



NAYDO | North American YMCA Development Organization inspires and strengthens the philanthropic culture of the YMCA

**NAYDO 2023 | HOUSTON**

# LAUNCHING INNOVATIVE PHILANTHROPY

42ND ANNUAL NAYDO CONFERENCE  
ON YMCA PHILANTHROPY

TUESDAY THROUGH FRIDAY

APRIL 11–14 | MARRIOTT MARQUIS HOUSTON

HOST YMCA | YMCA OF GREATER HOUSTON



Tuesday–Friday | April 11–14

# NAYDO'S Annual Conference on YMCA Philanthropy

## Join us in Houston at NAYDO 2023

The 42nd annual NAYDO Conference will be hosted by the YMCA of Greater Houston, Tuesday through Friday, April 11–14, at the Marriott Marquis Houston.

Join us for a week of exploring innovation in philanthropy while being inspired by one of the nation's most innovative cities. From landing on the moon to developing life-saving medical technologies, Houston is changing the world.

America's fourth largest and most diverse city is a cosmopolitan destination, filled with world-class dining, theater and arts, shopping, music and nightlife. Downtown Houston offers nearby restaurants that are reflective of the city's diverse culture. There's always something to do in this Southern hospitality meets urban chic city.

**Y'all come explore Houston!**

**Register Now!**



## Quick Links

### NAYDO Conference Links:

[NAYDO Member Express Link](#)

Association Members can activate their benefits and register for the conference at the same time

[Conference Registration](#)

For Association Members who have activated their benefits since September 1, 2022 and anyone else registering for the conference

[Hotel Reservation Information](#)

### December 6 Deadline Links:

[Conference Financial Assistance Application Form](#)

[Young Professionals Class of 2023 Application Form](#)

[Communications Contest Entry Form](#)

[Eagle Award Nomination Form](#)

### Association Membership Link:

[Join as an Association Member](#)

# Conference Schedule

## Monday | April 10

- 5:00–8:00 pm.....**Registration and Information Center Open** | Sponsor: Gallagher Risk Management Services  
Open for early arrivals and exhibitors
- 5:00–8:00 pm.....**Host YMCA Hospitality Center Open** | Sponsor: Love Advertising

## Tuesday | April 11

- 6:30–7:15 am .....**BODYBALANCE®** | Sponsor: Les Mills
- 7:00–9:00 am .....**NAYDO Council Meeting**
- 7:30 am–6:00 pm.....**Registration and Information Center Open** | Sponsor: Gallagher Risk Management Services
- 7:30 am–6:00 pm.....**Host YMCA Hospitality Center Open** | Sponsor: Love Advertising
- 9:00 am–12:30 pm.....**Welcome Center Open for New Attendees**

- Page 12** 9:30 am–12:00 pm.....**Philanthropy Live! Project 1: Houston Food Bank** | Sponsor: The Redwoods Group  
Transportation provided | Advance registration required
- Page 12** 9:30 am–12:30 pm.....**Philanthropy Live! Project 2: Weekley Family YMCA Community Garden** | Sponsor: The Redwoods Group  
Transportation provided | Advance registration required
- Page 11** 9:30 am–12:30 pm.....**Impact Tour A: YMCA International Services—Restore Hope & Well-Being** | Sponsor: gro>  
Fee: \$30 includes tour & transportation | Advance registration required
- Page 13** 10:30 am–12:30 pm.....**Philanthropy School Fundamentals** | Sponsor: DBD Group  
Advance sign-up recommended | Choose one of four sessions: Annual Support, Comprehensive Campaigns, Board Development, or Advocacy & Government Relations
- Page 8** 1:00–1:30 pm.....**Conference Blast Off powered by Mariachi Calmecac** | Sponsor: DBD Group  
Featuring Byrd Larberg, Donor/Host Y Board Member
- 1:00–5:30 pm.....**Exhibits Galaxy Open** | Complimentary food, beverages and cash bar
- Page 8** 1:30–3:30 pm.....**“Launching Innovative Philanthropy” Opening Reception** | Level 4 Exhibits | Food and cash bar | Sponsor: Traction Rec
- 2:00–2:45 pm.....**New Attendees Orientation** | Sponsor: Church Mutual Insurance Company S.I.
- Page 11** 2:30–6:00 pm.....**Impact Tour B: Lake Houston YMCA & Miracle League—Remove Limits, Reimagine Opportunities** | Sponsor: gro>  
Fee: \$35 includes tours & transportation | Advance registration required
- Page 12** 2:30–5:30 pm.....**Onsite Philanthropy Live! Project: Afternoon Drop-In**
- 3:00–4:00 pm.....**NAYDO Young Professionals Class of 2023 Orientation** | Apply by December 6, 2022 for selection in advance | Sponsor: Colaluca & Associates, Inc.
- Page 14** 3:00–4:00 pm.....**Sponsor Showcase Workshops**
- Page 8** 3:30–5:30 pm.....**Experience “Innovation in Action” in the Exhibits Galaxy** | Appetizers and cash bar on Level 2
- Page 21** 4:15–5:30 pm.....**10 NAYDO Network Receptions**



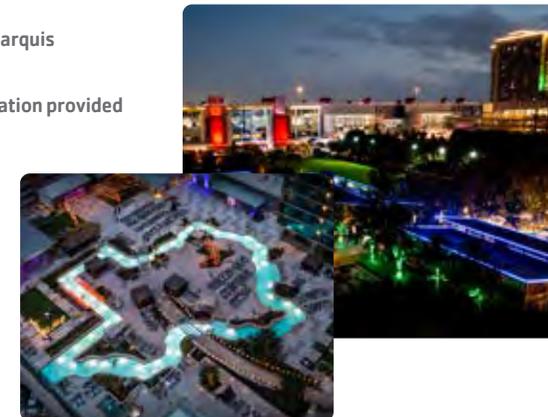
# Conference Schedule

## Tuesday | April 11

- Page 12 4:30–8:00 pm..... **Philanthropy Live! Project 3: Houston Zoo Project & Dinner at the Gorilla Treehouse** | Sponsor: The Redwoods Group  
Exclusively for attendees under age 40 | Fee: \$20 for dinner | Project & transportation costs covered | Advance registration required
- Page 8 5:30–8:00 pm..... **Dine Around Discovery Green Area** | Dinner on your own  
We recommend staying close by at one of the walking distance restaurants or Biggio's in the Marriott Marquis so you can gather with fellow attendees after dinner on the 6th floor Altitude Rooftop
- 5:45–9:15 pm..... **International Attendee Reception at YMCA International Services** | Invitation only; transportation provided
- Page 12 7:00–10:00 pm..... **Onsite Philanthropy Live! Project: Evening Drop-In**
- Page 8 8:00–10:00 pm..... **Rooftop After Dinner Drinks: The Stars are Big and Bright, Deep in the Heart of Texas**  
By the Texas-Shaped Lazy River | Cash bar

## Wednesday | April 12

- 6:30–7:15 am..... **BODYBALANCE®** | Sponsor: Les Mills
- 7:30 am–6:00 pm..... **Registration and Information Center Open** | Sponsor: Gallagher Risk Management Services
- 7:30 am–6:00 pm..... **Host YMCA Hospitality Center Open** | Sponsor: Love Advertising
- 7:30 am–5:30 pm..... **Exhibits Open** | Not staffed during General Session luncheon
- 7:45–9:45 am..... **Fuel up at the Continental Breakfast in Exhibits Galaxy** | Sponsor: Christensen Computer Company Inc.  
Seating available on Level 4 for a more relaxing experience or Grab & Go on Level 2 for express service
- 8:30–10:30 am..... **Philanthropy Alliance Meeting** | Invitation only
- Page 13 8:30–9:15 am..... **Hot Topics: Round A**
- Page 13 9:45–10:30 am..... **Hot Topics: Round B**
- Page 15 11:00 am–12:00 pm..... **Workshops: Round 1**
- Page 9 12:30–2:00 pm..... **General Session Luncheon** | Sponsor: Daxko & Reclique Core  
Doors open 12:15 | Featuring Suzanne McCormick on "Strengthening the Y's Culture of Philanthropy"
- Page 16 2:30–3:30 pm..... **Workshops: Round 2**
- 3:30–4:15 pm..... **Afternoon Beverage Break** | Exhibits Galaxy Levels 4 and 2
- Page 17 4:15–5:15 pm..... **Workshops: Round 3**
- 5:30–6:15 pm..... **Philanthropy Live! Appreciation Reception for Offsite Project Volunteers** | Sponsor: The Redwoods Group
- 5:30–6:30 pm..... **Day of Giving Meeting** | Invitation only
- 5:30–6:30 pm..... **LACA Meeting** | Invitation only
- Page 10 6:30–9:00 pm..... **Dinner at J-Bar-M Barbecue** | Optional  
Fee: \$70 includes dinner & transportation | Advance registration required



# Conference Schedule

## Thursday | April 13

- 6:30–7:15 am ..... **BODYBALANCE®** | Sponsor: Les Mills
- 7:30 am–6:00 pm ..... **Registration and Information Center Open** | Sponsor: Gallagher Risk Management Services
- 7:30 am–6:00 pm ..... **Host YMCA Hospitality Center Open** | Sponsor: Love Advertising
- 7:30–9:30 am ..... **Last Chance to Visit Exhibits Breakfast**  
Seating available on Level 4 for a more relaxing experience or Grab & Go on Level 2 for express service

Page 18 8:00–9:00 am ..... **Special Sessions**

Page 18 9:30–10:30 am ..... **Workshops: Round 4**

Page 19 11:00 am–12:00 pm ..... **Workshops: Round 5**

Page 9 12:45–2:15 pm ..... **General Session Impact Awards Luncheon & 2024 Preview** | Sponsor: gro>  
Doors open at 12:15 pm | Featuring a Mission Moment with Sidney H. Evans II

Page 20 2:45–3:45 pm ..... **Round 6 Reinvented: Workshops, Hot Topics, Philanthropy Forums**

Page 10 6:00–9:00 pm ..... **Rodeo Roundup at The Rustic** | Sponsor: Daxko & Reclique Core  
Walking distance from the hotel | Enough food for a light dinner, cash bar, band, entertainment



## Friday | April 14

- 7:30–9:00 am ..... **Registration and Information Center Open** | Sponsor: Gallagher Risk Management Services
- 7:30–9:00 am ..... **Host YMCA Hospitality Center Open** | Sponsor: Love Advertising

Page 10 8:00 am–3:00 pm ..... **NASA Space Center Tour** | Optional  
Fee: \$85 includes tour & transportation | Advance registration required  
What better finale for your conference experience than touring the home of NASA and Mission Control? Enjoy a guided tour of the NASA Johnson Space Center and a private tram tour showcasing astronaut training facilities, Mission Control and Rocket Park. Hear stories from a NASA Astronaut and learn about their space adventures.



# Conference Sponsors

Our sponsors and exhibitors have always helped to 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 the [Sponsor Exhibitor Page](#) for updates

Confirmed as of August 1, 2022

## Premier Sponsors

### Daxko & Reclique Core

Year-Round Webinar Series  
Rodeo Roundup  
Keynote General Session

### DBD Group

Philanthropy School Fundamentals  
CEO Networking Lounge

### The Redwoods Group

Philanthropy Live!

### gro>

Impact Awards General Session  
Impact Tours

### YMCA of the USA

### Financial Development

Philanthropy Accelerator

### Townsend Institute for Leadership & Counseling at Concordia University at Irvine

Mobile App

## General Session Sponsors

### Daxko & Reclique Core

Keynote General Session

### gro>

Impact Awards General Session

## Major Sponsor

### Gallagher Risk Management Services

Registration/Information Center

## Network Sponsors

### Colaluca & Associates, Inc.

Young Professionals

### CampDoc

Camping Professionals

### American City Bureau

Small YMCAs (Under \$4M)

### Startup Smartup

Program/Membership Staff

### American City Bureau

VIP-Volunteer in Philanthropy (Board Members)

### Grant Professionals Association

Grant Writers Group

### Reclique Core

Operations (Branch Execs/Center Directors/COOs & CEOs)

### Radar Promotions

MarCom Professionals

### The Redwoods Group

Diversity, Equity & Inclusion

### gro>

Staff New to Y Development

## Specialty Sponsors

### FourSquare Research, Inc.

Schedule at a Glance

### Love Advertising

Host Y Hospitality Center

### CampMinder

Philanthropy in Camping

### Traction Rec

Opening Reception

### Church Mutual Insurance Company S.I.

New Attendee Orientation

### Les Mills

BODYBALANCE®

### Christensen Computer Company Inc.

Wednesday Breakfast

## Workshop Sponsors

### American Fundraising Foundation (AmFund)

### Classy

### Daxko & Reclique Core

### FreeWill

### Great American Insurance Group-Specialty Human Services

### Marq (formerly Lucidpress)

### OneCause

### Peerfit

### Startup Startup

# Conference Exhibitors

## Premier Exhibitors

[Daxko & Reclique Core](#)

[DBD Group](#)

[EGYM, Inc.](#)

[gro>](#)

[Matrix Fitness](#)

[OMNIA Partners](#)

[The Redwoods Group](#)

[Townsend Institute for Leadership & Counseling at Concordia University Irvine](#)

[Traction Rec](#)

[4imprint](#)

## Exhibitors

[Accrisoft Corp.](#)

[ACTIVE Network](#)

[Alaris](#)

[American City Bureau](#)

[American Fundraising Foundation \(AmFund\)](#)

[BellXcel](#)

[Bloomerang](#)

[Blue Goji/Expresso](#)

[CampDoc](#)

[CampMinder](#)

[Checkwriters](#)

[Christensen Computer Company Inc.](#)

[Church Mutual Insurance Company, S.I.](#)

[Classy](#)

[Convergent Nonprofit Solutions](#)

[Core Health and Fitness](#)

[Crescendo Interactive Inc.](#)

[CSG Urban Partners](#)

[DIRECTV](#)

[Echelon Fitness Multimedia](#)

[Flaghouse](#)

[FreeWill](#)

[Gallagher Risk Management Services](#)

[Great American Insurance Group](#)

[Greater Than Analytics LLC](#)

[International Hospitality Center/Y-USA World Service](#)

[IQ Total Source](#)

[Les Mills](#)

[Let Her Play](#)

[Life Fitness](#)

[Love Advertising](#)

[Marq \(formerly Lucidpress\)](#)

[Musco](#)

[Myzone, Inc.](#)

[NAYDO 2024 – Discover Denver!](#)

[OnBoard](#)

[OneCause](#)

[Paycor, Inc.](#)

[Payne Stewart Kids Golf Foundation](#)

[Peerfit](#)

[Personal Safety at Work](#)

[Personify](#)

[Punch Technologies](#)

[Radar Promotions](#)

[Rocky Mountain Sunscreen](#)

[SCORE SPORTS](#)

[Startup Smartup](#)

[Swagdog](#)

[The Fund Raising School at the IU Lilly Family School of Philanthropy](#)

[TRUE Fitness](#)

[Yellowstone Landscape](#)

[YMCA Retirement Fund](#)

[YMCA of the USA Financial Development](#)

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.





# Opening Day

April 11  
Blast Off  
Tuesday!

Tuesday | 1:00–1:30 pm

**Conference Blast Off!** | Sponsor: DBD Group  
Powered by Mariachi Calmecac | Texas Ballroom Level 4

**Byrd Larberg**, NAYDO VIP and YMCA of Greater Houston Donor & Association Board Member, will inspire you as you launch your conference experience. The Mariachi Calmecac will provide all the energy you need to blast off into our galaxy of exhibits for the Opening Reception.



Tuesday | 1:30–3:30 pm

**Opening Reception “Launching Innovative Philanthropy”** | Sponsor: Traction Rec

Food stations and cash bar | Exhibits Galaxy Level 4

The Mariachis will be there at the beginning to add to the festivities as we celebrate in NAYDO’s Exhibits Galaxy.

Tuesday | 3:30–5:30 pm

**Experience “Innovation in Action”**

Appetizers and cash bar | Exhibits Galaxy Level 2

Circulate in the Exhibits Galaxy on Level 2 and enjoy a beverage and some grab & go appetizers that you can take with you when it is time to land in one of the Network Receptions at 4:15 pm. Just like the planets in the galaxy, each network is unique so choose one that is right for you.

Tuesday | 4:15–5:30 pm

**Connect at a Network Reception**

The first 15 minutes provide an orientation while the rest of the time offers networking and socializing with peers. Each of the 10 networks has something unique planned – refer to the Networks page for details. During the network receptions, DBD Group is sponsoring a CEO Networking Lounge.

Tuesday | 5:30–8:00 pm

**Dine Around Discovery Green**

Dinner is on your own. We recommend staying close by either at one of the walking distance restaurants or at Biggio’s in the Marriott Marquis so you can gather with fellow attendees after dinner on the 6th floor pool deck. Biggio’s does not take reservations but it is definitely conveniently located! Stop by our onsite Philanthropy Live! Project while you wait.

Tuesday | 8:00–10:00 pm

**Drinks on the Rooftop: The Stars at Night are Big & Bright, Deep in the Heart of Texas**

After dinner there is no better place to gather than the Marriott Marquis Altitude Rooftop & Pool. The pool features a one-of-a-kind Texas-shaped lazy river that makes the perfect backdrop for your photo-worthy cocktail with friends. Cash bar.



# General Sessions

Wednesday | 12:30–2:00 pm

## Inspirational Keynote

Doors open 12:15 pm

Sponsor: Daxko & Reclique Core



### “Strengthening the Philanthropic Culture of the YMCA”

**Suzanne McCormick** | President and CEO YMCA of the USA

Philanthropic work allows us to advance the YMCA’s mission and purpose in the communities we serve. The many ways Ys strengthen communities beyond health and fitness were on full display during the toughest days of the pandemic. Y staff and volunteers supported students learning virtually, fed children and families, and



connected with seniors at risk of social isolation – and elected officials, civic leaders, and neighbors alike took notice.

Communities continue to experience challenges, with many facing a long road to recover from the effects of the pandemic. Our mission and role as a community catalyst

have never been more important. Throughout her nonprofit career, Suzanne has been focused on developing and activating powerful philanthropy initiatives. Now, she turns her attention to creating new pathways to enhance fundraising, philanthropy, and government funding for Ys.

Suzanne will inspire you with her passion for fundraising, her belief in the potential of the Y as a philanthropic organization and her commitment to realizing that potential.

Thursday | 12:45–2:15 pm

## NAYDO Impact Awards

Doors open 12:15 pm | Sponsor: gro>



### “Recognizing and Promoting Excellence in Fundraising”

**Sidney H. Evans II**, NAYDO VIP and YMCA of Greater Houston Association Board Member, will kick off the session with an inspirational mission moment.

Next, see and hear the best in YMCA fundraising. NAYDO’s Eagle Awards for Excellence and Communications Awards highlight success in communicating the YMCA cause. You will get a sneak peek at the 2024 NAYDO Conference at the Gaylord Rockies in Denver and see new NAYDO Officers begin their 2-year terms.



### Excellence in Fundraising: NAYDO Eagle Awards

Nomination Deadline: December 6, 2022

NAYDO Eagle Awards are presented to YMCA Associations committed to excellence in fundraising and demonstrating outstanding achievement in YMCA financial development. Be inspired by the 2022 winners who have demonstrated how integrating philanthropy into their organization’s culture can position a YMCA as a leading charity in the community.

For more information contact:

**Shelly McTighe-Rippengale** | Eagle Awards Chair  
smcrip@ymcasd.org | 619 403 0447

### Communications Awards

Entry Deadline: December 6, 2022

Communicating our cause is essential for enhancing the YMCA’s value in any community. YMCAs of every size will be recognized in NAYDO’s Communications Awards presentation.

For more information contact:

**Christina Harley, CFRE** | Communications Contest Chair  
christina.harley@swo.ymca.ca.

## Preview of NAYDO 2024: Denver

### “Mile High Giving”

With 300 days of sunshine, you’ll want to join us here in the Rocky Mountain high of Colorado. The YMCA of Metro Denver welcomes you to the Gaylord Rockies Resort and Convention Center.

This NAYDO experience will help you level up your philanthropy and support your community. NAYDO 2024 begins on Wednesday, includes a Friday night celebration not to be missed as well as plenty of time to explore the Mile High City and beyond.



### Want to serve on the NAYDO 2024 Conference Committee?

Join Mary Zoller, Conference Director, and Mike Jackson, Conference Co-Chair, to learn what advance planning volunteer roles potential committee members can consider. The meeting will take place Thursday morning as one of the Special Sessions offered during breakfast.

### Interested in Serving on the NAYDO 2024 Conference Committee?

Special Session | Thursday | 8:00–8:45 am

## Special Events

- Wednesday Group Dinner
- Thursday Night Party
- Friday NASA Tour

**Wednesday** | 6:30–9:30 pm

**J-Bar-M Barbecue Dinner** | Optional  
Fee: \$70 includes dinner & transportation

Located in the EaDo neighborhood, just east of downtown Houston on land that's been family-owned for over a century, J-Bar-M Barbecue marries high-end design with a menu from the city's top pitmasters and chefs. The restaurant's name is a take on a traditional Texas branding iron with initials representing

John Toomey and his late wife Michelene Guseman Toomey. His goal was to do something different by creating an elevated BBQ experience and steakhouse classics with a beer garden aesthetic. Weather permitting, we will eat in the sprawling outdoor beer garden with its stage for live music and the perfect selfie spot – The BBQ Mural – a tribute to the city's historic barbecue joints that laid the groundwork for it all.

Wednesday is the ideal night for a delegation dinner. If your Y is not planning to do that, consider this NAYDO group option or watch for a list of restaurant suggestions in the Advance Packet you will receive in early March.



**Thursday** | 6:00–9:00 pm

**Rodeo Roundup at The Rustic**

Sponsor: Daxko and Reclique Core 

Tickets at the Daxko & Reclique Core booths. Includes enough food for a light dinner, beverages, cash bar and entertainment. Walking distance from hotels

Yee-haw! Giddy up and get on down to the Rodeo Roundup Thursday Night Party. Festivities include enough food for a light dinner, beverages, a cash bar and entertainment. As we saddle up on celebrating a successful NAYDO 2023, put on your boots for a Texas hoedown at The Rustic, a classic American Southwestern bar! Join the stampede and begin the evening with artisan bites and libations in the warm and welcoming environment, then mosey over to the Armadillo Races – a Texas tradition! Take a photo with a live Texas Longhorn, dance to a live band, eat and drink some more! The Rustic is walking distance from NAYDO hotels, so you can arrive or leave as you please. Ride-share options are available, also. The cost of this event is included in your registration fee but be sure to stop by the Daxko & Reclique Core booths to pick up the sponsor's entry ticket.



**Friday** | 8:00 am–3:00 pm

**NASA Space Center Tour** | Optional

Fee: \$85 includes tour & transportation  
Advance registration required  
Lunch on your own

"Intelligent fun" defines the way groups describe their Space Center Houston experience – a day when they've gone inside a shuttle carrier aircraft, explored NASA Johnson Space Center, seen flown spacecraft and so much more.

Independence Plaza, an international landmark, allows visitors to enter the shuttle replica Independence, mounted on top of the historic and original NASA 905 shuttle carrier aircraft and then explore the giant plane. It is the only shuttle mounted on an SCA that's open to the public.

Starship Gallery at Space Center Houston is home to multiple flown spacecraft and national treasures. Get an up-close look at impressive artifacts that trace the progression of human space exploration – the Apollo 17 Command Module, a full-size Skylab Training module, a moon rock you can touch, and more!

Board the NASA Tram Tour and see history in the making. Stops include the newly restored Apollo Mission Control center, astronaut training facilities and Rocket Park where you see the enormous Saturn V rocket. Walk underneath the new, twice-flown SpaceX Falcon 9 rocket. This is one of just two Falcon 9 rockets on display worldwide.



# YMCA Impact Tours

Start and end times indicate the time the bus departs from and returns to the hotel

Sponsored by: **gro**

Tuesday | 9:30 am–12:30 pm

## Impact Tour A: YMCA International Services— Restore Hope and Well-Being

Fee: \$30 includes tour & bus transportation  
Advance registration required

Learn about the innovative and impactful programs and services offered at the YMCA of Greater Houston's largest, non-traditional Center with an operating budget in excess of \$20M. YMCA International Services assists some of Houston's most vulnerable populations, including refugees, victims of human trafficking, unaccompanied immigrant children, and other marginalized newcomers.

Attendees will tour the newly acquired service space and meet clients and members of the Y's amazing 180 full-time staff team that collectively speaks over 25 languages. Learn about the funding strategy mix of government grants and philanthropy that supports efforts to restore hope, build stability, create opportunities, and change futures for the individuals and families served. Fundraising efforts include a collaboration with other refugee serving agencies that resulted in nearly \$4M in contributed support for the response to the Afghan humanitarian crisis, enabling YMCA International Services to resettle over 1,200 Afghan evacuees in only six months.



Tuesday | 2:30–6:00 pm

## Impact Tour B: Lake Houston Family YMCA & Miracle League— Remove Limits, Reimagine Opportunities

Fee: \$35 includes tour and bus transportation | Advance registration required

Hurricane Harvey swept through Greater Houston in September 2017 causing \$125B in damage. The Lake Houston Family YMCA was one of 12 severely damaged Y facilities forced to close its doors temporarily. A \$14M restoration and complete re-design brought a 60,000-square-foot, state-of-the-art facility back to the Kingwood community. Since then, the Lake Houston Family YMCA has grown its membership and programs exponentially.

Attendees will tour the stunning facility and learn how the YMCA of Greater Houston took this opportunity to reimagine the YMCA for this community. After the Y tour, it's a short ride to the \$4.8M Insperty Adaptive Sports Complex built with a fundraising collaboration between the YMCA, a foundation, and the school district. A shared-use facility, it features a barrier-free playground and two Miracle League baseball/multipurpose fields where you will (weather permitting) get to watch a baseball game and see the impact in action!



# Philanthropy Live! Projects

Created in 2011, Philanthropy Live! has for more than a decade offered community service projects in the cities hosting NAYDO Conferences through the generous support of founding sponsor The Redwoods Group. In 2023, there are more ways than ever for all attendees to participate in Philanthropy Live! It's as easy as 1-2-3.

1. Drop-in Project at the Hotel on Tuesday
2. Donate products you bring or ship in advance
3. Sign up for an offsite community service project (afternoon option for those who can't arrive in the morning)

Offsite Project participants receive a Philanthropy Live! T-shirt and invitation to the **Philanthropy Live! Appreciation Reception** Wednesday, April 12 | 5:30-6:15 pm

Sponsored by:



**Tuesday | 9:30 am-12:00 pm**

### Project 1: Houston Food Bank

Advance sign-up & signed waiver required  
Bus transportation, water & snacks provided

Over one million people in the Houston area are food insecure. The Houston Food Bank, the largest in the country, is on a mission to reduce food insecurity by collaborating with over 1,600 community partners including the Y. The Greater Houston YMCA and the Houston Food Bank partner to provide youth in Y afterschool, summer camp and outreach programs with snacks, hot meals, Backpack Buddies and educational resources. Project volunteers will build Backpack Buddie kits that ensure kids do not go hungry on weekends. Help Houston youth thrive!



**Tuesday | 9:30 am-12:30 pm**

### Project 2: Weekley Family YMCA Community Garden

Advance sign-up & signed waiver required  
Bus transportation, water & snacks provided

Participants in this project will revitalize the Weekley Family YMCA Community Garden by contributing to preventive maintenance needs. Support the Weekley Family YMCA in its efforts to connect growers of all ages to the land, the neighborhood, and the community. Participant activities may include:

- Planters/Bed Maintenance: weed control, pruning, soil enhancement, and mulch
- Pathway Maintenance: edging, adding decomposed granite, general maintenance
- Storage: assemble shelving, organize tools and hardware

**Tuesday | 4:30-8:00 pm**

### Project 3: Houston Zoo Beautification Plus Dinner in the Gorilla Treehouse

Young Professional Network Project  
**Must be under 40 to participate**

Fee: \$20 for dinner  
Advance sign-up & waiver required  
Bus transportation, water & snacks provided

Situated in the lovely Hermann Park, the Houston Zoo, home to more than 6,000 animals and over 900 species, connects communities with animals to inspire action to save wildlife and is committed to being a leader in the global effort to save animals in the wild. Project participants will have the opportunity to work on Zoo beautification projects for guest engagement and projects that enhance animal welfare. Each year, one project is designated for under age 40 staff and volunteer attendees for a unique chance to network and be of service. Participants will enjoy a box dinner nestled above the expansive gorilla habitat in the Nau Family Gorilla Treehouse. This intimate and exclusive space provides one-of-a-kind views of the gorilla and red river hog habitat.



**Tuesday | 2:30-5:30 pm or 7:00-10:00 pm**

### Project 4: YMCA International Services "Welcome Kits" Onsite Assembly Drop-In

Welcome Center (Brazoria Room) at Marriott Marquis

Can't arrive in time for one of the offsite projects? You can still be part of Philanthropy Live! this year with our special drop-in project during selected hours on Tuesday in the registration area. Assemble "Welcome Kits" for YMCA International Services Refugee Resettlement Program newcomers. For decades, this YMCA of Greater Houston branch has been welcoming newcomers including refugees, victims of human trafficking, immigrants, and other vulnerable populations with the goal of restoring hope, building stability, creating opportunity, and changing futures.

### Philanthropy Live! Donation Opportunities

Bring donations with you and drop them off at Host Y Hospitality Center

#### YMCA International Services

Bring toothpaste, toothbrushes, mouthwash, shampoo, conditioner, hair spray, etc. for "Welcome Kits" (travel size preferred; any size appreciated)

#### Interfaith Ministries

Bring pet collars, toys, blankets, food, etc. for Animeals on Wheels  
One in four seniors lives alone and relies on pets for companionship. The Animeals on Wheels programs deliver pet supplies to homebound seniors.

# Educational Sessions

While other sessions and networking provide learning opportunities, the number one reason YMCA staff and volunteers report for attending the NAYDO Conference year after year are the Educational Sessions. There are 3 types:

- Philanthropy School Fundamentals
- Hot Topics Facilitated Small Group Discussions
- Educational Track Workshops

## CFRE Certification Credit

Approved conference sessions provide Certified Fund Raising Executive (CFRE) certification credit. Details will be provided in the Advance Packet.

See Thursday's Special Session at 8:00–9:00 am to learn more about becoming CFRE certified.

## Y-USA Leadership Certification Credit

If you are a YMCA staff member from the US, the NAYDO Conference earns you 24 Leadership Certification Credits only if you attend all days of the conference. The NAYDO Conference counts as experience credit for Team Leader and Multi-team Leader Certification; 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 your date of birth on the registration form. If left blank, NAYDO cannot submit your record to Y-USA.

For any questions, contact: [leadershipcertification@ymca.net](mailto:leadershipcertification@ymca.net)

Tuesday | 10:30 am–12:30 pm

## Philanthropy School Fundamentals

Sponsor: DBD Group



Advance registration recommended  
Each session earns 2 hours of CFRE credit  
Be better prepared for the conference and your Y responsibilities by experiencing Philanthropy School. Each session provides an overview of that financial development area and is geared toward staff and volunteers new to financial development including frontline, program, membership, and branch operations staff.

## Annual Support Fundamentals

**Andrew Powers**  
YMCA of Greater Rochester

## Board Development Fundamentals: Strong Boards Fundraise More

**Brian Saber**  
Asking Matters  
**Mike Hood (VIP)**  
YMCA of San Diego County

## Comprehensive Campaign Fundamentals

**Michelle Curtis**, CFRE  
YMCA of Greater St. Petersburg  
**Bruce Berglund**, CFRE  
DBD Group/YMCA Alumni

## Advocacy & Government Relations Fundamentals

**Kelly Kennai**  
YMCA of the USA  
**Jim McGowan**  
YMCA of the USA  
**Patty Miller**  
Missouri State Alliance of YMCAs

Wednesday | 8:30–10:30 am

## Hot Topics Facilitated Small Group Discussions

Advance Coordinator:  
**Danielle Robello** | Young Professionals Alumni  
Onsite Coordinator/Council Liaison:  
**Andrew Powers** | YMCA of Greater Rochester  
Searching for ideas or new strategies?  
Have successes or other learnings you can share with others?

Look no further – Hot Topics is your answer. Hot Topics provide Y professionals and volunteers an opportunity to exchange ideas, thoughts, strategies, and challenges on a variety of topics. These facilitated discussions occur in a small group environment, allowing for exploration of the most current philanthropy-related issues. There are several opportunities for Hot Topics:

**Round A | 8:30–9:15 am**  
**Round B | 9:45–10:30 am** (Round A repeated)

Plus some networks will offer Hot Topics:

**Round 6 Workshops | Thursday 2:45–3:45 pm**

The list of Hot Topics is finalized at a later date to ensure relevance at the time of the conference. Topics will be listed in the Advance Packet. Contact [info@naydo.org](mailto:info@naydo.org) in fall 2022 to recommend a topic or if you would like to serve as a Hot Topic Facilitator (see roles on page 25).



Educational Workshops | Wednesday–Thursday

## Educational Track Workshops

Educational Tracks Chair:  
**Stephanie Mills** | YMCA of Southern Arizona  
[stephaniem@tucsonymca.org](mailto:stephaniem@tucsonymca.org)

Educational tracks are designed so all aspects of YMCA financial development are covered in some way. Mix and match sessions to meet your YMCA's needs. There are eight tracks offered:

- Annual Support
- Capital Development
- Major and Planned Gifts
- Board and Volunteer Development
- Marketing and Communications
- Community Benefit
- Grants and Government Funding – **New in 2023**
- Operations and Philanthropy – **New in 2023**

## Target Audiences

Presenters design workshops for targeted audiences. Use the following codes found by the track name in each session listing as your guide.

**NFD:** New Financial Development Staff  
**SFD:** Seasoned Financial Development Staff  
**MC:** Marketing and Communications Staff  
**PM:** Program and Membership Directors  
**EX:** Executive Directors, CEOs and COOs  
**BD:** Board Members  
**FV:** Fundraising Volunteers  
**SMY:** Content applicable to small and mid-size YMCAs

## Level of Experience

Workshops are intended for staff/volunteers with all levels of financial development experience unless noted as:

**Intermediate:** 5 years of experience  
**Advanced:** 15 years of experience

# Educational Sessions

## Tuesday Sponsor Showcase

Tuesday | 11:00 am–12:00 pm

### Sponsor Showcase

In these workshops the presenters are permitted to promote their products. 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.



### Fundraise Their Way: Breathe New Life Into Your Peer-to-Peer Fundraising

Audience: NFD,SFD,MC,FV,SMY

Emily Newberry | OneCause

### Empowerment, Engagement & Entrepreneurship: How to Use S.M.A.R.T Goals to Engage Teens

Audience: Intermediate, PM,EX,SMY

Kelsey Neff, Barry Schwartz, Justin Ghiglia | Startup Smartup

### Stories of Transformation

Audience: MC,EX

Khyra Macmillan, Jordan Dean, Becki Irby | Daxko

### Social Inflation's Resulting Impact on YMCA's Abuse/Umbrella Insurance

Audience: MC,EX,BD

Matt Manion, Mike Ligusinski, Sue Price | Great American Insurance Group–Specialty Human Services

### Three Paths to Success with Fundraising from Older Donors

Audience: NFD,SFD,MC,PM,EX,BD,FV,SMY

Helen Lynch, Cassie Gharnit | FreeWill

### Trouble Standing Out? Build Content that Resonates

Audience: MC,EX,SMY

Dave Bascom | Marq (formerly Lucidpress)

### Culture Shift: Small Changes that Make a Big Difference in Workplace Culture

Audience: NFD,SFD,MC,PM,EX,BD,FV,SMY

Deborah Marshall | American Fundraising Foundation (AmFund)

### Three Strategies to Help Evaluate & Grow Your Annual Giving Campaign

Audience: MC,PM

Jenna Litchig | Classy

Emily Figueiredo, CFRE | YMCA of San Diego County

### Community Health & Fitness: Expanding Membership through Wellness Partnerships

Audience: MC,PM,EX,BD

Paul Coe | Peerfit

Dr. Gloria Winters | YMCA Managed Service Organization

# Educational Sessions

## Wednesday Round 1

### Workshops: Round 1 | 11:00 am–12:00 pm

#### ANNUAL SUPPORT (CAMP)

##### How a Vision Plan Changed Our Philanthropy Program

Audience: NFD, SFD, EX, BD, FV

Sallie Ransom | YMCA of the Triangle

#### ANNUAL SUPPORT

##### Ten Strategies to Grow Annual Giving in 2023

Audience: NFD, SFD, EX, FV, SMY

Jan Brogdon, CFRE | DBD Group/YMCA Alumni

#### BOARD & VOLUNTEER DEVELOPMENT

##### Engaged Boards Will Fundraise

Audience: Intermediate, SFD, EX, BDY

Brian Saber | Asking Matters

#### CAPITAL

##### One Step Back, Three Steps Forward ... Using Data to Chart Your Campaign Pathway

Audience: MC, EX, BD, SMY

Dan Haynes | Nishna Valley Family YMCA

Mario Trescone | Greater Than > Analytics Business Intelligence Specialists

John Biggins | American City Bureau, Inc.

#### COMMUNITY BENEFIT

##### The Role of Philanthropy in Equity, Diversity, Inclusion–Belonging Landscape

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Les Peters | YMCA of Greater Long Beach/Community Development YMCA

Sally Lew (VIP) | YMCA of Greater Long Beach/Community Development YMCA

Milton Smith (VIP) | YMCA of Greater Long Beach/Community Development YMCA

#### GRANTS & GOVERNMENT FUNDING

##### Growing Your Grants Program: Cultivating Success

Audience: NFD, FV, SMY

Ellen McClay | YMCA of the Triangle

Matt Strickland | YMCA of the Triangle

#### MARKETING & COMMUNICATIONS

##### Look, Swim, and Quack Like a Mission-Driven Organization

Audience: Intermediate, SFD, MC, BD

Jorge Perez | YMCA of Greater Cincinnati

Kate Hanisian | YMCA of Greater Cincinnati

#### MARKETING & COMMUNICATIONS

##### How to Write Better Fundraising Copy

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Rachel Muir, CFRE | Makeover My Fundraising

#### OPERATIONS & PHILANTHROPY

##### Shared Services for Smaller Ys–Multiple Models at Work to Support Sustainability

Audience: EX, BD, SMY

Angie Lassley | YMCA of Salina, Kansas

Dr. Matt Thompson | Kansas Wesleyan University

# Educational Sessions

## Wednesday Round 2

### Workshops: Round 2 | 2:30–3:30 pm

#### ANNUAL SUPPORT

##### **Donor Retention Magic**

Audience: NFD, SFD, PM

Holly Yoest | YMCA of the Triangle

Molly McCabe | YMCA of the Triangle

#### BOARD & VOLUNTEER DEVELOPMENT

##### **Being an Effective YMCA Board Member** (Board Members Only Workshop)

Audience: BD, FV

Brian Saber | Asking Matters

#### CAPITAL

##### **Innovation in Capital Financing: Leveraging New Strategies**

Audience: Advanced, SFD, EX, BD, FV

Brian Keel | DBD Group/YMCA Alumni

Jim Mellor | DBD Group/YMCA Alumni

#### CAPITAL

##### **Maximizing Dollars Raised and Your Y's Impact: The Comprehensive Campaign**

Audience: NFD, SFD, MC, EX, BD, FV

Debbie Sontupe | Match Nonprofit Consulting/YMCA Alumni

#### COMMUNITY BENEFIT

##### **"You don't have fundraising experience": Addressing Inequities in Philanthropic Staff Development**

Audience: NFD, SFD, PM, EX, BD, SMY

Erin Grayson | YMCA of Central New York

Mariella Canady-Towns | YMCA of Central New York

#### GRANTS & GOVERNMENT FUNDING

##### **Between Shakespeare & The Wall Street Journal: Embracing the Art of Successful Grant Writing**

Audience: NFD, SFD, MC, PM

Ronaldo Ribeiro | Greater Philadelphia YMCA

Joanna Siegel | Greater Philadelphia YMCA

#### MARKETING & COMMUNICATION

##### **Essential Ingredients to a Powerful Fundraising Strategy**

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Lauren Sanchez Gilbert, Ed.D. | BellXcel

Damon Johnson | BellXcel

Sasha Trosch | BellXcel

#### MAJOR & PLANNED GIFTS

##### **YMCA Leadership Leads the Way in Planned Giving**

Audience: NFD, SFD, MC, EX, SMY

Sue Nunn (VIP) | YMCA of Greater Long Beach

Alfredo Velasco | YMCA of Greater Long Beach

#### OPERATIONS & PHILANTHROPY

##### **Break-Through Growth: Rising to New Heights as a Smaller Y**

Audience: NFD, SFD, EX, FV, SMY

Erin Langley | Eastern Carolina YMCA

Kelly Millington | Eastern Carolina YMCA

# Educational Sessions

## Wednesday Round 3

### Workshops: Round 3 | 4:15–5:15 pm

#### ANNUAL SUPPORT

##### Monthly Donors are Mighty – Taking it to the Next Level

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Erica Waasdorp | A Direct Solution

#### BOARD & VOLUNTEER DEVELOPMENT

##### Aligning Board Giving with Self-Accountability

Audience: NFD, SFD, EX, BD

Kurtis Dawson | YMCA of Southern Arizona

Adaline Klemmedson (VIP) | YMCA of Southern Arizona

#### OPERATIONS & PHILANTHROPY (CAMP)

##### Creating a Culture of Philanthropy at Camp

Audience: NFD, SFD, EX

Gretchen Hyde | YMCA of the Triangle

#### CAPITAL

##### Managing Complex Capital Stacks – Turning Fears and Tears into Cheers!

Audience: SFD, EX, BD, FV, SMY

Joe Capece | Ottawa YMCA

John Biggins | American City Bureau, Inc.

#### COMMUNITY BENEFIT

##### Creating a Cooperative Fundraising Model to Respond to Local or International Crisis

Audience: Advanced, SFD, EX

Stephen Ives, Moderator | YMCA of Greater Houston

Mehgna Goswami | Houston Endowment

Patra Brannon-Isaac | Kinder Foundation

#### GRANTS & GOVERNMENT FUNDING

##### Grant Writing for Urban/Underserved Communities

Audience: NFD, SFD, PM

Pam Bailey | YMCA of Greater Flint

Ali Hollenbeck | Tampa Metropolitan Area YMCA

Dawn Palmer-Van Camp | YMCA of Metropolitan Detroit

#### MARKETING & COMMUNICATIONS

##### The Role Social Media Plays in Fundraising Strategy and Results

Audience: Intermediate, SFD, MC, BD, FV, SMY

David Frederick | YMCA of San Diego County

#### MAJOR & PLANNED GIFTS

##### A Cautionary Tale: Why You Need a Year-Round Major Gifts Program

Audience: NFD, SFD, EX, BD, FV, SMY

Helene Weir | YMCA of Metropolitan Detroit

Robin Jordan-Repokis | DBD Group/YMCA Alumni

#### OPERATIONS & PHILANTHROPY

##### Moving from Time, Talent, Treasure to Philanthropy Model of Inform, Involve, Invest

Audience: SFD, MC, EX, BD, FV, SMY

Courtney Harness | YMCA Attleboro

# Educational Sessions

## Thursday Special Sessions and Round 4

### Special Sessions | 8:00–9:00 am

#### Featured Session

##### Relational Nutrients: Giving and Getting What You Need

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Michelle Thompson | Townsend Institute at Concordia University Irvine

#### Interested in Serving on the 2024 Conference Committee? This is the Meeting for You!

Mary Zoller | NAYDO

Mike Jackson | YMCA of Metropolitan Denver

#### CFRE – Learn What’s Required to Become a Certified Fund Raising Executive

Michelle Curtis, CFRE | YMCA of Greater St. Petersburg

Sheri Noer, CFRE | YMCA of the USA

#### OPERATIONS & PHILANTHROPY

##### Program Director/MarCom/Grant Writer Special: Impact Marketing Strategies

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Pam Bailey | YMCA of Greater Flint

Lauren Wilson | Williams YMCA of Avery County

#### GRANTS & GOVERNMENT FUNDING – IN SPANISH Building Long-Term Government Relationships for Continuing Funding

Audience: NFD, PM, EX

Gloria Hidalgo | YMCA of Bogota & Cundinamarca

#### BOARD & VOLUNTEER DEVELOPMENT

##### Starting a Young Professionals Board... This is Not the Kids' Table

Audience: NFD, SFD, PM, EX, BD, FV, SMY

Matt Strickland | YMCA of the Triangle

Bruce Ham | YMCA of the Triangle

### Workshops: Round 4 | 9:15–10:15 am

#### ANNUAL SUPPORT

##### Meet Today’s Donors: How Frictionless Giving Experiences are Transforming Fundraising

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

Sarah Sebastian | OneCause

Kelly Velasquez-Hague | OneCause

#### BOARD & VOLUNTEER DEVELOPMENT

##### Full Engagement: Do’s and Don’ts with Your Board

Audience: Intermediate, SFD, EX, BD, FV, SMY

Bruce Ham, Moderator | YMCA of the Triangle

Pam Hearn, CFRE | YMCA of Greater Monmouth County

Wendy Cornett-Marquitz, CFRE | Gateway Region YMCA

#### CAPITAL (CAMP)

##### Down and Dirty Details of a Capital Campaign

Audience: NFD, EX, BD, FV, SMY

Zach Klipsch | Sherman Lake YMCA Outdoor Center

Carrie Hybels | Sherman Lake YMCA Outdoor Center

#### CAPITAL

##### Capital Campaigns: BIG and Small!

Audience: NFD, SFD, EX, BD, SMY

Melissa DeSalvo | Madison Area YMCA

Devon Maloney | Lakeland Hills YMCA

#### COMMUNITY BENEFIT

##### Infusing DEI into Fundraising

Audience: EX, BD

Bertram L. Lawson II | YMCA of Central New York

#### MARKETING & COMMUNICATIONS

##### Crafting a Compelling Case for Donor and Government Support

Audience: NFD, SFD, MC, EX, BD, FV, SMY

Molly Thompson | NC Alliance of YMCAs

Sheree Vodicka | NC Alliance of YMCAs

#### MAJOR & PLANNED GIFTS

##### Interview with a Major Donor: Connecting Personal Passion with Philanthropy

Audience: Intermediate, SFD, EX, BD, FV, SMY

Moderator:

Bruce Berglund, CFRE | DBD Group/YMCA Alumni Donor | TBD

#### OPERATIONS & PHILANTHROPY

##### Building Synergy between YMCAs for Greater Impact

Audience: PM, EX

Antonio Merino | Latin America & Caribbean Alliance of YMCAs

Rocio Solis | YMCA of Peru

#### OPERATIONS & PHILANTHROPY

##### Systems Level Leadership to Align Relationships, Strategic Vision & Fundraising

Audience: PM, EX, BD

Jorge Perez | YMCA of Greater Cincinnati

# Educational Sessions

## Thursday Round 5

### Workshops: Round 5 | 11:00 am–12:00 pm

#### ANNUAL SUPPORT

##### **Please Stop Asking for Money**

Audience: Intermediate, NFD, SFD, PM, EX, BD, FV, SMY

**Jon Simons** | DBD Group/YMCA Alumni

**Jason Fry** | DBD Group

#### CAPITAL

##### **The "New" Text Book of Capital Development**

Audience: Advanced, NFD, SFD, EX, BD, FV, SMY

**Brad Toft** | YMCA of Greater Toledo

#### COMMUNITY DEVELOPMENT

##### **Talk the Walk–Walk the Talk – Writing Grants for DEIG**

Audience: NFD, SFD, MC, PM, EX, BD, FV, SMY

**Lynette Simmons** | YMCA of Metropolitan Detroit

**Ariel Wilkerson** | YMCA of Metropolitan Detroit

**Dawn Palmer–Van Camp** | YMCA of Metropolitan Detroit

#### COMMUNITY BENEFIT

##### **Strategic Stewardship to Increase Donor Retention**

Audience: PM, EX, SMY

**Sarah Sims, CFRE** | Donor Relations Guru Group

#### GRANTS & GOVERNMENT FUNDING

##### **Statewide Funding Success – Working Together**

Audience: NFD, SFD, MC, PM, EX, SMY

**Jerry Haralson** | Georgia Alliance of YMCAs

**Rachel Bowman** | YMCA of Coastal Georgia

#### OPERATIONS & PHILANTHROPY

##### **How Fundraising Turned Around a Struggling Small YMCA**

Audience: NFD, PM, EX, BD, FV, SMY

**Harold Grall (VIP)** | YMCA of Moore County

**Pritesh Bhakta** | YMCA of Moore County

**Shane Nelson** | YMCA of Moore County

#### MARKETING & COMMUNICATIONS

##### **Fundraising Campaigns that Won Big: Everything's Bigger in Texas**

Audience: MC, FV

**Rachel Muir, CFRE** | Makeover My Fundraising

#### MAJOR & PLANNED GIFTS

##### **The Money You're Missing**

Audience: NFD, SFD, EX, BD, FV

**Cole McLaughlin** | YMCA of the Triangle

**Holly Yoest** | YMCA of the Triangle

#### OPERATIONS & PHILANTHROPY

##### **Funding Youth Programs: Intentional Collaboration Between Development and Operations**

Audience: NFD, SFD, PM, EX, SMY

**Dana Hotra** | The Y in Central Maryland

**Charmayne Turner** | The Y in Central Maryland

# Educational Sessions

## Thursday Round 6

### Round 6: Workshops, Philanthropy Forums and Hot Topics | 2:45–3:45 pm

#### Workshops

##### COMMUNITY BENEFIT

###### Building Development Infrastructure from the Outside In

Audience: NFD,SFD,MC,PM,EX,BD,SMY  
**Caity King** | Noble County Family YMCA  
**Shea Boschee** | Noble County Family YMCA  
**Paula Wackenheim** | YMCA Regional Cohort Serving OK, AR, & LA

##### BOARD & VOLUNTEER DEVELOPMENT

###### Building a 21st Century Board

Audience: EX,BD  
**Stephen Ives** | YMCA of Greater Houston  
**Board Member** | YMCA of Greater Houston

##### GRANTS & GOVERNMENT FUNDING

###### Getting Started with Government Relations: A Case Study

Audience: NFD, SFD, EX, BD  
**Jenna Cooper** | Valley of the Sun YMCA  
**Steve Conrad** | Valley of the Sun YMCA

##### HOST: NAYDO PROGRAM/MEMBERSHIP NETWORK

###### Plug & Play Annual Campaign Training: An Interactive Train-the-Trainer Workshop

**Leslie Bryant** | YMCA of the Virginia Peninsulas  
**Rachel Bowman** | YMCA of Coastal Georgia

##### HOST: NAYDO MARCOM NETWORK

###### CMO/Marketing Leaders Think Tank

Audience: MC  
**Carrie Collins** | YMCA of Northwest North Carolina  
**Beth Casper** | Eugene Family YMCA  
**David Frederick** | YMCA of San Diego County  
**Cara Standifer** | YMCA of Metropolitan Chattanooga  
**MaryO Ratcliffe, ABC** | YMCA of Western North Carolina

##### HOST: NAYDO CAMP NETWORK

###### Finding and Reconnecting Your Summer Camp Alums

Audience: NFD,PM,SMY  
**Katie Trippi** | McGaw YMCA  
**Beth Rondello** | Camp Manito-wish YMCA  
**Sallie Ransom** | YMCA of the Triangle  
**Cory Harrison** | YMCA of Greenville  
**Drew Hullinger** | YMCA of Metro Atlanta

#### Philanthropy Forums

##### HOST: GRANTS NETWORK

###### Philanthropy Forum

**Erin Laumer** (YPP Alumni) | YMCA of the USA  
**Kathe Elwell, CFRE** | YMCA of the USA  
**Kevin Hogan** | YMCA of Metropolitan Washington

##### INTERNATIONAL ATTENDEES

###### Global Philanthropy Forum

**Mary Tikalsky, CFRE** | YMCA of the USA  
**Antonio Merino** (YPP Alumni) | Latin America & Caribbean Alliance of YMCAs  
**Renata Ferrari** | YMCA of the USA

##### HOST: YOUNG PROFESSIONALS CLASS OF 2023

###### Philanthropy Forum

**BruceHam** | YMCA of the Triangle  
**Abby Waeiss** (YPP Alumni) | YMCA of the North  
**Courtney Cordero** (YPP Alumni) | YMCA of San Diego County

#### Hot Topics

##### Host: Operations Network

**Bill Powell** | YMCA of Greater Louisville  
**Molly Thompson** | NC Alliance of YMCAs  
**Kait Johnson** (YPP Alumni) | YMCA of Virginia's Blue Ridge

##### Host: Diversity, Equity, & Inclusion Network

**Kevin Bolding** | YMCA of Central Florida

##### Host: Small Y Network

**Angie Lassley** | YMCA of Salina, Kansas  
**Paul Andresen** (ART) | NAYDO Alumni/Retiree Team  
**Shane Nelson** | Family YMCA of Moore County

# NAYDO Networks

A close second to educational sessions as the reason YMCA staff and volunteers join NAYDO is networking.

For NAYDO members registered for the conference, there will be:

- A virtual pre-conference orientation in March
- Tuesday's NAYDO Networks Reception
- Thursday's optional Round 6 Session

Erica Halpern | NAYDO Networks Manager  
halpern.eric@gmail.com

Tom Clingman | Council Liaison  
YMCA of of Fredrick County

Tuesday | 4:15–5:30 pm

## Connect at the Network Reception

Following the Conference Opening Reception, gather with other network attendees for the official kickoff of the 2022–2023 NAYDO Networks. The first 15 minutes provide an orientation while the rest of the time offers networking and socializing with peers. Each of the 10 networks has something unique planned for the conference – click the link to your network to learn more.

Since there is no specific network for CEOs, during the reception, DBD Group is sponsoring a CEO Networking Lounge.

Use the link to your network to learn more about conference activities. See page 20 for your network's Thursday Round 6 options.

**Quick Link** **Staff New to Leading YMCA Development**

Sponsor: gro>

**Quick Link** **Smaller Ys (Under \$4M Independent Associations)**

Sponsor: American City Bureau

**Quick Link** **Operations Staff**

Sponsor: Reclique Core

**Quick Link** **VIP (Volunteers in Philanthropy): Board Members & Fundraising Volunteers**

Sponsor: American City Bureau

**Quick Link** **Grant Writers**

Sponsor: Grant Professionals Association

**Quick Link** **Camp Professionals**

Sponsor: CampDoc

**Quick Link** **MarCom Professionals**

Sponsor: Radar Promotions

**Quick Link** **Program & Membership Staff**

Sponsor: Startup Smartup

**Quick Link** **Diversity, Equity, Inclusion in Philanthropy**

Sponsor: The Redwoods Group

**Quick Link** **Young Professionals (Under 40 Staff and Board Members)** | See next page

Staff age 31 and younger can apply for NAYDO's Young Professional Class of 2023  
Sponsor: Colaluca & Associates, Inc.

## Year-Round Events

You can participate year-round in as many networks as you want. Sign up when you activate your membership benefits.

For the September 2022–August 2023 NAYDO Year, each network has two or three events and each may include:

- A network-related topic or theme
- Q&A session
- Training session unique to the network



# Networking Events for New Attendees

## New Attendee Events

### First-Time Attendees Virtual Orientation

A short online session will provide tips on getting the most out of the Conference and answer frequently asked questions. The orientation will be recorded, so you can listen at your convenience if not available on date conducted.

### Virtual Network Get-Acquainted & Orientation Sessions

Each of the Networks will offer in March their own virtual orientation to acquaint attendees with their specific network and the conference in general as well as enable attendees to make some connections with other attendees in advance of meeting in Houston.

### In-Person Welcome Center Tuesday Morning

Tuesday, April 11 | 9:00 am–12:30 pm

NAYDO Council Members will be on hand to personally meet with new attendees as part of the registration experience Tuesday morning.

### In-Person New Attendee Orientation

Tuesday, April 11 | 2:00–2:45 pm

The in-person New Attendee Orientation session is back! Immediately following the kickoff, NAYDO leaders will provide an overview of the NAYDO conference activities and advice on how to make the most of your conference experience. It's the ideal place to get your questions answered. Advance sign-up is recommended but not required.

## NAYDO Young Professionals Class of 2023

A special program for YMCA staff ages 21 to 31, involving a selection process

**Quick Link** [2023 Application Form Deadline: December 6, 2022](#)

[Notification of Selection by December 31, 2022](#)

If your YMCA has special circumstances making it impossible to meet the December 6 deadline, contact the NAYDO Office at [info@naydo.org](mailto:info@naydo.org)

While the NAYDO Young Professionals Network is open to any Y staff or board member under age 40, the NAYDO Young Professionals Program offers YMCA staff between the ages of 21 and 31 an 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 one-of-a-kind opportunity to invest in young staff members to advance the culture of philanthropy through a new generation of professionals.

### Application Requirements

Your Y must be an Association Member registered for the conference to apply for the NAYDO Young Professionals Class of 2023.

The Young Professionals Program requires no additional fee beyond conference registration fee. The NAYDO Young Professionals Program involves a selection process based on applications reviewed by a committee. If selected, attendance is required during the conference at:

- **Class of 2023 Orientation** | Tuesday 3:00–4:00 pm
- **Optional: Tuesday Philanthropy Live! Project 3** | Tuesday, 4:30–8:00 pm  
**Houston Zoo Project & Dinner at the Gorilla Treehouse**  
Though not required, it is strongly encouraged that class members sign up for this Philanthropy Live! Project open to all under age 40 attendees. There is a \$20 cost for dinner but if selected for the YP Class, assistance may be available. Advance sign up & signed waiver required; bus transportation, water & snacks provided.
- **Young Professionals Class of 2023 Career Hot Topics** | Wednesday, 8:30–9:15 am
- **Optional: Mentoring Session** | Wednesday Hot Topics Round B, 9:45–10:30 am
- **Young Professionals Class of 2023 Philanthropy Forum** | Thursday, 2:45–3:45 pm



# Free Time Activities and Sightseeing

A Host Y Hospitality Center, sponsored by Love Advertising, will be available during the conference for assistance and information on area attractions.

## Hospitality Center Hours

Monday.....	5:00–8:00 pm
Tuesday.....	7:30 am–6:00 pm
Wednesday.....	7:30 am–6:00 pm
Thursday.....	7:30 am–6:00 pm
Friday.....	7:30–9:00 am

## Free Time Activities

### BODYBALANCE® Class at Marriott | Sponsor: Les Mills

Tuesday, Wednesday and Thursday – 6:30–7:15 am

Ideal for anyone and everyone, LES MILLS BODYBALANCE® is a new generation yoga class that will improve your mind, your body and your life. You can expect to bend and stretch through a series of simple yoga moves, elements of Tai Chi and Pilates with an inspiring soundtrack. Breathing control is a part of all the exercises, and Les Mills Master Trainers will provide options for those just getting started.

### Offsite Live and Virtual Group Exercise Classes

Group exercise classes are offered live at your convenience in one of the virtual studios at the nearby Tellepsen Family Downtown YMCA. Stop by the Host Y Hospitality Desk for directions and class times.

### Walk/Run on Your Own

Use the Houston walking map to plan your route and discover all the iconic landmarks. Walk, jog or run at your own pace, on your own schedule, and see the sites at the same time!

For more information, download: [Houston Walking Map](#)

### Five Golf Courses

The Houston Parks and Recreation Department provides five challenging golf courses for your enjoyment. From Memorial Park, widely considered the best municipal course in the state, to historically significant Hermann Park and Gus Wortham Park courses, to well-maintained, lower-priced courses such as Sharpstown and Melrose Park, there is something for every golfer.

For more information, visit:

[Houston Golf](#)

## Sightseeing in Houston

### Highlights Near the Hotel

Visit Discovery Green, Avenida, Minute Maid Park, The Post HTX, Theater District, Aquarium, Downtown Tunnels, Market Square, and the Truckyard.

### Get Moving

- Walk out the hotel doors into **Discovery Green**, a 12-acre multi-use park that always has something exciting happening. Spend happy hour listening to local musicians perform live on stage, browse and buy from local artisans at monthly markets, and enjoy al-fresco dining around the area. Ever-changing art installations are scattered around this luscious oasis.
- After undergoing a \$58M project in 2015, **Buffalo Bayou** is an outdoor haven for hiking, biking, art, and the Houston skyline's best views. The winding hike and bike trails are one of the best ways to take in the city. Visit at night and check out the famous bat colony.
- Everything is bigger in Texas! **Memorial Park** is 1,500 acres, nearly twice the size of Central Park, and its central location in the heart of Houston makes it distinctive nationally. Jog, bike or take in the historical and natural sites on your visit.
- **Take a bike ride** through the Central Business District. Look for two **Houston B-Cycle** locations on the cross streets of Crawford/Walker and Crawford/Lamar. You can ride to the Tellepsen Family YMCA for a double workout. Check out [bike tours](#) and experiences.
- Get your steps in indoors: **The Houston Tunnel System** is one of the city's best-kept secrets! Just 20 feet below street level, there are more than eight miles of underground tunnels, the most extensive tunnel system in the United States. Experience the history of our Downtown tunnel system and its modern corporate appeal, including a diverse range of dining options that resemble our city's incredible mix of international cultures: daytime and weekday only.

### Museums

**Houston's Museum District** is the country's largest concentration of cultural institutions. Here, you'll find a collection of 19 museums with revolving exhibitions, art collections, performances, film series, and hands-on activities. Brimming with masterpieces, cutting-edge life sciences, history, and the latest contemporary artworks, the Museum District offers inspiration and education for all ages. They are accessible by Metro Rail from the hotel.

### Resources

- Maximize your free time by browsing [select itineraries](#) based on interest.
- Find [free things to do](#) in Houston.
- The **Houston Experience Marketplace** – You can find companies that curate tours from 1.5 hours to a full day and passes that include tours and venues.
- **Mural and Instagram Tour** – Explore the city streets with a guided golf cart tour and cross paths with some of Houston's finest art and murals!



# Conference Registration

## Basic Facts about NAYDO Registration

- NAYDO Conference is designed for YMCA staff and volunteers.
- It is more cost effective to participate if your YMCA is an Association Member.
- To become an Association Member, one person enrolls and pays the dues for the Y as an Association Member; then an unlimited number of staff and volunteers who want to enjoy NAYDO benefits (including the lowest conference rate) each activate their own NAYDO Membership Benefits on or after September 1, 2022.
- Members will find the conference registration link in the confirmation when they activate their Member Benefits so as an option, they can do both at once.
- NAYDO offers several contests to win a free conference registration — be sure to participate if your Y is in need of financial assistance.

If your Y just wants to reserve spaces without names by the Members Only October 28 deadline, send an email to Mary Zoller at [info@naydo.org](mailto:info@naydo.org) to request codes to use for holding spaces. Include the total number of codes you will need. You must replace them with actual names of staff or volunteers who have activated their member benefits, by January 31, 2023.

## Registration Dates to Remember

### October 28, 2022

#### Members Only Registration Deadline

Paying in full by this date provides the lowest rate possible – \$700.

It is also the last day you can pay a \$100 deposit to reserve the second lowest rate of \$750 and pay balance by January 31, 2023.

Be sure your Y has renewed its Association Membership for the September 2022–August 2023 NAYDO Membership Year and staff and volunteers have activated their membership benefits. Activation can be done at the same time as registering for the conference. If unsure of your membership status, contact: [info@naydo.org](mailto:info@naydo.org).

### December 6, 2022

#### Financial Assistance Applications Due

Applicants for financial assistance must pay a \$50 application fee AND complete the Financial Assistance Application Form and the regular online registration form. Only Association Member Ys are eligible to apply for conference assistance.

### January 31, 2023

#### Registration Deadline

Names are due by January 31 for any spaces reserved at hotel or spaces registered earlier without a name. Registration remains open after January 31 only if space is available; registration rate increases February 1.

Registration Rates	Members Only Through Oct. 28, 2022	Early Registration Oct. 29–Dec. 6, 2022	Regular Registration Dec. 7–Jan. 31, 2023	Late Registration* Starting Feb. 1, 2023
NAYDO Member	\$700 if paid in full \$750 if deposit only	\$750	\$775	\$825
Non-Member	n/a	\$1000	\$1025	\$1075
Financial Assistance Applicant	\$50	\$50	n/a	n/a
Spouse or Guest	\$250	\$250	\$250	\$250

## Conference Registration Fees

Registration fees cover program and production costs, event mobile app access, attendee gift, participation in the Philanthropy School Fundamentals, General Sessions, Educational Workshops, Hot Topics, Exhibit Hall, Fitness Activities, Philanthropy Live! projects, Special Sessions.

### Meals\* covered by the registration fee include:

#### Tuesday:

Opening Reception appetizers enough for a light late lunch

#### Wednesday:

Continental breakfast and lunch

#### Thursday:

Continental breakfast, lunch, and food at the Thursday Party for a light dinner.\*\*

\*If you have medically-based meal restrictions, include it on your registration form. Requests after March 18 cannot be accommodated.

\*\*The Thursday Party is not included in the Spouse/Guest Fee; extra tickets to the party are \$50.

## Conference Financial Assistance

**Application Deadline: December 6**  
**Receive notification by January 6**

### Quick Link

#### Financial Assistance Application

A \$50 non-refundable application fee is due for each person applying for conference assistance. A maximum of 3 staff or volunteers can apply for financial assistance on one form from one Association. NAYDO membership is required and all applicants must have activated their benefits for the NAYDO 2022–2023 year.

#### Two options are available for conference financial assistance

- **Registration Fee** (optional fees not available for assistance). Registration fee assistance is applied internally not sent to your Y.
- **Travel** is given in the form of a check made payable to your Y for each person and must be picked up by that person at the conference check-in onsite. Travel includes your estimated hotel, airfare or mileage and parking.

For questions, contact:

**Mary Zoller** | [info@naydo.org](mailto:info@naydo.org)

## Registration Substitutions

### Deadline: March 17, 2023

After March 17: contact [info@naydo.org](mailto:info@naydo.org)  
**Step 1:** Using the Confirmation, click on View or Modify then select TRANSFER to change name and email

**Step 2:** On the new Confirmation, select MODIFY to provide all other information about the substitute

## Registration Cancellations

### Deadline: March 17, 2023

After March 17: contact [info@naydo.org](mailto:info@naydo.org)  
**Cancellation Option 1 – Refund:**

- Registration fees (minus the \$100 non-refundable deposit) and all other fees paid to NAYDO including the Spouse/Guest registration will be refunded if you cancel by March 17 ([info@naydo.org](mailto:info@naydo.org))
- Financial Assistance Application Fee of \$50 is non-refundable

### Option 2 – Transfer to 2024:

Registration deposit + balance can be credited to NAYDO 2024 registrations if you request a transfer ([info@naydo.org](mailto:info@naydo.org)) by March 17, and meet this criteria:

- Your Y is an Association Member with activated benefits (not applicable to spaces held without names)
- Register by December 6, 2024 for NAYDO 2024 to have funds credited

# NAYDO Membership Benefits

## Basic Facts about NAYDO Membership

- [View a complete listing of all NAYDO benefits](#)
- The NAYDO year is September through August. Make the most of your investment and sign up or re-enroll sooner rather than later.
- Membership offers the lowest conference rates.

## Association Membership

- A YMCA pays a flat rate based on budget size that allows an UNLIMITED number of full- and part-time staff and volunteers to enjoy all NAYDO Membership benefits. Names can be added or changed at any time without additional cost. NAYDO Membership is a requirement for receiving financial assistance.
- All YMCA Association Member Contacts were asked to re-enroll in August or September for the new NAYDO year September 1, 2022–August 31, 2023. If your Y was an Association Member in the past year, make sure your Y has taken care of Step 1 to keep your Y's membership current.

To find out your Y's current membership status or for information on Association Membership Assistance, contact the NAYDO Office at [info@naydo.org](mailto:info@naydo.org).

## NAYDO Year-Round Virtual Learning Opportunities

Be sure to leverage NAYDO's year-round resources

- Learn monthly from conference presenters through the NAYDO Webinar Series, sponsored by Daxko and focused on every area of philanthropy. Check out the calendar on the NAYDO website home page to stay current on YMCA philanthropy.

Upcoming webinars include:

**September 15**

**How to Plan an Effective and Efficient Capital/  
Comprehensive Campaign Using New Tools and Technology**

Amy Eisenstein, ACFRE | Capital Campaign Toolkit

**October 20**

**Not Your Grandma's Nonprofit Board: New Challenges,  
Practices, Solutions**

Christal Cherry | The Board Pro

**November 17**

**Take the Pain Out of Your Ask**

Jon Simons | Executive Vice President, DBD Group

**December 8**

**YMCA Day of Giving: An Effective Strategy for Fundraising  
and Communications**

David Frederick | Executive VP, Chief Strategy & Brand Officer  
YMCA of San Diego County

Carrie Collins | Senior VP, Chief Advancement Officer  
YMCA of Northwest North Carolina

Charlie Myer | YMCA Consultant/Retired YMCA Professional

- Plan in advance for the Conference. Review the session offerings and be sure each attendee creates a **daily schedule**. Debrief after the conference to share all that was learned.
- Identify 3–5 financial development goals with measurable strategies, then create your own Lunch n' Learn series for staff and volunteers **using the webinar or conference materials**.
- Access the password protected **Members Only** resources on the NAYDO website.

For more information on year-round opportunities, contact:

Kristen Obaranec, CFRE | Virtual Training Director  
[kristenobaranec@naydo.org](mailto:kristenobaranec@naydo.org)

## Volunteer Opportunities

One in four conference attendees typically volunteers in some way, and we'd love your help! Sign up on your registration form or contact the NAYDO Office: [info@naydo.org](mailto:info@naydo.org).

### Registration Volunteers

This is a great way to meet people and it requires no advance preparation – training is provided at the start of your shift.

Sign up for a shift on the registration form:

**Monday, April 10:**

Shift 1 | 4:30–6:30 pm

Shift 2 | 6:00–8:00 pm

**Tuesday, April 11:**

Shift 3 | 7:30–10:00 am

Shift 4 | 9:30 am–12:00 pm

Shift 5 | 11:30 am–2:00 pm

Shift 6 | 1:30–4:00 pm

Shift 7 | 3:30–6:00 pm

**Wednesday, April 12:**

Shift 8 | 7:00–10:00 am

Shift 9 | 9:30 am–12:00 pm

Shift 10 | 11:30 am–2:00 pm

Shift 11 | 1:30–4:00 pm

Shift 12 | 3:30–6:00 pm

**Thursday, April 13:**

Shift 13 | 7:00–10:00 am

### Workshop Volunteers

These roles take place during Sponsor Showcase and Educational Track workshops on Tuesday, Wednesday, Thursday, and using the mobile app is required. A virtual orientation will be scheduled.

**Convener** – Introduces the speaker and manages the speaker's needs

**Host** – Serves as an usher and assists with attendee needs

Sign up on the registration form or contact:

Susan Walters-Klenke

Workshop Volunteers Coordinator

[sklenke@ymcadetroit.org](mailto:sklenke@ymcadetroit.org)

### Hot Topics Facilitators

This role takes place during Hot Topic sessions on Wednesday morning with a limited number during Thursday's Round 6. It requires participation in onsite check-in and orientation meeting on the day of Hot Topics you are facilitating. Recruitment is typically completed by January so, if interested, consider signing up in fall 2022 on the registration form.

### Mentors for Young Professionals

This role takes place during Wednesday's Round B Hot Topics and requires seasoned Y professionals, board members or retirees who would like to spend 45 minutes talking one-on-one with a Young Professional – board members and staff under age 40. If interested, sign up in fall 2022 on the registration form.

### Alumni & Retiree Team (ART)

Are you a former YMCA staff member or YMCA retiree? We welcome your involvement as a conference volunteer. YMCA retirees and alumni (former Y staff) have been involved for the past several years. Contact the NAYDO Office if you would like to be part of the NAYDO Alumni & Retiree Team, known as ART. All of the conference volunteer opportunities are available to alumni and retirees.

# Hotels and Travel

## Recommended Travel Dates

- Note: Easter is Sunday, April 9
- **Hotel Arrival:**  
Monday night, April 10  
Tuesday morning, April 11
- **Hotel Departure:**  
Friday, April 14  
Saturday, April 15 if you plan to take the amazing NASA Space Center tour on Friday

## Airport Transportation

- Plan to fly into either Houston Hobby or George Bush Intercontinental Airport, located approximately 30 minutes from the NAYDO hotels. Depending on the time of day, traffic can increase the travel time. Hobby is more conveniently located to the downtown area where our hotels are located.
- Take a taxi or ride sharing option to and from the hotel. Taxi cost from airport to hotel is in the \$35-\$40 range.



## Conference Hotels

### NAYDO Headquarters Hotel

**Marriott Marquis Houston**  
1777 Walker St.  
Houston, TX 77010

NAYDO Room Rate (single or double):  
\$239 plus tax (approx 18%)

#### Quick Link [Marriott Marquis Reservations](#)

Because this hotel link has been available since NAYDO 2022, you may find reservations sold out.

### NAYDO Overflow Hotel

**Westin Houston Downtown**  
1520 Texas Avenue  
Houston, TX 77002

The Westin overflow located just one block away is available at the same rate of \$239 plus tax.

#### Quick Link [Westin Houston Downtown Reservations](#)

## NAYDO Hotel Waiting List

If you find both hotels sold out, please notify the NAYDO Office to get on the NAYDO waiting list and to find out if additional overflow hotels have become available. Visit [Hotel Reservation](#) for latest hotel information.

To be added to a waiting list, contact:

**Mary Zoller** | Operations & Conference Director  
info@naydo.org

## Hotel Room Cancellation

Hotel reservations must match your Y's NAYDO registration records as of January 31, 2023. After this date, rooms cannot be held without a registered attendee's name on the reservation.

**If you have more rooms or nights booked than you need, please do not cancel them directly with the hotel. Contact the NAYDO Office so your extra rooms or nights can be used for NAYDO's waiting list.**

## Marriott Marquis Hotel Parking

Hotel parking is located in the Avenida North Parking Garage with entrances via Risk and Capitol Streets. NOTE: Rate increases effective as of September 1, 2022, were put on hold as brochure was being published so rates might be a few dollars less expensive. Updates will be posted on the NAYDO Conference website hotel page.

### Overnight Self-Parking:

\$35 plus tax per 24 hours (unlimited in and out privileges); Valet is \$60 plus tax per 24 hours at the Avenida North Parking Garage connected by enclosed Sky Bridge to Marriott Marquis that takes you directly to NAYDO Registration/Information Center on 2nd floor.

### Hourly Parking Rates:

Up to 1 hour .....\$12  
Up to 2 hours .....\$20  
Up to 3 hours .....\$27

## What to Pack/What to Wear

Bring business cards – One is required when you check-in onsite at NAYDO registration for a chance on a free 2024 NAYDO Conference Registration, but many exhibitors are raffling prizes and workshop speakers may request them as well.

Dress for the conference is business casual with these exceptions:

- **Tuesday YMCA Impact Tours and Philanthropy Live! Projects** – Casual clothing/closed-toe shoes
- **Fitness Activities**
- **Thursday Rodeo Roundup at The Rustic** – Casual clothing/Pack those boots and Western attire if you want!
- **Friday Houston Space Center Tour** – Casual clothing/Comfortable walking shoes





**NAYDO** | North American YMCA Development Organization inspires and strengthens the philanthropic culture of the YMCA

# NAYDO

## North American YMCA Development Organization

21 Chateau Trianon  
Kenner, LA 70065 USA

### 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

### Plan Now to Attend a Future NAYDO Conference

**2024** Denver, Colorado, April 3–6

**2025** St. Louis, Missouri, April 30–May 3

 [info@naydo.org](mailto:info@naydo.org)

 504 464 7845

 [facebook.com/inaydo](https://www.facebook.com/inaydo)

 [@ymca\\_naydo](https://twitter.com/ymca_naydo)

 [linkedin.com/company/naydo](https://www.linkedin.com/company/naydo)