INTERMEDIATE)
SFD, EX, BD, FV, SMY

Getting Serious About Capital Fundraising for Small Ys

Dave Sternberg, CFRM | Loring, Sternberg & Associates
Adam Clevenger, CFRE | Loring, Sternberg & Associates/YMCA Alumni

CAPITAL DEVELOPMENT
NFD, SFD, MC, EX, BD, FV, SMY

Alternative Funding Sources for Funding Capital Development

Rod Grozier | Gro-Dev/YMCA Alumni

MAJOR & PLANNED GIFTS
NFD, SFD,MC, PM, EX, BD, FV, SMY

Identifying & Attracting Planned Giving/ Endowment Prospects to Support the YMCA Mission

Nick Zimmer | American City Bureau/YMCA Alumni
Doug Goodfellow | Goodfellow & Associates/Y Alumni

BOARD & VOLUNTEER DEVELOPMENT (INTERMEDIATE)
SFD, EX, BD

Boards: A Partnership With a Difference

Mary Kaufman-Cranney, CFRE | The Alford Group/ YMCA Alumni

MARKETING & COMMUNICATIONS
MC, SMY

Hack the Mind: Using Psychology to Boost Fundraising

Andrew Buck | Mighty Citizen

MARKETING & COMMUNICATIONS
NFD, SFD, MC, EX, BD

Effective Recruitment & Engagement of Corporate Cause Marketing Partners

Patsy Taylor | YMCA of the USA

SPECIAL INTEREST
NFD, PM

Expanding Your Operational Staff's Capacity for Fundraising

Colleen Smith | YMCA Calgary
Nancy Trudel | YMCA Calgary

SPECIAL INTEREST (INTERMEDIATE)
SFD, PM, EX, GW, SMY

Cause-Driven is Data-Driven: Proving the Y's Case to Grant Funders

Tiffany Hatfield | YMCA of Greater Indianapolis
Erin Laumer, LMSW | YMCA of Greater Oklahoma City
Malik Stewart | YMCA of Metropolitan Fort Worth

ADVANCED FORUM
SFD, EX, BD, SMY

Transformational Fundraising Campaigns

Craig Shelley, CFRE | Orr Associates, Inc.

ADVANCED FORUM
SFD, PM, EX, BD

The Intentional Fundraiser: How to Focus on Results & Stay Sane!

Tammy Zonker | Fundraising Transformed LLC

ROUND 5: EDUCATIONAL TRACK WORKSHOPS

FRIDAY | 10:15–11:30 AM

ANNUAL CAMPAIGN
PM, FV

Connecting Programs to Philanthropy

Justin Guest | YMCA of Greater Louisville
Alex Moore | YMCA of Greater Richmond

ANNUAL CAMPAIGN
NFD, EX, BD, FV, SMY

The Dating Game: Building Support Through Effective Cultivation

James Anderson, CFRE | GoalBusters Consulting
Alice Ferris, CFRE, ACFRE | GoalBusters Consulting

ANNUAL CAMPAIGN
SFD, EX, BD, FV, SMY

Double Your Annual Giving in Three Years – How an Eagle Award Winning Y Did It!

Rick Callebs and **Cassie Lloyd**
YMCA of Greater Spartanburg

CAPITAL DEVELOPMENT
NFD, SFD, MC, EX, BD, FV

Camp Capital – Lessons Learned at YMCA of the Rockies

Carrie Rossman | YMCA of the Rockies
Michael Ohl | YMCA of the Rockies/Camp Chief Ouray

MAJOR & PLANNED GIFTS
NFD, SFD, MC, PM, EX, BD, FV, SMY

How to Find the Major & Planned Gift Donors Hidden In Your Database

Steven Shattuck | Bloomerang

MAJOR & PLANNED GIFTS
NFD, SFD, EX, FV

Qualifying Planned & Major Gift Donors in One Easy Visit

Melanie Norton, CFRE | Norton Philanthropic Counsel

BOARD/VOLUNTEER DEVELOPMENT
EX, BD
Presented by Young VIPs

How to Recruit, Retain & Inspire the Next Generation of Board Members – Building the Pipeline of Board Leaders

Justin Stearns (VIP) | Gateway Region YMCA/Monsanto
Meghan Wagner (VIP) and **Aaron Parker (VIP)**
YMCA of Greater Seattle/Camping & Outdoor Leadership

MARKETING & COMMUNICATIONS (INTERMEDIATE)
MC

Storytelling for Impact: Helping Donors Understand the Value of Their Dollar

Andrew Buck | Mighty Citizen

MARKETING & COMMUNICATIONS
NFD, SFD, MC, SMY

How to Get Dirt-Cheap, High Quality Responses From Email Marketing

Travis Allison | Go Camp Pro

SPECIAL INTEREST
NFD, SFD, EX, BD

Faith, Values and Giving

David King | Indiana University, Lilly Family School of Philanthropy/Lake Institute on Faith & Giving

SPECIAL INTEREST
SFD, MC, EX

Strategic Philanthropic Partnerships: Everyone Wins!

Beverly Lacy, **Tamar Simpson**, **Carmella Rossi**
YMCA of Long Island

ADVANCED FORUM
NFD, SFD, EX, SMY

Data-Driven Fundraising: Leveraging Analytics to Build Your Pipeline & Fundraising Goal

Tony Ganger | YMCA of Silicon Valley
Chris Tomlin | Philadelphia Freedom Valley YMCA
Heidi James | YMCA of San Francisco
Ian Swedish and **Travis Carley** | CCS Fundraising

ROUND 6: EDUCATIONAL TRACK WORKSHOPS

FRIDAY | 2:00–3:15 PM

ANNUAL CAMPAIGN
NFD, EX, SMY

A Guide to Campaign Overhaul: If We Can Do It, So Can You!

Elizabeth Minehart | YMCA of Greensboro

ANNUAL CAMPAIGN
NFD, SFD, MC, PM, EX, BD, FV, SMY

Forensic Philanthropy: Extending vs Ending the Life of Donor Relationships

Monica Grant, CFRE | San Luis Obispo County YMCA

ANNUAL CAMPAIGN
NFD, SFD, PM, SMY

Growing Annual Campaign Operational Knowledge with Branch Leadership: An Annual Campaign Mentor Model

Stephanie Horne | YMCA of Southern Arizona
Anthony Wright | YMCA of Southern Arizona/ Northwest YMCA
Ryan Heard | YMCA of Southern Arizona/ Northwest YMCA

ANNUAL CAMPAIGN
NFD, SFD, EX, BD, FV, SMY

Practical Stewardship Advice for Everyday Fundraisers

Adam Clevenger, CFRE | Loring, Sternberg & Associates/YMCA Alumni

CAPITAL DEVELOPMENT (INTERMEDIATE)
SFD, MC, EX

A 5 Year History of a One of a Kind Partnership to Build a Y!

Scott Curtis | Treasure Valley Family YMCA

MAJOR & PLANNED GIFTS
NFD, SFD, EX

Are Major Gifts & Bigfoot Mere Legends?

Barbara O'Reilly, CFRE | Windmill Hill Consulting LLC
Steven Shattuck | Bloomerang

BOARD & VOLUNTEER DEVELOPMENT
NFD, SFD, EX, BD

Enhance Board Member Success in YMCA Philanthropy

David Carcieri | Somerset County YMCA
Kelly Castro | Somerset County YMCA

BOARD & VOLUNTEER DEVELOPMENT
NFD, SFD, PM, EX, BD, FV, SMY

Volunteerism: The Revolution Your Y Can't Afford To Miss

Nikole Constas | Fundraising Consultant/Grant Writer/YMCA Alumni

MARKETING & COMMUNICATIONS
NFD, SFD, MC, FV, SMY

10 Things Every Y Should Be Doing With Online Videos

Travis Allison | Go Camp Pro

MARKETING & COMMUNICATIONS (INTERMEDIATE)
NFD, SFD, MC

I Wish I'd Thought of That: "Best of" Fundraising Examples

Rachel Clemens | Mighty Citizen
Rachel Muir, CFRE | www.rachelmuir.com

SPECIAL INTEREST (INTERMEDIATE)
SFD, MC, EX

Solid Data Foundation to Innovative Fundraising: Breaking Through the Barriers

Chase Huffman | YMCA of Greater Seattle
April Snow | YMCA of Greater Seattle
Tracie Draper | YMCA of Greater Seattle

ADVANCED FORUM
NFD, SFD

Operationalizing Your CEO's Philanthropic Vision

Todd Gray | YMCA of the USA

SPECIAL SESSION
RECOMMENDED FOR ROUND 7
IMPACT TOUR E PARTICIPANTS

Mission in Action: A Community Partnership Program Site – The Underserved & College Students

Jeff Mabry | YMCA of Greater Indianapolis
Amanda Moore | YMCA of Greater Indianapolis

ROUND 7: PHILANTHROPY FORUMS | PLUS 3 EDUCATIONAL TRACK WORKSHOPS

FRIDAY | 3:30–4:45 PM

International Attendees

Mary Tikalsky, CFRE | YMCA of the USA
Renata Ferrari | YMCA of the USA

Canadian Attendees

Jennifer Holmes-Weier | YMCA Canada
Heather Jewell | YMCA Canada

Camp Professionals

John Duntley | YMCA of the USA
Don Sheppard | YMCA of Greater Indianapolis/ Flat Rock River YMCA

How All This Works in Smaller Ys (Under $2M & $2-$4M Groups)

Shadra Jenkins | Jackson Area YMCA
Paul Andresen | Alumni/Retiree Team

Grant Writers Group

Tiffany Hatfield | YMCA of Greater Indianapolis
Alexis Lux, CFRE | YMCA of Greater Oklahoma City

Young Professionals Class of 2019

Bruce Ham | YMCA of the Triangle
Erica Halpern | YMCA of Greater New Orleans
Tauna Shoemaker | Life Christian Academy/ YMCA Alumni

Young VIPs Program (Under 40 Board Members)

Justin Stearns (VIP) | Gateway Region YMCA

Operations Staff (COOs, Regional VPs, Branch or Centre Directors)

Bob Knestrick | YMCA of Middle Tennessee
Jen Silvers, CFRE | YMCA of South Hampton Roads

Town Hall with Rebecca Bowen & Financial Development Team – For US Attendees

Rebecca Bowen | YMCA of the USA
Mary Kay Polston, CFRE | YMCA of the USA

EDUCATIONAL TRACK WORKSHOPS:

MARKETING & COMMUNICATIONS (INTERMEDIATE)
SFD, MC, FV

YMCA Day of Giving: Grow Your Cause, Cash and Constituency in 24 Hours!

Charlie Myer | YMCA of Metropolitan Dallas
David Frederick | YMCA of Metropolitan Dallas
Carrie Collins | YMCA of Northwest North Carolina

SPECIAL INTEREST
NFD, SFD, MC, PM, EX, BD, FV, SMY

"IN"clusive Philanthropy: Engaging All in Y Fundraising

Jordan Louie | YMCA of Greater Seattle

ADVANCED FORUM
SFD, EX, BD

Strategic Excitement Fundraising Plan: 2019

Jerry Haralson | The Haralson Group/YMCA Alumni

Host YMCA Hospitality: Spirit, Mind & Body

Host Y Hospitality Center

Sponsor: Life Fitness

The YMCA of Greater Indianapolis staff will be on hand to answer questions about any of these activities: Reflections, Philanthropy Live! Projects, YMCA Impact Tours, Fitness Activities, Sightseeing and Dinner Options. In addition, you will find them throughout the hotels assisting you with directions, showing you to meeting rooms and doing whatever is needed to make your NAYDO 2019 Indy experience outstanding!

Open Hours:
Wednesday | 7:00 am–6:30 pm
Thursday | 7:00 am–6:30 pm
Friday | 7:00 am–6:30 pm
Saturday | 7:30–10:00 am

DINNER OPTIONS

TUESDAY, APRIL 2

Early arrivals might want to consider the Fun Trolley Tour of the City & Dinner. This is a great way to see the sights of Indy. End with dinner at The Rathskellar, located in the historic Athenaeum building, also home to the YMCA at the Athenaeum on Mass Ave. This tour runs daily and the pick up location is just a short walk from the IndyPlace hotels.

2018 price is $20 per adult for the tour; dinner pricing is separate. After January 1, 2019, call 317 617 8617 to make reservations or use this link: www.indyfuntours.com.

WEDNESDAY, APRIL 3

Wednesday is the perfect time to dine with your network group or others beyond your own YMCA. Networks have the option of planning their own dinners either in advance or in person during the Power Hour on Wednesday afternoon. Check with your Network Coordinator listed on page 13. Remember there will be light food/snacks at the Opening Reception, the Canadian Reception, US Reception and the Under 40 Social. These end before dinner time.

THURSDAY, APRIL 4

Thursday is the ideal night for a delegation dinner. However if your Y is not planning to do that, consider these options:

Hot Topics Happy Hour

Some of the Hot Topics Groups will go out to dinner later that evening.

Punch Bowl Social

Sign-up on the registration form to enjoy an All-American buffet dinner for $34 and then bowl or play games in the same location. It's walking distance from hotels, so you can leave whenever you are ready.

International Attendees Dinner

Sign-up on the registration form to join international attendees for dinner – a great way to learn more about the Y worldwide!

FRIDAY, APRIL 5

The Dallara Indy500 Factory "Victory Lap" Party sponsored by Daxko will have heavy hors d'oeuvres that can serve as dinner, or stop by the party and then head to one of the many restaurants available in the area. See description on the next page.

NEED RECOMMENDATIONS ON GROUP DINNERS?

Contact the Host Y Committee for group recommendations:

Cindy Edgar | cedgar@indymca.org | 317 266 9622 x 208

Check out this link for a list of dining possibilities:
www.visitindy.com/Indianapolis-indys-top-25-local-restaurants

MORNING DEVOTIONS: HEALTHY SPIRIT

REFLECTIONS

Thursday and Friday | 7:00–7:30 am

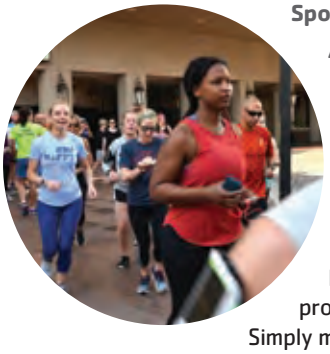
Start each morning with a simple time of prayer and reflection. Led by:

Josh Heaston | Director of Christian Mission | YMCA of Greater Indianapolis

FITNESS ACTIVITIES: HEALTHY BODY

NAYDO 5K CANAL RUN/WALK

Wednesday | Start Times (choice of 3): 1:00, 1:30 or 2:00 pm | End Time: 3:00 pm



Sponsor: ACTIVE Network

Advance sign-up by March 1 (recommended)

Enjoy a casual three-mile loop along downtown's beautiful Canal Walk. Get an early introduction to everything Indy has to offer and connect with fellow NAYDO attendees before the Opening Reception. Advance registration is required to participate.
After March 1, late registration will be accepted if space permits.

Optional Hot Topics to Go!

For those who want to get a head start on learning, a Hot Topic will be provided to any group of workout buddies who want to talk while they walk. Simply make that request when you check in for the Run/Walk onsite at ACTIVE Network's Booths # 40-41, across from the NAYDO Registration & Information Center on Level 3.

Thanks to ACTIVE Network for providing registration technology. Register directly at this link: https://endurancecui.active.com/event- reg/select-race?e=55508653

ACTIVE Network is proud to be a Preferred Vendor of Y-USA for Membership Management Solutions, Before & After School Camps, Swim Coaching Y Swim Meets, Racing & Endurance Sports Management, Fundraising and Online Bidding.

SLEEPY YOGA

Wednesday | 9:00–10:00 pm

Unwind from the first day's activities and prepare for a restful night's sleep with this relaxing yoga session provided by YMCA of Greater Indianapolis instructors at the JW Marriott.

LABLAST DANCE FITNESS CLASS

Thursday | 6:30–7:15 am | Sponsor: LaBlast Fitness

Back by Popular Demand from the 2018 Conference. LaBlast Dance Fitness is exercise based on Ballroom dancing – and it's partner-free! All the dances are a true body workout: Cardio, Endurance, Weight Training, Plyometrics and Interval Training. Learn dances such as Jive, Disco, Lindy Hop, Quick Step, Paso Doble, Samba, Foxtrot, Rumba, Viennese Waltz, Salsa, Tango, Cha Cha and the Hustle!

BALLET BARRE FITNESS AT THE IRSAY FAMILY YMCA AT CITYWAY

Friday | 6:15–7:45 am | Advance sign-up required; transportation provided

Meet at Bus Check-In Station near Room 108 in time to depart at 6:15 am for a ride to the YMCA. This class is a blend of ballet barre fitness and Pilates inspired movements. All this is done at a calorie burning pace. This dynamic workout not only burns fat but also tones and elongates your muscles. You'll be back in time for breakfast before the Round 4 workshops.

WAKE-UP YOGA

Saturday | 8:00–9:00 am

Wrap up your conference experience and jump start your weekend with an invigorating yoga session at the JW Marriott led by YMCA of Greater Indianapolis instructors.

VICTORY LAP! FRIDAY NIGHT PARTY

DALLARA INDYCAR FACTORY

Friday | 6:30–9:30

Sponsor: Daxko

Food, cash bar, music and more
Bus loops from 6:00–10:00 pm

Learn more at: www.speedwayindiana.com/visit/main-street

We've got the green light to get down! Join the Daxko pit crew for a Victory Lap at NAYDO 2019. We'll get in gear at the Dallara IndyCar Factory, where you can grab a drink and a bite to eat while you get an inside look at how Indy cars are made. You can't win a race on the first lap, so make sure you stick around for music and more! Get behind the wheel at a Daxko Dash simulator station where fastest laps win prizes throughout the night! Make a pit stop at the Daxko booth for your party pass and an entry to win a limited number of race car rides! Start your engines; we'll see you on the track!

Helpful Tip:

This venue is not walking distance, so buses will be on a continuous loop from the JW Marriott to the Dallara IndyCar Factory located on Main Street in Speedway, Indiana – an area with restaurants, bars and shops if you prefer to make the Dallara IndyCar Factory your stop just for appetizers or dessert. Though enough food for dinner will be provided at the party, we realize that some attendees may want to dine elsewhere.

YMCA Impact Tours: Healthy Mind

TOUR A:
HENDRICKS REGIONAL HEALTH YMCA HEALTHCARE PARTNERSHIP

Wednesday | 1:00–3:30 pm

Fee: $35. Advance sign-up required and transportation provided.

In a U.S. nationwide survey, 60% of respondents stated they would prefer a healthcare program offered jointly by the YMCA and their local hospital. For 12 years, the YMCA of Greater Indianapolis has developed strong, mutually beneficial Y-healthcare partnerships. When diabetes began to take a toll on underserved communities, the Indy YMCA partnered with Indiana University School of Medicine to research community-based delivery of the diabetes prevention program. The program, now known as the Center for Disease Control's National Diabetes Prevention Program, is currently delivered by hundreds of Ys across the country and qualifies for Medicare reimbursement. Today, five central Indiana YMCAs share facility space with local hospital systems. The Hendricks Regional Health YMCA is a prime example of these successful collaborations. At the 105,000 square-foot center, hospital patients and Y members use the same entrance. A hospital wellness nurse facilitates physician referrals and helps deliver YMCA chronic disease prevention programs to Y and community members. Childhood Weight Management and Personal Nutrition Education are two other notable program integrations.

TOUR B:
IRSAY FAMILY YMCA AT CITYWAY

Wednesday | 1:30–3:00 pm

Fee: $25. Advance sign-up required and transportation provided.

The $24 million Irsay Family Y at CityWay opened in December 2015. Construction was made possible through the generosity of individuals and many downtown corporations, most notably Eli Lilly and Company, whose headquarters sits adjacent to the center. In October of 2016, the YMCA of Greater Indianapolis announced the naming of this prominent downtown location in recognition of a multi-million dollar lead gift from the family of Indianapolis Colts owner Jim Irsay.

The Irsay Family Y at CityWay provides access to residents of Indianapolis near South Side neighborhoods that have traditionally been underserved. As the Association's flagship YMCA, this center also serves as headquarters for Y staff who lead a coalition with over 100 local partner organizations dedicated to improving the health of the city. The three-story, 100,000 square foot YMCA is just blocks away from Lucas Oil Stadium, home of the Indianapolis Colts. It boasts two indoor pools, a state-of-the-art wellness center, three gyms and an elevated running track. The Irsay Family Y at CityWay also features a demonstration kitchen where nutritionists teach individuals and families how to prepare healthy meals, as well as two green roofs totaling 12,000 square feet in space. Franciscan Health occupies 13,000 square feet in the building, offering physical therapy, lab and imaging services and primary and specialty care.

TOUR C:
FLAT ROCK RIVER YMCA CAMP/RUTH LILY YMCA OUTDOOR CENTER

Thursday | 2:15–6:00 pm

(during Philanthropy School)

Sponsor: CampMinder

Designed for the Camp Professionals Network but open to anyone.

Fee: $40. Advance sign-up required and transportation provided.

Just 40 minutes from downtown Indianapolis is a 240-acre jewel nestled along the Flat Rock River in Shelby County, Indiana. Join camp professionals and enthusiasts for a tour of this amazing wonderland of play, respite and learning. Enjoy fresh air, learn about philanthropic fueled partnerships that bring children in need to this camp and hear about the recently completed master plan for future growth. Meet at the CampMinder booth in the exhibit area immediately following Thursday's keynote luncheon to check-in for the tour.

TOUR D:
ORTHOINDY FOUNDATION YMCA – FIRST-OF-ITS-KIND SERVICE FOR VETERANS

Thursday | 4:15–5:45 pm (during Round 3)

Sponsor: Gro

Fee: $30. Advance sign-up required and transportation provided.

The new OrthoIndy Foundation YMCA, opening December 2018 on the northwest side of the city, is part of the Y's reinvestment in urban Indianapolis. Built on land provided by the local school district, the facility functions as a community center for the growing and ethnically diverse township. This Y also serves as a national model for the partnership between the YMCA and the Roudebush V.A. Medical Center. It is the first Y in America to house a V.A. medical clinic, with professional staff from Veterans Health Indiana providing on site physical and occupational therapy, counseling and pain management services. Veterans also benefit from the Y's traditional wellness programs, financial literacy, military-style fitness training, adaptive sports and job placement in partnership with other organizations. This center embodies efforts by the YMCA of Greater Indianapolis to actively serve American heroes. These include a 20% subsidy in membership fees for veterans, military service members and their families, and a beautiful "Salute" sculpture at the facility's entrance. Donors, motivated by a mission that emphasizes support of military heroes, include the OrthoIndy Foundation, which provided the $3 million naming grant.

TOUR E:
LAURELWOOD APARTMENT COMPLEX – SERVING THOSE IN NEED

Friday | 3:30–5:15 pm (during Round 7)

Designed for Program/Membership Staff Network but open to anyone.

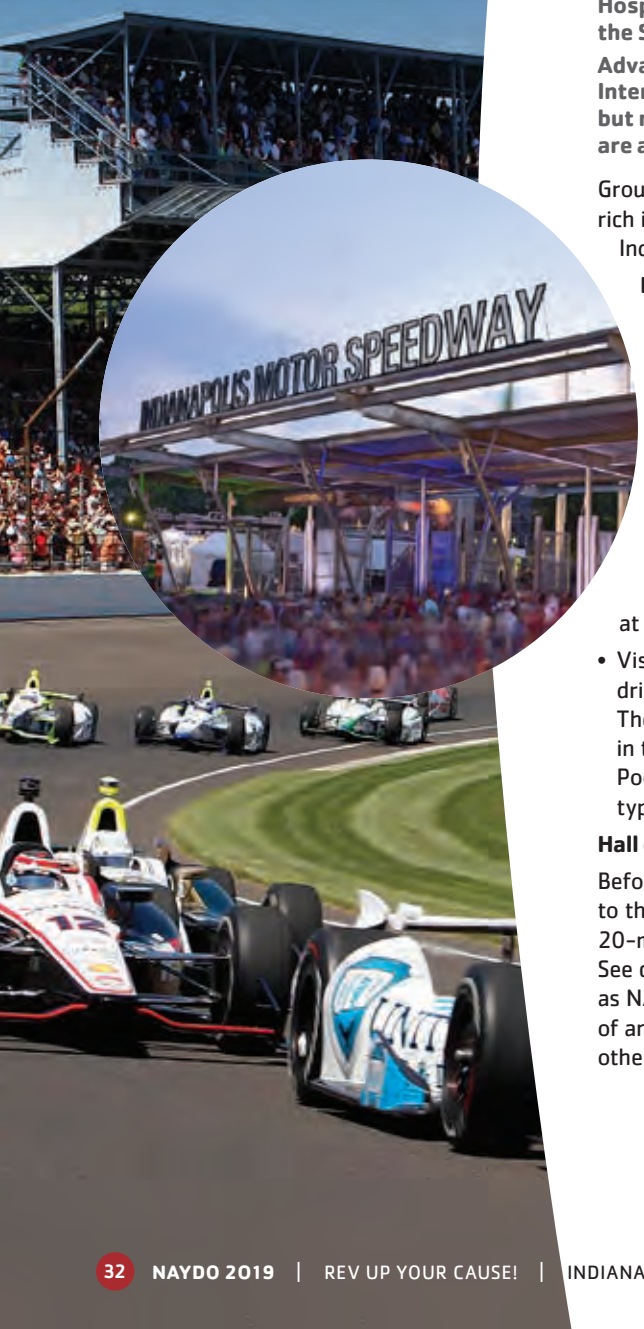
Attendance is recommended at the Round 6 Session: Mission in Action: A Community Partnership Program Site in Laurelwood.

Fee: $20. Advance sign-up required and transportation provided.

Comprised of college students from six nearby universities, the Intercollegiate YMCA provides those students with civic engagement opportunities and leadership development programs. One of those programs, a partnership with the Indianapolis Housing Agency, provides free after school programs in four public housing apartment complexes, one of which is in the Laurelwood Community. Other programs offered at this site include free meals for kids in need, family night and neighborhood clean-up days. The partnership will be explained in the Round 6 workshop at the JW Marriott while the tour will focus on program details and seeing the Laurelwood site.

Sightseeing Saturday: Explore Indy

While these venues are open during the week we know you will be in educational sessions and unable to truly experience Indianapolis, so Saturday is reserved for sightseeing options either with a NAYDO group or on your own.



INDIVIDUAL AND GROUP ACTIVITIES

Daily | 11:00 am; 1:00 pm; 3:00 pm

Fun Trolley Tour of the City

Also recommended as a Tuesday dinner option. Advance sign-up after January 1, 2019 directly with the company at www.indyfuntours.com.

The 75-minute tour is fully narrated in a heated/air-conditioned bus. Get a glimpse of all Indy has to offer, including three downtown YMCAs. You can add a meal option to the end of the tour.

Saturday | 9:00 am

Indianapolis Motor Speedway Tour

Meet a NAYDO group at Host Y Hospitality Center for transportation to the Speedway.

Advance sign-up on registration form Interest List. 2018 Admission fee is $30 but no payment is due until 2019 prices are announced.

Grounds tours involve a 60–90 minute visit rich in the history and landmarks of the Indianapolis Motor Speedway.

Highlights include:

- A narrated bus ride around the famed 2.5 mile track from the perspective of a driver (though at an entirely different speed) culminating in a photo stop at the Yard of Bricks where you can kiss the bricks or get your picture taken in the middle of the track!
- Hall of Fame Museum staff will provide a historical journey through the decades at the Racing Capital of the World®.
- Visit places normally open only to officials, drivers and teams during race events. These include the timing-and-scoring suite in the Pagoda, the Media Center, Victory Podium, Gasoline Alley garages and a typical hospitality suite.

Hall of Fame Museum

Before or after the bus tour, plan a visit to the Hall of Fame Museum to view a 20-minute video on the history of the track. See cars that have won the Indy 500 as well as NASCAR, Formula One along with a variety of antique passenger cars, race trophies and other memorabilia.

Saturday | 9:45 am

NCAA Hall of Champions

Meet NAYDO Group at Host Y Hospitality Center to walk to venue or go anytime on your own. Advance sign-up on registration form Interest List. Admission – Adults: $5; 60+: $3

The NCAA Hall of Champions boasts two levels of interactive exhibits to engage visitors and create a true-to-life understanding of what it takes to make the grade. On the first level, all 24 NCAA sports are represented and activities include trivia challenges, current team rankings, video highlights and artifacts donated from colleges around the US. Play, on the second level, is a fully interactive area allowing visitors to compete virtually and hands-on through sports simulators, a 1930s retro gymnasium, ski simulator and more.

INDY STAFF RECOMMENDATIONS

Visit the Sightseeing page at www.naydo.org **for more information about the following venues recommended by the YMCA of Greater Indianapolis staff.**

For History Buffs:

The Indiana War Memorial Tour includes sites that commemorate the valor and sacrifice of Hoosier Veterans. Free admission. For more information, call 317 233 0528 or send email to: jedwardson@iwm.in.gov.

To Celebrate Diversity and Inclusion:

Tour of Madame Walker Theatre Center and Indiana Avenue (historic epicenter of black culture in Indy), Dr. Martin Luther King Park & Landmark for Peace, Kennedy King Memorial Tour, LGBT + History Tour.

Hotel and Travel Information

REGISTER NOW!

Marriott IndyPlace is a collection of 4 hotels in the heart of downtown, just 15 minutes from the Indianapolis International Airport. All the hotels share a connection with and are adjacent to the JW Marriott conference headquarters hotel.

HOTEL & CONFERENCE SITE

Marriott Indy Place

Marriott IndyPlace is a collection of four hotels. The JW Marriott is the location for conference activities but the three other hotels are connected to it. To make reservations, call 866 704 6162 and be sure to mention NAYDO/YMCA. Or use this online reservation link, found at www.naydo.org:

https://aws.passkey.com/go/NAYDO Conference

If you need 10 or more rooms, email info@naydo.org for additional instructions.

Marriott IndyPlace Rates

Rates are single or double occupancy and do not include 17% tax. NAYDO rates are good through March 14, 2019.

JW Marriott Indianapolis: $209

NOTE: Tuesday is sold out so if you need to arrive on April 2, consider these options:

Courtyard by Marriott: $189

Springhill Suites: $189

Fairfield Inn and Suites: $179

If all four hotels are sold out, check the hotel page at www.naydo.org for options or to join the NAYDO waiting list.

Make Your Reservations Now!

Parking for Marriott IndyPlace

All four NAYDO hotels use the JW Marriott Indianapolis Parking Garage. Rates at time of printing are: Daily Self Parking is $44 for more than 5 hours or overnight and daily valet is $49 for the same period. Oversized vehicles are slightly higher.

For nearby alternative parking locations, visit: https://www.parkwhiz.com/jw-marriott-indianapolis-parking.

TRAVEL TIPS

What to Pack/What to Wear

- Bring business cards—one is required when you check-in at onsite NAYDO registration for a chance on a free 2020 NAYDO Conference Registration
- Dress for the conference is business casual with these exceptions:

  Wednesday Y Tours, NAYDO Walk/Run and Philanthropy Live! Projects – Casual (read project descriptions on page 18)

  Wednesday Opening Reception – Casual

  Friday Victory Lap Party – Casual

Recommended Arrival Dates:

Tuesday afternoon, April 2
You will need to arrive on Tuesday if you are attending Wednesday's Capital Readiness & Planning Workshop.

Tuesday night rooms are already sold out at the JW Marriott, but at time of publication, Tuesday rooms are available at all three overflow hotels. Contact the NAYDO Office if assistance is needed.

Wednesday morning to mid-day, April 3
Arrive Wednesday to be present for the Opening Reception, Exhibits, Impact Tours, Philanthropy Live! Projects, Fun Run/Walk and Special Sessions. Wear casual clothes suitable for conference activities if your flight arrives prior to your hotel's check-in time – just in case your room is not ready when you get to your hotel.

Recommended Departure Date:

Saturday, April 6
Schedule a flight at your convenience unless you are participating in an Indy sightseeing experience that day.

Airport Transportation

Plan to fly into Indianapolis International Airport which is only about 15 minutes from Marriott IndyPlace. Take a taxi, Lyft or Uber to the hotel.

Air Travel Discount

Travel on Delta Airlines to the Indianapolis International Airport for the conference and you will qualify for a discount on airfare if you follow these steps:

- **Domestic Attendees:** With flights originating in the US or Canada, book your flights online or by phone.
- **International Attendees:** With flights originating from all other countries, you must book online.
- **To Book Online:** Visit delta.com and start the process to "Book Your Flight". On the Book a Flight page you will see a box for a meeting code; enter NAYDO Meeting Event Code **NMSGZ** in that box.
- **To Book by Phone:** US and Canadian attendees may call Delta Meeting Network® Reservations Monday-Friday: 800 328 1111, 7:00 am–7:00 pm CT and refer to the NAYDO Meeting Event Code **NMSGZ**.

Registration Information

Register early for the lowest rates and to guarantee a space, as the NAYDO conference often fills to capacity months in advance.

Dates to Remember:

Members-Only Registration Deadline:
October 31, 2018

Non-Member Registration Opens:
November 1, 2018

Early Bird Registration Deadline:
December 4, 2018*

Registration Deadline:
January 31, 2019

(Late fee of $50 may be applied beginning February 1; however, conference may be sold out by this date)

*December 4 is also the deadline for financial assistance requests, Eagle Award nominations, Communications Awards entries, and Young Professionals Program applications. Details can be found at www.naydo.org.

NAYDO Registration and Information Center

Sponsor:
Arthur J. Gallagher Risk Management Services

Be sure to make the Registration and Information Center your first stop when you arrive at the JW Marriott. Registration itself can be the first of your networking opportunities. The Center will remain open throughout the conference to answer questions and provide information.

Open Hours:

Wednesday .... 7:00 am–6:30 pm

Thursday..... 7:00 am–6:30 pm

Friday ..... 7:00 am–6:30 pm

Conference Registration Fees

Registration fees cover program and facility costs, mobile app access, participant gift, participation in the general sessions, Educational workshops, special sessions and other events including:

Wednesday:
Opening Reception/Exhibits, Fun Run, Philanthropy Live!, Special Sessions, Network Groups, Y-USA/YMCA Canada/International Receptions, Under 40 Attendees Social

Thursday:
Morning breakfast/exhibits, Hot Topics, Keynote Luncheon, Philanthropy School & Educational Workshops, Exhibits

Friday:
Continental breakfast, Educational Workshops, Impact Awards Luncheon, Victory Lap Party at Dallara IndyCar Factory

Spouse/guest fees:
Cover all of the above except for participation in the Hot Topics, educational workshops, and participant gift.

NOTE: Spouses and guests NOT registering for the conference may sign-up for the optional YMCA Impact Tours, Sightseeing Tours, Philanthropy Live! projects and Victory Lap Friday night party.

2019 Registration Fees

A $100 deposit reserves the space and rate. Balance must be paid by January 31, 2019.

Financial assistance is available (see next page). Applications can be found at www.naydo.org and require a $50 application fee by December 4, 2018.

Registration Period:	Members Only Sept. 17–Oct. 31, 2018	Early Bird Nov. 1–Dec. 4, 2018	Regular Dec. 5–Jan. 31, 2019
NAYDO Member | Staff	$575 if paid in full* $600 if deposit only	$675	$725
NAYDO Member | Volunteer	$550	$585	$650
Non-Member | Staff	n/a	$950**	$1000**
Non-Member | Volunteer	n/a	$660**	$710**
Spouse or Guest	$220	$220	$220

***Special staff rate** if registered and paid in full with one payment by October 31.

****Join NAYDO** for reduced conference registration and year-round member benefits.

Late Fee: When the conference reaches seating capacity, registrations will be accepted as space becomes available due to cancellations. Beginning February 1, a $50 late fee may be applied to fees.

Conference Payments

Payment in Full

During the Members Only registration period ending October 31, 2018 there is an incentive to pay in full with one payment: Staff pay only $575 instead of $600 (the rate if you pay only the $100 deposit during that time period).

Deposit with Balance Due January 2019

- Minimum of $100 non-refundable deposit is required at time of registration to secure space and ensure rate on the date your registration is received by NAYDO.
- If you register early and pay only the $100 deposit, the balance is due by January 31, 2019; payment can be by check made payable to NAYDO or auto charged in mid-January to the same credit card.
- While the deposit is non-refundable, it can be transferred to another person's 2019 registration in the same YMCA association if transfer is processed by the January 31, 2019 deadline. After that date the $100 is non-transferable and non-refundable.

Substitutions

- At least 4 weeks prior to the conference your delegation will receive by email a copy of the registered attendees from your Y and you will have the opportunity to make changes within a certain period of time. This process ensures the correct names appear on the mobile app roster and the correct email is in the system to allow everyone to download the NAYDO Conference mobile app.
- Before or after that time substitutions can be made by contacting the NAYDO Office at info@naydo.org, calling 504 464 7845, or you can make them yourself online.
- There may be an adjustment to the registration fee based on whether the substitute is a staff member or volunteer due to the different rates for each.

Cancellation Deadline is February 26

On or before the cancellation deadline of February 26, 2019, requests for conference registration fee refunds (less the $100 non-refundable deposit) must be made by email to info@naydo.org. Cancellations received after the deadline are not eligible for a refund unless documentation of special circumstances is submitted and approved.

Membership Status

If you are a member, conference rates are substantially lower. To join, visit: www.regonline.com/naydomembership

Membership must be current at time of registration and on the dates of the conference in order to qualify for the NAYDO Member Rates. Your email address must be in the NAYDO membership database at time of conference registration. Association Member Contacts can renew and update the roster for your YMCA at any time and Individual Members can join or renew online.

When you register for the conference at www.naydo.org the system will let you know if your email address is not in the membership database or if your membership has lapsed. Next steps:

- If your YMCA is an Association Member, check with your Y's Association Membership Contact BEFORE you join or pay any membership dues, as that may not be necessary.
- If you are unsure of your membership status, check the list of Association Members at www.naydo.org under the Membership tab.
- For other questions, contact the **NAYDO Office** info@naydo.org | 504 464 7845

Because the mobile app is a member and conference attendee benefit, each registrant will receive a unique registration code to access the app. The registration code is linked to name and email address for each attendee so please be sure no attendees share the same email address.

Hotel Room Cancellation

If you have more rooms booked than you need, please DO NOT CANCEL ANY ROOMS DIRECTLY WITH HOTEL; contact the NAYDO Office at 504 464 7845 or info@naydo.org first so that your extra rooms can be used in the event a waiting list has been activated in the NAYDO Office.

Financial Assistance

Deadline is December 4, 2018 for Registration Fee Assistance and/or Travel Assistance

Financial assistance online application form (available at www.naydo.org) must be submitted by December 4, 2018. You will be asked to specify type of assistance: Registration Fee or Travel. You may apply for just one or both types of assistance. More details at www.naydo.org.

For your application to be considered, you must register for the conference and pay the $50 Financial Assistance Application Fee before December 4, 2018.

For questions about financial assistance, contact: Mary Zoller in the NAYDO Office at 504 464 7845 or info@naydo.org and she will answer your questions or direct them to NAYDO Financial Assistance Chair Mimi Price.

NORTH AMERICAN YMCA DEVELOPMENT ORGANIZATION

21 Chateau Trianon
Kenner, Louisiana 70065 USA

The North American YMCA Development Organization, in partnership with YMCA of the USA, YMCA Canada and YMCA Mexico, inspires and strengthens the philanthropic culture of the YMCA.

NAYDO Mission

To inspire and strengthen the philanthropic culture of the YMCA.

NAYDO Statement of Purpose

To lead, support, and advance the development of YMCA professionals, volunteers, and YMCA associations in the philanthropic work of their YMCA through training, education, advocacy, research and knowledge sharing.

NAYDO Membership

YMCA financial development activities are led and championed by YMCA CEOs, development staff, branch executives and senior program staff in partnership with committed volunteer leaders. Wouldn't you like them all to become members of NAYDO? Consider the highly popular NAYDO Association Membership. Cost varies with budget size. A complete list of NAYDO benefits is available at www.naydo.org. Click on "Join."

Future NAYDO Conference Sites

Can't make it to NAYDO 2019? Plan now to attend a future conference:

2020 April 1-4 at Gaylord National Resort & Conference Center outside Washington DC in National Harbor, MD

2021 April 14-17 at America's Center in St. Louis

2022 April 6–9 at Tampa Marriott Waterside & JW Marriott Hotels

2023 April 11–14 at Gaylord Rockies Resort & Convention Center near Denver

2024 April 2–5 at Marriott Marquis Houston

JOIN NAYDO AND SAVE UP TO $300 ON CONFERENCE REGISTRATION!