



NAYDO

North America YMCA Development Organization inspires and strengthens the philanthropic culture of the YMCA.

DEEP IN THE HEART OF GIVING

NAYDO 2027 | DALLAS, TX



APRIL 27–30 | Sheraton Dallas Hotel
Host Association: YMCA of Metropolitan Dallas

46th Annual NAYDO Conference on YMCA Philanthropy

DEEP IN THE HEART OF GIVING



NAYDO 2027 | DALLAS, TX

Join us in Dallas in April 2027! Experience Southern hospitality, innovation, and philanthropy in a Texas-sized way. As the home of more than 20 Fortune 500 company headquarters and a thriving nonprofit community, Dallas offers an inspiring backdrop for learning, networking, and advancing the mission-driven work that powers our Ys.

Experience a city rich in history, culture, and world-class attractions. Explore the vibrant Dallas Arts District, visit the renowned Perot Museum of Nature and Science, or enjoy shopping, dining, and entertainment throughout the city's different neighborhoods. From award-winning barbecue and Tex-Mex to elevated culinary experiences, Dallas offers something for every taste.

The 2027 NAYDO Conference, Deep in the Heart of Giving, will be held at the Sheraton Dallas Hotel, located in the heart of downtown and just steps from many of the city's most exciting destinations. Attendees will experience the energy of a community known for its generosity, entrepreneurial spirit, and commitment to strengthening lives through philanthropy. Whether you're exploring the city, connecting with colleagues, or discovering new ideas to elevate your Y's impact, Dallas provides the perfect setting for inspiration and growth.

NAYDO 2027 will be an unforgettable experience! Dallas is where generosity runs deep, and giving is truly at the heart of everything we do. See y'all in Dallas, April 27–30, 2027!



NAYDO Conference Links

[Conference Financial Assistance Application Form](#)
Deadline December 8, 2026

[Eagle Award Nomination Form](#)
Deadline January 8, 2027

[Communications Contest Entry Form](#) – Deadline January 8, 2027

[Young Professionals Class of 2027 Application Form](#)
Deadline January 29, 2027

[Hotel Information and Reservations](#)

2027 NAYDO Conference Schedule



Monday, April 26

Preconference

- 9:00 am–5:00 pm.....**Y-USA Capital Planning and Readiness Workshop Intensive** | Watch for Y-USA announcement fall 2026 | Interest list on NAYDO registration form
- 2:00 pm–7:00 pm**Exhibit Set-Up**
- 2:00 pm–7:00 pm**Conference Early Registration Open** | Sponsor: Gallagher Risk Management Services
- 2:00 pm–7:00 pm**Host Y Hospitality Booth Open** | Sponsor: ACTIVE
- 2:15 pm–6:30 pm**Philanthropy Live! Project 1: Camp on the Lake Clean Up/Spruce Up**
Sponsor: The Redwoods Group
Advance registration | Includes bus transportation
- 4:30 pm–7:00 pm**Impact Tour A: Moody YMCA Special Olympics & Pickleball Program**
Advance registration \$35 fee includes bus transportation
- 7:00 pm–9:00 pm.....**NAYDO Council Dinner Meeting**

Tuesday, April 27

Opening Day Events

- 6:30 am–7:15 am**Sunrise Yoga**
- 7:30 am–1:00 pm**Light Therapy** | Sign up for 20-minute session
- 7:30 am–11:30 am.....**Exhibits Set Up**
- 7:15 am–5:30 pm**Conference Registration Center Open** | Sponsor: Gallagher Risk Management Services
- 7:30 am–5:30 pm.....**Host Y Hospitality Center Open** | Sponsor: ACTIVE
- 10:00 am–5:00 pm**Retirement Fund Appointments**
- 7:30 am–7:30 pm**Quiet Room Open for Silent Reflection**
- BREAKFAST ON YOUR OWN**
- 8:00 am–6:00 pm**Impact Tour B: Camp Grady Spruce** | Sponsor: Campminder
Advance registration & \$ 75 fee includes BBQ lunch, activities & bus transportation
- 8:00 am–12:00 pm.....**Philanthropy Live! Project 2: Family Resource Fair at MetroCare Elam**
Family Mental Health Clinic | An Under 40 Network Project
Advance registration | Includes bus transportation
- 8:30 am–12:00 pm.....**Philanthropy Live! Project 3: Food Distribution on Senior Day at Crossroads Community Services**
Advance registration | Includes bus transportation
- 9:00 am–12:00 pm**Philanthropy Live! Project 4: Preschool Indoor Mural Painting at Park South YMCA**
Advance registration | Includes bus transportation
- 9:00 am–12:00 pm**Philanthropy Live! Project 5: Teen Center Outdoor Mural Painting at Park South YMCA**
Advance registration | Includes bus transportation
- 9:00 am–11:00 am**Impact Tour C: Ashford Rise School of Dallas at the Moody Family YMCA**
Advance registration & \$35 fee includes bus transportation
- 9:30 am–11:30 am**Philanthropy School Fundamentals** | Sponsor: DBD Group

2027 NAYDO Conference Schedule



Tuesday, April 27 (Cont.)

- 9:30 am–11:30 amMaster Class Series Workshops
- 11:30 am–5:00 pmEXHIBITS OPEN
-LUNCH ON YOUR OWN
- 1:00 pm–2:00 pmSponsor Showcase Workshops
- 1:00 pm–2:00 pmCertified Fund Raising Executive (CFRE) – Learn What It Takes
- 1:45 pmDoors Open for General Session
- 2:15 pm–3:30pmKickoff General Session featuring National Y Leaders on The Impact of Philanthropy Today
- 3:30 pm–5:00 pmDeep in the Heart of Giving Reception in Exhibits | Sponsor: Daxko
Food and credit card bars in exhibits
- 3:30 pm–5:00 pmYoung Professionals Class of 2027 Orientation | Sponsor: C&A Social Impact Consulting
- 4:00 pm–5:00 pmA Special VIP Network Experience | Board Members Only
Sponsor: American City Bureau
- 5:15 pm–6:15 pmUnder 40 Network & Young Professionals Class of 2027 /NAYDO Council Reception
- 5:30 pm–9:00 pmImpact Tour D: Community Programs and Dinner with International Attendees at Park South Family YMCA
Advance registration & \$60 fee includes dinner & bus transportation
- 5:30 pm–9:00 pmInternational Attendees Welcome Reception at Park South YMCA
Advance registration | Invitation only | Includes bus transportation
- 6:30 pm–8:30 pmCamp Network Dinner | Invitation only | Cost is on your own
- 7:00 pm–10:00 pmCanadian Reception | Invitation only
-DINNER ON YOUR OWN
-Recommended Evening for Sponsor /Exhibitor Receptions

Wednesday, April 28

- 6:30 am–7:15 amLes Mills BodyPump®
- 6:30 am–7:15 amSunrise Yoga
- 7:30 am–7:30 pmQuiet Room Open for Silent Reflection
- 7:30 am–12:00 pmLight Therapy | Sign up for 20-minute session
- 7:30 am–5:00 pmConference Registration Center Open | Sponsor: Gallagher Risk Management Services
- 7:30 am–5:00 pmHost Y Hospitality Center Open | Sponsor: ACTIVE
- 7:45 am–9:45 amContinental Breakfast in EXHIBITS | Seating available in Network Rooms & open seating
Sponsor: UpBup
- 8:00 am–8:45 amNetwork Breakfast Experiences
 -Under 40 Young Professionals | Sponsor: C&A Social Impact Consulting
 -Program & Membership Staff | Sponsor: FourSquare Research
 -Marketing & Communications Staff | Sponsor: The Movement.shop by Radar Promotions
 -Camp Professionals | Sponsor: Day Camp Community

2027 NAYDO Conference Schedule



Wednesday, April 28 (Cont.)

- 8:00 am–8:45 am**Network Breakfast Experiences Continued**
 - Under \$4M Smaller Ys** | Sponsor: American City Bureau
 - Staff New to Leading Y Development**
 - Grant Writers** | Sponsor: Grant Professionals Association
 - Community Building**
 - Operations & Philanthropy** | Sponsor: Operate Fit
- 8:00 am–5:00 pm.....**EXHIBITS OPEN** except during General Session
- 8:00 am–5:00 pm.....**Retirement Fund Appointments**
- 8:30 am–10:30 am.....**Philanthropy Alliance Leaders Meeting** | Invitation only
- 8:45 am–10:00 am.....**Featured Session: The Great Development Structure Debate: Four YMCA Models**
Hot Topics Sponsor: Match Nonprofit Consulting
- 9:30 am–10:00 am.....**Hot Topic Facilitator Required Check-In Meeting**
- 10:15 am–11:00 am.....**Hot Topics Round A** | Sponsor: Match Nonprofit Consulting
- 11:15 am–12:00 pm.....**Hot Topics Round B** | Round A topics repeated | Sponsor: Match Nonprofit Consulting
- 12:00 pm**Doors Open for General Session**
- 12:30 pm–2:00 pm.....**GENERAL SESSION Luncheon featuring Keynote Cynt Marshall** | Sponsor: NinjaZone
- 2:00 pm–2:45 pm**Exclusively Exhibits**
- 2:00 pm–2:45 pm**Young Professionals Mentoring Session**
- 2:45 pm–3:45 pm.....**Round 1 Workshops**
- 3:45 pm–4:15 pm.....**Tony Martignetti’s “Planned Giving Accelerated” Book Beverage Break**
Sponsor: Martignetti Planned Giving Advisors | Exhibit Raffle Winners Announced
- 4:15 pm–5:15 pm.....**Round 2 Workshops**
-**DINNER ON YOUR OWN**
- 6:00 pm–10:00 pm.....**Optional Event: Dallas City Tour with stop for dinner**
Advance registration & \$80 fee includes tour and transportation | Dinner cost is on your own

Thursday, April 29

- 6:15 am–7:30 am**Walking Group – Katy Trail** | Advance registration includes bus transportation
- 6:30 am–7:15 am**Les Mills BodyPump®**
- 7:30 am–8:30 am.....**YMCA Latin American and Caribbean Meeting**
- 7:30 am–8:30 am.....**Light Therapy** | Sign up for 20-minute session
- 7:30 am–5:00 pm.....**Quiet Room Open for Silent Reflection**
- 7:45 am–10:15 am**Last Chance to Visit Exhibits Continental Breakfast** | Sponsor: Lighthouse Counsel
- 8:00 am–10:15 am**Retirement Fund Appointments**
- 8:00 am–4:00 pm.....**Conference Registration Center Open** | Sponsor: Gallagher Risk Management Services
- 8:00 am–4:00 pm.....**Host Y Hospitality Center Open** | Sponsor: ACTIVE

2027 NAYDO Conference Schedule



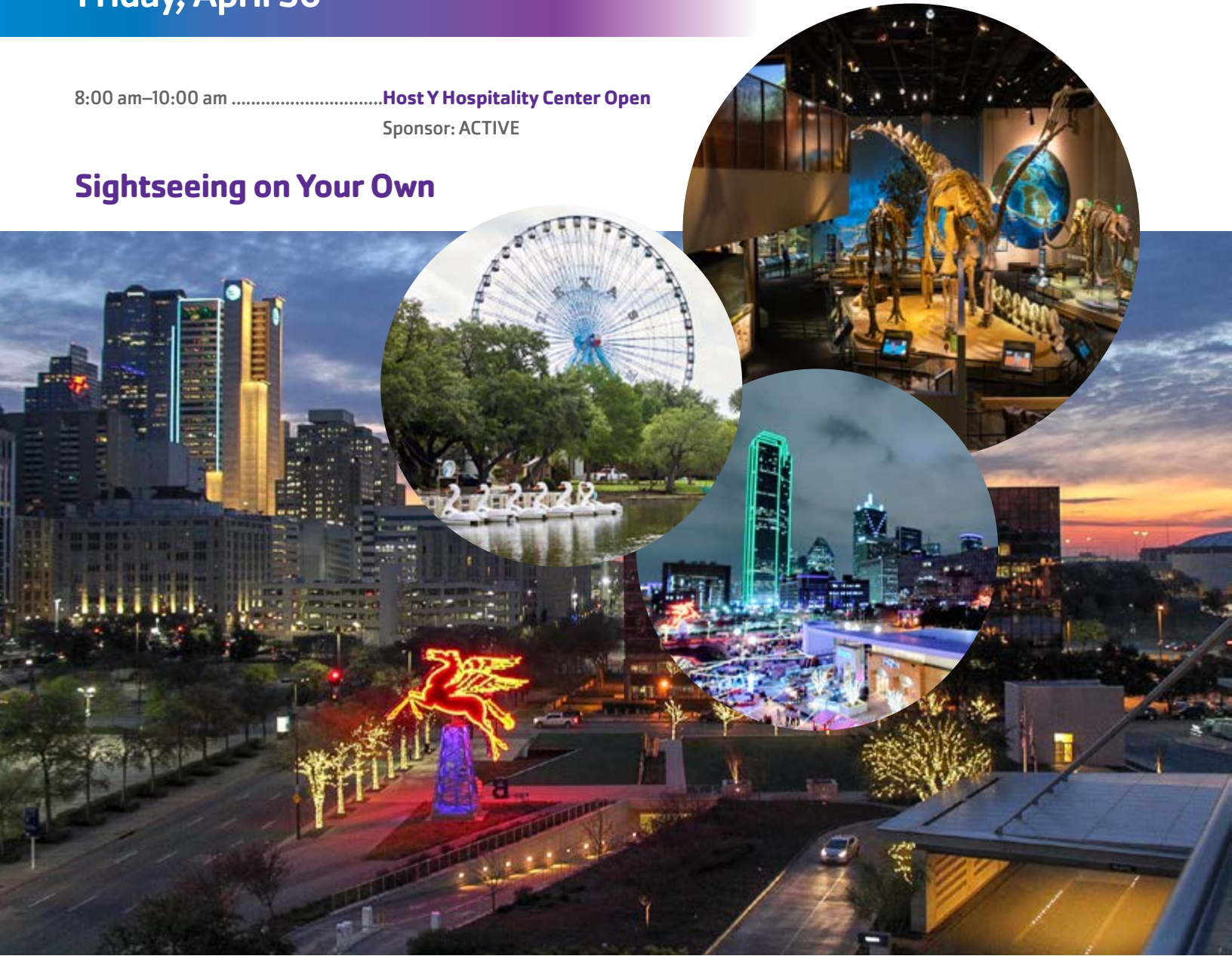
Thursday, April 29 (Cont.)

- 8:30 am–9:30 amRound 3 Workshops
- 9:30 am–10:15 amLight Therapy | Sign up for 20-minute session
- 9:30 am–10:15 amExclusively Exhibits Break
- 9:40 am–10:10 am.....Interested in Serving on 2028 Committee Meeting
- 10:15 am–2:30 pmExhibits Tear Down
- 10:15 am–11:15 amRound 4 Workshops
- 11:45 am–12:45 pm.....Round 5 Workshops
- 12:45 pmDoors Open to General Session
- 1:00 pm–2:30 pm.....General Session **IMPACT AWARDS LUNCHEON** | Sponsor: Amilia
Preview of NAYDO 2028 Conference in Orlando & Installation of NAYDO Officers
- 2:45 pm–3:45 pmRound 6 Network Sessions
- 6:00 pm–9:00 pmClosing Party at Gilley’s | Includes food, beverages, band, dancing, games & Dallas entertainment

Friday, April 30

- 8:00 am–10:00 amHost Y Hospitality Center Open
Sponsor: ACTIVE

Sightseeing on Your Own



Kick Up Your Boots in Dallas

Six Texas-Size Reasons to Arrive Monday, April 26!



Arrive early and make the most of your time in Dallas. Beat the crowd at early registration, connect with fellow attendees, and take part in meaningful experiences that showcase the YMCA of Metropolitan Dallas and the community partnerships that help strengthen North Texas.



1. **NAYDO’s Registration Center**, sponsored by Gallagher Risk Management Services, will be open from 2:00–7:00 pm. Beat the crowd and check in early for the other five reasons below.

2. See philanthropy at work through **FOUR Impact Tours** showcasing the YMCA of Metropolitan Dallas. One is happening Monday night. All include bus transportation, a fee and advance sign up. See page 9

Monday, April 26

4:30–7:00 pm Tour A: Moody YMCA Special Olympics & Pickleball Program



Tuesday, April 27

8:00 am–6:00 pm..... Tour B: Camp Grady Spruce
Sponsor: Campminder

9:00–11:00 am Tour C: Ashford Rise School of Dallas at the Moody Family YMCA

5:30–9:00 pm Tour D: Community Programs and Dinner with International Attendees at Park South Family YMCA

3. Choose from **FIVE Philanthropy Live! community service volunteer projects** to make a difference while you are in Dallas. See page 12

Sponsor: The Redwoods Group

All involve bus transportation and require advance sign up.

Monday, April 26

2:15–6:30 pm Project 1: Camp on the Lake Clean Up/Spruce Up

Tuesday, April 27

8:00 am–12:00 pm Project 2: Family Resource Fair – MetroCare Elam Family Mental Health Clinic
Under 40 Network Project

8:30 am–12:00 pm Project 3: Food Distribution on Senior Day – Crossroads Community Services

9:00 am–12:00 pm Project 4: Preschool Indoor Mural Painting at Park South YMCA

9:00 am–12:00 pm..... Project 5: Teen Center Outdoor Mural Painting at Park South YMCA

4. Need basics or a refresher before the start of the conference? The **Philanthropy School Fundamentals** workshops are just for you. | Sponsor: DBD Group

Tuesday, April 27

9:30–11:30 am..... Grants Fundamentals

Annual Support Fundamentals

Marketing & Communications Fundamentals

Culture of Philanthropy Fundamentals

Board Development Fundamentals

Capital & Comprehensive Campaign Fundamentals

5. The **Master Class Series** is designed for experienced attendees looking for in-depth, higher-level sessions to kick off their conference experience.

Tuesday, April 27

9:30–11:30 am

See page 19 for topics and presenters

6. This year, there are **120 amazing Exhibits** that **open Tuesday at 11:30 am**. Plan for enough time to see them all AND the **Sponsor Showcase Workshops** that are scheduled from 1:00–2:00 pm. At time of brochure publication, these are confirmed:

Beyond the Prompt: The Shift from Automation to 24/7 Intelligence | Daxko

Building Healthier Communities: The YMCA as a Community Health Organization | Technogym

Expanding Access to Flag Football: The NFL FLAG + YMCA Partnership | RCX Sports

Note: In these workshops, presenters are permitted to promote their products.

Tuesday, April 27

Exhibits Open

11:30 am–5:00 pm

HOWDY Y'ALL! Get ready for a Texas-sized Kickoff General Session to launch NAYDO 2027 at 2:15 pm, followed by the Opening Reception.

Kickoff General Session: The Impact of Philanthropy Today

2:15–3:30 pm

NAYDO 2027 officially kicks off with a meet and greet experience with fellow attendees and an opportunity to hear from NAYDO Philanthropy Alliance leaders on philanthropy’s global impact today.



Moderator:
Pam Hearn, CFRE
NAYDO Chair



Panelists:
Suzanne McCormick
President and CEO
YMCA of the USA



Antonio Merino
CEO
YMCA Latin America & Caribbean

YMCA Canada National Leader to be Named

Deep in the Heart of Giving Opening Reception

Sponsor: Daxko



3:30–5:00 pm

Tasty food, beverages, cash bars, and 120 exhibit booths to see. Time to relax, reconnect with old friends and make new ones while learning about the products and services NAYDO exhibitors can provide to your YMCAs.

Board Members Only VIP Network Private Reception

Sponsor: American City Bureau

4:00–5:00 pm

All board members are invited to a private reception to meet fellow volunteers from the U.S., Canada, and beyond as part of the Volunteers in Philanthropy (VIP) Network. Bring your drink and snacks from the Opening Reception and join us for valuable connections and Y swag. You’ll leave with new contacts plus something from a Y you may never have heard of.

International Attendees Welcome Reception

Sponsor: YMCA of the USA Global Relations and Community Engagement | Invitation only

5:30–9:00 pm

Bus transportation and dinner included | Bus boards at 5:15 pm

All international attendees will receive an invitation with more details about this special welcome reception that includes dinner and tour at the Park South YMCA.

Contact [Mary Tikalsky](#) | Advance sign up required



YMCA Impact Tours

The brainchild of the YMCA of Greater Montreal, 2008 Conference host, Impact Tours are a way for the Host Y to tell their philanthropy story by letting you experience sites and programs that resulted from their philanthropic efforts.

Advance registration and payment required | Bus transportation included

Monday & Tuesday, April 26–27



Impact Tour A: Moody YMCA Special Olympics & Pickleball Program

Monday, April 26

Bus boards at 4:15 pm | 4:30–7:00 pm

\$35 fee

Experience the power of inclusion through a visit to the Moody Family YMCA and its Special Needs Adaptive Programming (SNAP). Learn how the YMCA creates opportunities for individuals of all abilities, including serving as home to the North Dallas Adult Special Olympics Team, the Moody BLUES. Hear inspiring stories, then enjoy a friendly pickleball experience led by Moody BLUES athletes and coaches.



Impact Tour B: Camp Grady Spruce

Sponsor: Campminder

Tuesday, April 27

Bus boards at 7:45 am | 8:00 am–6:00 pm

\$75 fee includes BBQ lunch and activities

Join in an inspiring and scenic visit to YMCA Camp Grady Spruce, the YMCA of Metropolitan Dallas’ premier resident camp located on the shores of Possum Kingdom Lake. Explore the facilities and programs that support outdoor education, summer camp, and retreat & conference services. Learn about the camp’s transformational capital improvement initiative, as well as future projects designed to expand the camp’s impact for years to come.



Impact Tour C: Ashford Rise School of Dallas at the Moody Family YMCA

Tuesday, April 27

Bus boards at 8:45 am | 9:00–11:00 am

\$35 fee

Visit the Ashford Rise School of Dallas, a program of the Moody Family YMCA, and discover how inclusive early childhood education is transforming lives for children and families. At the Rise School, children with and without developmental disabilities learn, play, and grow together. Discover how community partnerships, scholarships, annual giving, grants, and special events help ensure every child has access to high-quality education.



Impact Tour D: Park South YMCA Community Programs & Dinner with International Attendees

Tuesday, April 27

Bus boards at 5:15 pm | 5:30–9:00 pm

\$60 fee includes dinner

Discover how this community-centered facility is a catalyst for growth and opportunity in southern Dallas. For more than 50 years, the YMCA has been a cornerstone of the Queen City neighborhood. Its new facility opened to continue the legacy. Discover how annual giving, foundation support, corporate partnerships, and a successful capital campaign helped bring this vision to life.

Join NAYDO’s international attendees for dinner. This is a rare chance to learn about the Y’s global work and discover the impact is much like what you are accomplishing!

Conference Sponsors



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.

Premier Sponsors

[Amilia](#)
Impact Awards General Session Luncheon

[Daxko](#)
Opening Reception

[DBD Group](#)
Philanthropy School Fundamentals

[Gallagher Risk Management Services](#)
Registration/Information Center

[Match Nonprofit Consulting](#)
Hot Topics Featured Session

[NinjaZone](#)
Keynote General Session Luncheon

[The Redwoods Group](#)
Philanthropy Live!

[YMCA of the USA](#)

Specialty Sponsors

[ACTIVE](#)
Host Y Hospitality Center

[Campminder](#)
Camp Impact Tour

[Doc Morgan, Inc.](#)
Souvenir Pin

[Lighthouse Counsel](#)
Thursday Breakfast

[Martignetti Planned Giving Advisors](#)
Tony Martignetti “Planned Giving Accelerated” Book
Beverage Break

[Momentive Software](#)
Host Y Volunteer T-Shirt

[Rebound Technologies](#)
Mobile App

[UpBup](#)
Wednesday Breakfast

Workshop Sponsors

[Daxko](#)

[RCX Sports](#)

[Technogym](#)

Network Sponsors

[American City Bureau](#)
Under \$4M YMCAs and
Volunteers in Philanthropy (Board Members)

[C&A Social Impact Consulting](#)
Under 40 Young Professionals

[Day Camp Community](#)
Camping Professionals

[FourSquareResearch, Inc.](#)
Program and Membership Staff

[Grant Professionals Association](#)
Grant Writers

[Operate Fit](#)
Operations Staff

[The Movement.shop by Radar Promotions](#)
Marketing & Communications

Premier Exhibitors

<u>ACTIVE</u>	<u>Gamebreaker</u>	<u>Schaefer Architecture</u>
<u>Amilia</u>	<u>Great American Insurance Group</u>	<u>Skeehan & Young</u>
<u>Balanced Body</u>	<u>Gro</u>	<u>The Redwoods Group</u>
<u>Core Health and Fitness</u>	<u>InBody</u>	<u>TMI Sustainable Aquatics</u>
<u>Daxko</u>	<u>Lakeshore Learning</u>	<u>Traction Rec</u>
<u>DBD Group</u>	<u>Ninja Zone</u>	<u>YMCA of the USA</u>
<u>EGYM</u>	<u>OMNIA Partners</u>	<u>YMCA Retirement Fund</u>

Exhibitors

<u>501c Services</u>	<u>Food for Good, PepsiCo</u>	<u>Operate Fit</u>
<u>Alaris</u>	<u>FourSquare Research, Inc.</u>	<u>Paycor</u>
<u>American City Bureau</u>	<u>FreeWill</u>	<u>Practicing Musician, SPC</u>
<u>Bloomerang</u>	<u>Funraise</u>	<u>PRONESIS</u>
<u>Book Harvest</u>	<u>Gallagher Risk Management Services</u>	<u>RCX Sports</u>
<u>Brown & Brown</u>	<u>Givebuttr</u>	<u>Rebound Technologies</u>
<u>Campminder</u>	<u>Granite Insurance</u>	<u>Recreation Program Management</u>
<u>Can Play</u>	<u>Greater Than Analytics LLC</u>	<u>Soapbox Engage</u>
<u>Checkwriters</u>	<u>Grid</u>	<u>SPORTSART</u>
<u>Clyde Golden</u>	<u>IMPACT Parks</u>	<u>Stem in a Box®</u>
<u>Convergent Nonprofit Solutions</u>	<u>Jules and Associates, Inc.</u>	<u>Swagdog</u>
<u>Creative Planning</u>	<u>KOMPAN</u>	<u>TeamSnap</u>
<u>Crescendo Interactive</u>	<u>Leadwell</u>	<u>Technogym</u>
<u>Davis Phinney Foundation</u>	<u>Life Fitness / Hammer Strength</u>	<u>The Heroic Journey</u>
<u>Day Camp Community</u>	<u>Match Nonprofit Consulting</u>	<u>The Movement.shop by Radar Promotions</u>
<u>Doc Morgan, Inc.</u>	<u>Matrix Fitness</u>	<u>Total Gym</u>
<u>Donorbox</u>	<u>Momentive Software</u>	<u>United States Tennis Association (USTA)</u>
<u>DynaDome Retractable Structures</u>	<u>Musco Lighting</u>	<u>UpBup</u>
<u>Efficient Air Systems, Inc.</u>	<u>Myzone</u>	<u>World Youth Clubs</u>
<u>Elevated Momentum</u>	<u>Northeast Color</u>	<u>YPurchasing</u>
<u>ESA Background Checks</u>	<u>NorthWing Digital</u>	<u>Yshop.biz / Sports Awards</u>
<u>Familyworks</u>	<u>NuStep, LLC</u>	
<u>Five Jars</u>	<u>OneRep</u>	

Created in 2011, Philanthropy Live! service projects allow attendees to give back to the Host Y’s community.

Advance sign up required | Includes bus transportation and a complimentary T-shirt

Monday & Tuesday, April 26–27



Project 1
YMCA Camp on the Lake Clean Up/Spruce Up
Monday, April 26

Bus boards at 2:00 pm | 2:15–6:30 pm

Spend the day outdoors helping prepare Camp on the Lake for the thousands of children, families, and campers who will experience its programs throughout the year. NAYDO volunteers will assist with projects like planting trees, painting fences, repairing equipment, and building picnic tables.



Project 2
Family Resource Fair – Metrocare Elam Family Mental Health Clinic
Tuesday, April 27

Under 40 Network Young Professionals project

Bus boards at 7:45 am | 8:00 am–12:00 pm

If you are age 40 or under, join other young professionals for a meaningful day supporting children and families at Metrocare, a provider of mental health and developmental disability services. NAYDO volunteers will lead arts and crafts activities, assist with face painting and story time, and help families connect with community resources and support services.

Project 3
Food Distribution on Senior Day – Crossroads Community Services
Tuesday, April 27

Bus boards at 8:15 am | 8:30 am–12:00 pm

Support one of North Texas’ leading hunger-relief organizations. NAYDO volunteers will assist with sorting and stocking food, preparing packages, helping shoppers navigate the market, and distributing essential resources on Senior Day. Crossroads Community Services serves thousands of community members each year.



Project 4
Preschool Indoor Mural Project – Park South Family YMCA
Tuesday, April 27

Bus boards at 8:45 am | 9:00 am–12:00 pm

Create a vibrant and welcoming environment for young children at the Park South Family YMCA. NAYDO volunteers will help bring a paint-by-number mural to life in the preschool. Designed by YMCA board member and local artist Gregory Williams, the mural will transform this area.



Project 5
Teen Center Outdoor Mural Project – Park South Family YMCA
Tuesday, April 27

Bus boards at 8:45 am | 9:00 am–12:00 pm

Help transform the Teen Center into a more welcoming space. NAYDO volunteers will work on a large, paint-by-number mural on the exterior building, a design created by YMCA board member and local artist Gregory Williams. In the event of inclement weather, volunteers will work on an indoor project.



Keynote General Session Luncheon

Wednesday, 12:30–2:00 pm

Doors open at 12:00 pm

Sponsor: NinjaZone



Cynt Marshall is a renowned business leader with a 36-year career at AT&T and nearly seven years as the CEO of the Dallas Mavericks. As President and CEO of Marshalling Resources, she champions results through inclusive leadership. Cynt is a Forbes recognized leader, corporate board director, and best selling author.



Cynt Marshall

Impact Awards General Session Luncheon

Thursday, 1:00–2:30 pm

Doors open at 12:45 pm

Sponsor: Amilia



The Impact Awards Luncheon features NAYDO award winners, introduction of the new NAYDO Officers, and a preview of the 2028 NAYDO Conference.

NAYDO Eagle Awards for Excellence in Fundraising

NAYDO Eagle Awards are presented to YMCA Associations committed to excellence in philanthropy and best practices. Ys must achieve annual, capital and endowment growth over the past five years. Previous Eagle recipients judge nominees among similar size Ys. Applicants must be current NAYDO Association members. Deadline is January 8, 2027. Eagle Award criteria and form. [Eagle Award criteria and form](#)



NAYDO Communications Contest

YMCAs of all sizes and fundraising goals are encouraged to submit a nomination form and materials for NAYDO’s Communications Awards. Submissions must be brand compliant for your country and part of philanthropic or communications campaigns that demonstrated measurable success. Communications Awards are judged by your peers. Entries are considered for multiple categories. The Cause Communicator of the Year submission is for one board or staff member. Applicants must be current NAYDO Association members. Entry deadline is January 8, 2027. [Categories, details and forms](#)



Imagine the Impact: NAYDO 2028 Conference Preview

April 18–21, 2028 | Orlando, Florida

Join us at the Marriott Orlando World Center in 2028 – where imagination comes to life, blending world-class entertainment with Florida charm!

Orlando’s year-round sunshine makes it perfect for theme park adventures, outdoor exploration, or simply soaking in the energy of one of the world’s most visited destinations. Centrally located, it’s a short drive from the Space Coast to the Gulf Coast beaches.

Explore the magic of Walt Disney World, experience the thrill of Universal Studios, and discover the wonder of SeaWorld and Discovery Cove. Wander through Lake Eola Park in the heart of downtown or unwind amid the lush gardens of Leu Botanical Garden.

Orlando is where impact is imagined and inspiration takes flight.



Young Professionals & NAYDO Networks



Participate in one or more of NAYDO's 10 Networks at the conference and in year-round virtual events. 2027 onsite events include Wednesday network breakfasts and Thursday Round 6

Wednesday, April 28



Young Professionals Class of 2027

This is a special NAYDO program open to staff ages 21–35 by April 30, 2027. It involves an application and selection process. [View requirements for participation](#). Cost is included in conference registration. Benefits of class participation include goal setting with supervisor, peer and mentor connections, recommended workshop plan, recognition at conference, and priority consideration for financial assistance. Contacts: [Courtney Cordero](#) or [NAYDO Office](#) [Application form](#) | January 29, 2027, application deadline

Wednesday Network Breakfast Experiences

8:00–8:45 am

Under \$4M Smaller Y Network

Sponsor: American City Bureau

Join the Under \$4M Network for an informal meet and greet. Network leaders will spend time helping you prepare for the remainder of the week, so you're ready to navigate the conference and get the most from your Dallas experience.

Marketing & Communications Network

Sponsor: The Movement.shop by Radar Promotions

Coffee. Conversation. Collaboration. Start your day with this interactive breakfast designed to spark new ideas and real-world solutions. Pick the discussion table that interests you most and exchange insights with peers from across the movement. Don't forget to bring a few examples of marketing collateral to share.

Grant Writers Network

Sponsor: Grant Professionals Association

Join the Grants Network breakfast for a casual opportunity to network with new and old colleagues, take part in a "lightning round" of one thing that's working with grants at your Y, and hear a message from Network Sponsor Grant Professionals Association.

Staff New to Leading Y Development Network

If you are new to the Y or new to fundraising at the Y, this Network is for you. Whether this is your first NAYDO or you are still finding your footing in Y fundraising, this is a welcoming space to meet peers, ask questions, and build meaningful relationships. We will keep it light with easy icebreakers, followed by speed networking and small group conversations.

Program and Membership Network

Sponsor: FourSquare Research, Inc.

Join us for a casual drop in with the NAYDO Program and Membership Network and for those curious about this network! Grab a bite, connect with fellow program and membership staff, and get help planning your conference schedule. It's a great way to kick off your day and make the most of your NAYDO experience.

Under 40 Young Professionals Network

Sponsor: C&A: Social Impact Consulting

Before sessions begin and schedules fill up, gather with other Under 40 leaders for breakfast and casual conversation. Share what you're seeing in your work, and begin building relationships that can last beyond the conference. Come for the coffee. Leave with new connections.

Operations & Philanthropy Network

Sponsor: Operate Fit

Join us at the Operations Network breakfast, where great conversations, new connections, and a little friendly competition come together. Engage with peers through fun, interactive table games, exchange ideas with fellow operations professionals, and compete for exciting door prizes.

Community Building

Join Y leaders committed to building communities where everyone truly belongs. Together, we invite participation from all segments of society, expand networks of community ownership, share innovative philanthropic practices across cultures and borders, and cultivate shared community impact.

Camp Professionals Network

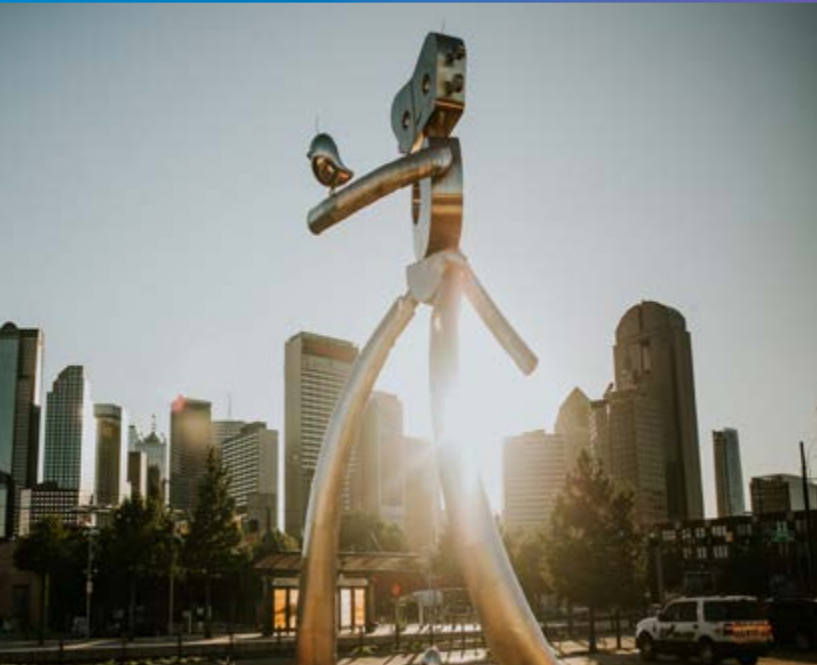
Sponsor: Day Camp Community

Connect with fellow camp professionals who understand the power of relationships. Bring a favorite camp item for a swap and enjoy door prizes from our sponsor. Spend time sharing ideas, stories, and strategies to get the most out of the conference.

Wednesday City Tour & Thursday Closing Party



Wednesday–Thursday, April 28–29



Experience Dallas: The Ultimate City Tour

Wednesday, April 28

6:00–10:00 pm

\$80 fee for tour and bus | Dinner is on your own

Experience Dallas with an evening tour aboard a guided mini-coach with an expert tour guide. You will see many of the city’s iconic sights, with planned stops at Dealey Plaza (JFK Memorial area), Klyde Warren Park, and more. There may be opportunities to capture unforgettable moments with photos at Pioneer Plaza and the Margaret Hunt Hill Bridge. A stop at AT&T Discovery District is where you can purchase dinner on your own. [View dinner options and prices.](#)



Closing Party at Gilley’s

Thursday, April 29

6:00–9:00 pm

Buses on continuous loop from hotel 5:30–9:30 pm

Cost included in registration fee for NAYDO Members and Full Access Spouse/Guests

Sponsors/Exhibitors and Limited Access Guests can purchase event tickets for \$80/person

YEE-HAW! Saddle up, y’all, and get ready for the ultimate Texas-sized sendoff at our Closing Party at Gilley’s! We’re bringing you a night full of true Lone Star fun with live country vibes, mouthwatering Texas BBQ, boot-scootin’ line dancing, cowboy hats, armadillo races, and enough good ol’ Texas fixins to make you feel right at home.

Dust off your boots (or win a new pair!) and be sure to sign up for our raffle giveaway for a chance to win a [\\$500 Sheplers gift card](#)* to get yourself some authentic cowboy gear and boots.

We can’t wait to see all you cowboys and cowgirls at Gilley’s. Wear country attire to get in the spirit but not required to have a good time. Trust us — this is one Texas throwdown you absolutely do NOT want to miss!

*Winner must be present to win. One ticket per person when you enter Gilley’s.



Wellness & Reflection Opportunities

Take time to recharge, reconnect, and invest in your well-being throughout the conference with wellness experiences available each morning. Whether you choose movement, mindfulness or a moment of stillness, these opportunities are designed to support your well-being throughout your conference experience.

Contact for wellness activities: [Marlyn Becker](#), YMCA of Metro Dallas Director of Group Exercise

Yoga

Sunrise Yoga will be offered Tuesday and Wednesday from 6:30–7:15 a.m. at the Sheraton Dallas Hotel Herb 'N Jungle Rooftop Bar, providing a peaceful way to begin your day. Sessions will be outdoors, weather permitting.

Fitness Class

Looking for a more energizing workout? Join fellow attendees for Les Mills BODYPUMP® in the Sheraton's Remington Room, 6:30–7:15 a.m. on Wednesday and Thursday.

Walking Group on Katy Trail

Thursday, April 29

Bus boards at 6:00 am

6:15 am–7:30 am

Advance sign up required

On Thursday morning, you are invited to enjoy an early walk along Dallas' iconic Katy Trail. Meet at the NAYDO bus pickup location, with transportation provided to the trail departing at 6:15 am and returning by 7:30 am. Enjoy fresh air, scenic views, and great conversation before the day begins.



Quiet Room

Throughout the conference, the Live Oak Room will serve as the conference Quiet Room, offering a dedicated space for rest, reflection, prayer, or meditation.

Light Therapy

Attendees can experience light therapy and other wellness-focused activities designed to help restore energy and focus between conference sessions. Well-being begins at the cellular level. Red light therapy uses clinically studied wavelengths of light to support recovery, reduce temporary muscle and joint discomfort, and promote healthier movement – helping individuals stay active, energized, and engaged in the activities they love. Stronger communities start with healthier people.

Golf

The Dallas area offers a variety of exceptional golf experiences, from championship resort courses to scenic public layouts.

[Stevens Park Golf Course](#) (Dallas – 7 miles)

[Texas Star Golf Course](#) (Euless – 20 miles)

[Omni PGA Frisco Resort](#) (Frisco – 30 miles)

[Heritage Ranch Golf & Country Club](#) (Fairview – 35 miles)



Educational Sessions

While other sessions and networking opportunities provide learning opportunities, the number one reason YMCA staff and volunteers attend the NAYDO Conference is the educational sessions. In 2027, there are:

Philanthropy School Fundamentals – overviews and refreshers page 19

Master Class Series – intermediate and advanced | page 19

Sponsor Showcase Workshops | page 20

Hot Topics Facilitated Small Group Discussions | page 18

Educational Track Workshops | pages 20–25

Philanthropy Forums/Network Sessions | page 26

Educational Track Workshops

Educational Track Chair: Andrew Powers
YMCA of Greater Rochester

Educational tracks are designed so all aspects of YMCA philanthropy and fund development are covered in some way. Mix and match sessions to meet your YMCA’s needs. Be sure to review workshop descriptions and outcomes, not just the title: some content overlaps.

Educational tracks

- Annual Support
- Board & Volunteer Development
- Capital & Comprehensive Campaigns
- Community Building
- Grants & Government Funding
- Major & Planned Gifts
- Marketing & Communications
- Operations & Philanthropy

Target Audiences

You may attend any workshop. Presenters identified their most appropriate target audiences. Each workshop lists the codes.

NFD – New Financial Development Staff

SFD – Seasoned Financial Development Staff

MC – Marketing & Communications Staff

PM – Program & Membership Directors

EX – Executive/Centre Directors, CEOs, COOs & Operations Staff

BD – Board Members & Fundraising Volunteers

GW – Grant Writers

SMY – Applicable to Small & Mid-Sized YMCAs

Levels of Experience

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

Intermediate – 5 years of experience

Advanced – 15 years of experience

CFRE Certification Credit

CFRE International approves the conference sessions eligible for Certified Fund Raising Executive (CFRE) certification credit. The tracking sheet is available in the Advance Packet or on the event app. Visit [CFRE](#) for information on certification, or attend the NAYDO session at the conference:

Certified Fund Raising Executive (CFRE) Learn What It Takes

Tuesday | 1:00–2:00 pm

Michelle Curtis, CFRE | DBD Group/Y Alumni

Lyndsey Frigm, CFRE | YMCA of the USA



Hot Topics Featured Session

Wednesday | 8:45–10:00 am

**The Great Development Structure Debate:
Four YMCA Models**

Moderator:

Debbie Sontupe | Match Nonprofit Consulting/Y Alumni

Panelists:

Maria McKee | Lawrence County YMCA

Zane Moore | River Crossing YMCA

Bill Powell | YMCA of Greater Cincinnati

Description on page 20



Hot Topics Facilitated Small Group Discussions

Sponsor: Match Nonprofit Consulting

Advance Coordinator: Danielle Robello

Onsite Coordinators: John Galluzzo and Beth Haugen

Wednesday

Round A | 10:15–11:00 am

Round B | 11:15 am–12:00 pm | Round A topics repeated

Hot Topics are finalized later to ensure conference content is relevant. To suggest topics or volunteer to be a Hot Topic facilitator, contact info@naydo.org this fall.

What are NAYDO Hot Topics?

Facilitated small-group discussions with YMCA peers to exchange ideas, challenges, strategies, and recommendations. This is NOT a workshop: it's an interactive space with topics identified by NAYDO members. Bring your ideas, questions, and experiences to help fuel the conversations.

Expert Answers – Hot Topics | Limited availability

Unlike the peer-to-peer discussion format of regular Hot Topics, these will be led by a facilitator who is a topic expert. This is a Q & A discussion with an expert, not a workshop presentation.



Tuesday, 9:30–11:30 am

Philanthropy School Fundamentals | Sponsor: DBD Group



Grants Fundamentals

Ali Hollenbeck, GPC | Tampa Metropolitan Area YMCA
Anabel Spencer | YMCA of the USA
Caitlyn Balkcum | YMCA of the USA

Annual Support Fundamentals

Andrew Powers | YMCA of Greater Rochester
Courtney Weiland, CFRE | DBD Group/Y Alumni

Marketing & Communications Fundamentals

Jenny Federici | YMCA of Metropolitan Dallas
Rob Totaro | Alliance of New York State YMCAs
Beth Casper | Eugene Family YMCA

Culture of Philanthropy Fundamentals

Pam Hearn, CFRE | YMCA of the Jersey Shore
Carrie Collins, CFRE | YMCA of the USA

Board Development Fundamentals

Carolyn Grady | YMCA of Greater Pittsburgh
Jon Simons | DBD Group/Y Alumni

Capital & Comprehensive Campaign Fundamentals

Wendy Cornett-Marquitz, CFRE | Gateway Region YMCA
Michelle Curtis, CFRE | DBD Group/Y Alumni

Tuesday, 9:30–11:30 am

Master Class Series

Master Classes are geared to Intermediate/Advanced audiences and are 2 hours long

Operations & Philanthropy

The AI Master Class: A Roadmap for YMCA Philanthropy

Jorge Perez | YMCA of Greater Cincinnati
Audience: SFD,MC,EX,BD,GW,SMY

Major & Planned Gifts

Major Gifts 102: Beyond the Basics Master Class

Amy Eisenstein, ACFRE | Capital Campaign Pro
Audience: SFD,BD,EX,SMY

Grants & Government Funding

Federal Funding (U.S.): A Changing Landscape & Lessons Learned from 5 Years of Earmarks

Robin Dewey | YMCA of the USA
Emily Kropp | YMCA of the USA
Danny Forrester | Gro
Kate Cohen | River Crossing YMCA
Audience: SFD,MC,EX,BD,GW,SMY

Major & Planned Gifts

Deeper Donor Relationships: From Conversations to Legacy Commitments

Robyn Furness-Fallin, CFRE | DBD Group/Y Alumni
Gary Laermer | DBD Group/Y Alumni
Audience: SFD,EX,BD,SMY

Capital & Comprehensive Campaigns

Building the Internal Engine for Capital Campaign Success

Brian Steffen | Eugene Family YMCA
Beth Casper | Eugene Family YMCA
Kendra Goldberg (VIP) | Eugene Family YMCA
Audience: EX,SFD,MC,PM,BD,SMY



Tuesday, 1:00–2:00 pm

Sponsor Showcase Workshops



Beyond the Prompt: The Shift from Automation to 24/7 Intelligence

Wendy White | Daxko
Local Y Presenters
Audience: SFD,EX

Building Healthier Communities: The YMCA as a Community Health Organization

Thomas Hammett, DPT | Pinnacle Medical Wellness
Robert Gilchrist | Technogym
Audience: EX,PM

Expanding Access to Flag Football: The NFL FLAG + YMCA Partnership

Cam Haslam | RCX Sports
Sheri Noer, CFRE | YMCA of the USA
Audience: PM,EX,SMY

Note: In these workshops, presenters are permitted to promote their products. The opinions and products of NAYDO vendors, exhibitors, sponsors, and speakers are their own and do not have a real or implied endorsement by NAYDO.

Certified Fund Raising Executive (CFRE) Learn What It Takes

Michelle Curtis, CFRE | DBD Group/Y Alumni
Lyndsey Frigm, CFRE | YMCA of the USA

Wednesday, 8:45–10:00 am

Featured Session | Sponsor:

The Great Development Structure Debate: Four YMCA Models

Hot Topics Sponsor:
Match Nonprofit Consulting
Moderator:
Debbie Sontupe | Match Nonprofit Consulting/Y Alumni
Panelists:
Maria McKee | Lawrence County YMCA
Zane Moore | River Crossing YMCA
Bill Powell | YMCA of Greater Cincinnati
Audience: SFD,EX,BD,SMY

There’s more than one way to build a successful fundraising operation – and it’s a hot topic worth debating.
Four YMCA leaders. Four different size Ys. Four very different approaches. In this lively and candid conversation, Debbie Sontupe, President of Match Nonprofit Consulting, explores models ranging from centralized teams of fundraising specialists to decentralized approaches that empower branch leaders and local staff – and everything in between. Hear what’s working, what isn’t, and the real-world tradeoffs behind each model. Walk away with the spark of a new approach that could transform fundraising at your Y.

Wednesday, 2:45–3:45 pm

Round 1 Workshops

Annual Support Beyond Success Stories: Communicating Impact at Scale

Veronica Squires | YMCA of Metro Atlanta
Audience: INTERMEDIATE,MC,EX,BD,GW

Major & Planned Gifts Art of the Ask: Practical Tips in Negotiating Major Gifts

Michael Eatough | Old Colony YMCA
Audience: SFD,MC,PM,EX,BD,GW,SMY

Board & Volunteer Development Creating a Y Ambassador Young Professionals Board

Christina Faine | YMCA of Metro Atlanta
Y Ambassador Board Member (VIP) | YMCA of Metro Atlanta
Audience: NFD,SFD,MC,EX,BD,SMY

Marketing & Communications From Annual Report to Impact Engine: Create Donor Communications That Soar

Lynne Wester | Donor Relations Group
Audience: MC,PM



Board & Volunteer Development

Five Board Development Lessons from a Fishmonger

Adam Clevenger, CFRE | Loring, Sternberg & Associates/Y Alumni
Audience: INTERMEDIATE,NFD,SFD,EX,BD,SMY

Community Building

Building Community Support for a Stronger YMCA

Carolyn Grady | YMCA of Greater Pittsburgh
Antonio Merino | YMCA Latin America & Caribbean
Cristina Neglia | YMCA São Paulo
Audience: NFD,BD

Grants & Government Funding

Grant Success Starts Inside: Aligning Program and Philanthropy Teams

Heidi Hoeft, Emily Kaskan and Jen Pewitt
YMCA of Metropolitan Dallas
Audience: NFD,SFD,PM

Annual Support

Why Mid-Level Donors Matter More Than Ever

Gary Laermer | DBD Group/Y Alumni
Robyn Furness-Fallin, CFRE | DBD Group/Y Alumni
Audience: NFD,SFD,EX,BD,SMY

Operations & Philanthropy

Oops...You're in Fundraising Now: Build a Culture of Philanthropy with a Small Y Staff

Kelly Millington, CFRE | Eastern Carolina YMCA
Erin Langley | Eastern Carolina YMCA
Audience: NFD,SFD,MC,PM,EX,BD,SMY

Operations & Philanthropy

Drop Your Gala but Keep Your Donors

Sarah Clinton | South Sound YMCA
Audience: NFD,SFD,EX,BD

Marketing & Communications (Camp Focus)

Writing for Impact: Strengthen Camper Recruitment & Alumni Support

Dan Weir | Day Camp Community/Y Alumni
Doug Norrie | DN Creative
Audience: MC,PM

Capital & Comprehensive Campaigns

Build a Strategic Fundraising Culture Through Long-Term Planning

Jennifer Walker, CFRE, and Tristan Stepnuk | YMCA Calgary
Audience: INTERMEDIATE,SFD,BD

Major & Planned Gifts

A Transformative Vision is Fueling Momentum for the Endowment

Curt Hazelbaker, Kathryn Allen and Dave Folz (VIP)
YMCA of Metropolitan Dallas
Audience: SFD,BD

Annual Support

Love 'Em or Lose 'Em: Donor Retention Secrets Nobody Told You

Rachel Muir, CFRE | League of Extraordinary Fundraisers
Audience: SFD,MC,PM,EX,BD,SMY

Annual Support

The Art of Corporate Relationship Fundraising

Maggie Lester | River Crossing YMCA
Audience: NFD,MC,PM,BD,SMY

Operations & Philanthropy

Breaking Down Fundraising and Operations Silos for Philanthropic Success

Mary Kay Polston | Match Nonprofit Consulting/Y Alumni
Audience: NFD,SFD,MC,PM

Capital & Comprehensive Campaigns

Roots & Results: Community-Centered Philanthropy in Rural Y Campaigns

Trey Oakley | YMCA of Greater Spartanburg
Johnny Burleson | Creative Fundraising Advisors
Audience: SFD,EX,BD,GW,SMY

Major & Planned Gifts

Major Gifts Partnership: Executive Directors & Development Leaders Win Together

Courtney Cordero | YMCA of San Diego County
Jonathon Collopy | YMCA of San Diego County/Ryan Family YMCA
Audience: INTERMEDIATE,SFD,EX

Board & Volunteer Development

3 Must Do's to Get a Board Ready for Capital/Comprehensive Campaign

Amy Eisenstein, ACFRE | Capital Campaign Pro
Audience: SFD,BD,EX,SMY

Operations & Philanthropy

The Separate YMCA Foundation Model – A Y Panel Discussion

Carrie Collins, CFRE | YMCA of the USA
MaryEllis Petrosian, CFRE | YMCA of Greenville
Karen Mathison | YMCA of the Northern Sky
Greg Coop | YMCA of Greater Houston
Audience: ADVANCED,SFD,EX, BD

Annual Support

Culture is Everything: When Philanthropy Feels Easy, Something Changes

Meagan Ellis, Emily Summerhays and Jen Swanson
Treasure Valley Family YMCA
Audience: NFD,SFD,MC,PM,EX,BD,GW,SMY

Grants & Government Funding

AI as Assistant: Stay Authentic, Win Grants

Stacey Emick Howell, CFRE | YMCA of the Capital Area
Audience: INTERMEDIATE,SFD,GW

Annual Support

From Donor to Participant: Creating Immersive Donor Experiences

Maurisha Whitlow | YMCA of Greater Cincinnati
Audience: NFD,SFD,MC,PM,BD,SMY

Community Building

Building Belonging: How YMCA Leaders Create Communities Where Everyone Thrives

Harli Gawronski (VIP) | YMCA of Metro Atlanta/Coach To Purpose
Audience: INTERMEDIATE,BD

Operations & Philanthropy

Hidden in Plain Sight: Identify Future Donors Within Your Membership

Tim Yeadon | Clyde Golden
Audience: SFD,NFD,MC,PM,EX

Major & Planned Gifts

Marketing & Building an Engaging Legacy Giving Program

Laura Svajlenko and Ashton Raeyr | YMCA of Northern Alberta
Audience: NFD,SFD,MC,EX,BD,SMY





Community Building

Evolving Philanthropy: Community-Centred Fundraising for Modern YMCA Communities

Elizabeth Kearns | Fredericton YMCA
Kristen Wheaton Clayton, CFRE | YMCA Canada
Audience: ADVANCED,SFD,EX,SMY

Annual Support

Please Stop Asking for Money

Jon Simons | DBD Group/Y Alumni
Audience: NFD,SFD,MC,PM,EX,BD,SMY

Board & Volunteer Development

Your Board Isn't Avoiding Fundraising. They're Avoiding Discomfort.

Damon Colaluca (VIP) | C&A: Social Impact Consulting/Y Alumni
Audience: SFD,PM,EX,SMY

Capital & Comprehensive Campaigns

How We Funded a \$26.5M YMCA Transformation—Without Debt

Carolyn Grady, Greg Supianoski and Jordan Frazier
YMCA of Greater Pittsburgh
Audience: INTERMEDIATE,SFD,BD,GW

Community Building

Earn the Ask: Building Corporate Partnerships That Last

Austin Rhodes, Heather Pfaltzgraff and Robert Copeland (VIP)
YMCA of Greater Cincinnati
Audience: INTERMEDIATE,NFD,SFD,MC,PM,EX,BD,GW,SMY

Marketing & Communications

How to Write a Winning Fundraising Appeal

Rachel Muir, CFRE | League of Extraordinary Fundraisers
Audience: NFD,MC,EX,BD,SMY

Operations & Philanthropy

Human-Centered AI: Building Capacity, Connection & Collaboration

Courtney Severson, Katie Block-Furlough and Joe Ambler
YMCA of Metro Atlanta
Audience: NFD,SFD,MC,PM,EX,BD,GW,SMY

Major & Planned Gifts

Planned Giving in 2027: Launch or Reinvigorate Your Program

Tony Martignetti | Martignetti Planned Giving Advisors
Audience: NFD,SFD,EX,BD

Capital & Comprehensive Campaigns

Collaborate, Don't Compete: Rally Your Community Around a Bold Vision

David Byrd and Hatton Gravely | YMCA of Coastal Carolina
Cory Scheer | TrustCentric Consulting
Audience: INTERMEDIATE,SFD,MC,BD,SMY

Annual Support (Camp Focus)

Every Camper Touchpoint Matters: Creating Meaningful Alumni & Donor Connections

Gena Runnion and Jenna Johnson
YMCA of Greenville/Camp Greenville
Audience: SFD,NFD,MC,PM,EX,BD

Board & Volunteer Development

Building Representative Boards for Stronger Ys

Matthew Henry and Herman Hernandez (VIP)
Sonoma County Family YMCA
Audience: EX,BD

Major & Planned Gifts

Fewer Donors, Bigger Gifts: The Major Gift Portfolio Redesigned

Mary Petersen | Hey Fundraiser
Audience: INTERMEDIATE,NFD,SFD,EX,BD,SMY

Capital & Comprehensive Campaigns

Donors as Community Investors: Understanding Impact Through Data

Mario Trescone | Greater Than Analytics LLC
John Biggins and Chris Tointon | American City Bureau
Audience: NFD,MC,PM,EX,BD,GW,SMY

Community Building

World Youth Clubs: Connecting Youth Around the World

Jay Harris and Ken Walsh | World Youth Clubs
Audience: EX,PM,SFD,NFD,MC,GW,BD,SMY

Board & Volunteer Development

Board Recruitment in 2027: 5 Shifts for Forward-Thinking Organizations

Eddrick Martin/Y Alumni and Herman Brister (VIP)
Elevated Momentum LLC
Audience: INTERMEDIATE,EX,BD

Annual Support

Taking the Pain Out of Campaign

Anita Scott and Paula Ford | YMCA of San Diego County
Audience: INTERMEDIATE,NFD,MC,PM,EX,SMY

Capital & Comprehensive Campaigns

The Value of Third Spaces: Quantifying Our Community’s Need

Curt Hazelbaker | YMCA of Metropolitan Dallas
Nancy Morkovsky | Genuine Article
Audience: INTERMEDIATE,NFD,SFD,MC,EX,BD,GW,SMY

Capital & Comprehensive Campaigns (Camp Focus)

Dream, Believe, Dare, Do with AI: Strategic Fundraising

Jeff Merhige | YMCA of Pawtucket
Audience: NFD,SFD,PM,EX,BD,SMY

Annual Support

Fundraising Fireworks: Big Ideas & Brilliant Campaigns

Rachel Muir, CFRE | League of Extraordinary Fundraisers
Chad Barger, ACFRE | Productive Fundraising
NFD,SFD,EX,BD,GW,SMY

Grants & Government Funding

Building a Grant-Ready YMCA

Ania Cosby | YMCA of Greater Cincinnati
Audience: NFD,SFD,GW,SMY

Major & Planned Gifts

Endowment Growth: From Annual Giving to Lasting Family Legacy

Amanda Schroder DeLong and Kurt Simer | YMCA of the North
Audience: NFD,SFD,MC,EX,BD,SMY

Grants & Government Funding

Lasting Legacy: Sustaining Grant-Funded Programs for Decades

Jonathan Gray | YMCA of Greater Long Beach
Audience: INTERMEDIATE,SFD,PM,GW

Capital & Comprehensive Campaigns

Lead Gifts: A Step-by-Step Guide

Bianca Derouene | Aperio Philanthropy
Audience: INTERMEDIATE,NFD,SFD,BD,GW,SMY

Marketing & Communications

Communicating Impact: Amplifying Your Case for Support

Todd McPherson-Gray | Match Nonprofit Consulting/Y Alumni
Audience: SFD,EX,BD,GW,SMY

Community Building

Building Y Advocates: From Relationships to Action

Paige Hughes | North Carolina Alliance of YMCAs
Audience: NFD,SFD,EX,BD,SMY





Major & Planned Gifts

What to Say When You Ask for a Major Gift

Mary Petersen | Hey Fundraiser
Audience: NFD,SFD,EX,BD,SMY

Community Building

The Future of Fundraising is Human: It Begins with Gratitude

Lynne Wester | Donor Relations Group
Audience: PM,EX,BD

Capital & Comprehensive Campaigns

Ignite Planned Giving: Insights from Successful Comprehensive Campaigns

Wendy Cornett-Marquitz, CFRE | Gateway Region YMCA
Audience: SFD,NFD,MC,PM,EX,BD,GW,SMY

Annual Support

A Simple & Highly Effective End-of-Year Campaign

Chad Barger, ACFRE | Productive Fundraising
Audience: NFD,SFD,MC,EX,BD

Capital & Comprehensive Campaigns

Sustaining Momentum After Capital Success

Bruce Berglund, CFRE | DBD Group/Y Alumni
Audience: INTERMEDIATE,NFD, SFD, EX, BD, SMY

Community Building

Small Gifts, Big Culture: Growing Recurring Donors from Within

Cristina Neglia | YMCA São Paulo
Audience: INTERMEDIATE,MC,NFD,BD,PM,EX,SMY

Annual Support

Parties with a Purpose: Where Fun Meets Fundraising

Ebony A. Anderson and Christina Faine | YMCA of Metro Atlanta
Audience: NFD,SFD,EX,BD,SMY

Grants & Government Funding

Activating Advocacy: Case Studies Translating Government Relations to Dollars Raised

Kate Cohen | River Crossing YMCA
Audience: NFD,SFD,BD,GW

Board & Volunteer Development

Overcoming Obstacles to Board Engagement in Fundraising

Brian Abernathy | Convergent Nonprofit Solutions
Audience: NFD,SFD,EX,SMY

Annual Support

Aligning Annual Campaigns with Annual Giving for Maximum Impact

Kirsten Thomason, Brandy Perryman and Carly Dartez
YMCA of Metropolitan Dallas
Audience: NFD,SFD,MC,PM,EX,SMY

Marketing & Communications

Overcoming Early Fears & Unknowns in YMCA Capital Campaigns

Benjamin Coffey | American City Bureau
Jackie Regan-Gaucin | Dodge City YMCA
Tyler Roberts | Greater Miami Valley YMCA
Audience: NFD,EX,BD,SMY

Operations & Philanthropy (Camp Focus)

At Camp, Everything is Fundraising

Elizabeth “Eli” Cochran
YMCA of Greater Cincinnati/Camp Ernst
Audience: NFD,SFD,MC,PM,BD,SMY

Operations & Philanthropy

Building the Infrastructure for Sustainable Funding

Kamilah Torres and Ginny Langbehn | Heart of the Valley YMCA
Audience: INTERMEDIATE,SFD,PM,EX,BD,GW,SMY

**Volunteers in Philanthropy (VIP) Network
Philanthropy Forum: Last Chance to Get Your
Questions Answered**

For Board Members and Volunteers Only
Mike Hood (VIP) | YMCA of San Diego County

**Class of 2027 Young Professionals
Philanthropy Forum & Graduation**

Invitation only
Courtney Cordero | YMCA of San Diego County

Under \$4M YMCAs Network Hot Topics

Trey Oakley | YMCA of Greater Spartanburg

**Staff New to Y Development Network
Philanthropy Forum: Reflect, Connect &
Amplify Your Impact**

Elizabeth Kearns | YMCA of Fredericton
Darlene Hepburn | YMCA BC
Vicky Allen | YMCA of the Jersey Shore
Michelle Aladich | YMCA of Central Stark County

Community Building Network Hot Topics

Angie Lassley | YMCA of Greater Kansas City

Operations Network Hot Topics

Jude Dooley | YMCA of Greater Birmingham
Nathan Donald | YMCA of Greater Spartanburg

**Camp Network Philanthropy Forum: Your Issues,
Experts' Answers**

Melissa Di Fiori | YMCA of Greater Toledo/YMCA Storer Camps

Grantwriters Network Philanthropy Forum

Ali Hollenbeck, GPC | Tampa Metropolitan Area YMCA
John Galluzzo | Y Alumni
Heidi Hoeft | YMCA of Metropolitan Dallas
Kamilah Torres | Heart of the Valley YMCA

**Marketing & Communications Network
Workshop: Wrangling Philanthropy & Marketing
for Fundraising Success**

Beth Casper | Eugene Family YMCA
Julia Mason and Anna Gleason | YMCA of Greater Des Moines

**Program & Membership Network Workshop:
Interactive Annual Campaign Train-the-Trainer**

Rachel Bowman | YMCA of Central Florida
Gina Casagrande | YMCA of Snohomish County

**Global Philanthropy Forum for
International Attendees**

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





For the most affordable rates:

1. Be sure your NAYDO Association Membership is current and individuals registering have activated their [NAYDO Member Benefits](#).

2. Register by the October 30 Members Only Deadline
Pay lowest rate of \$850 (US/CAD) or make a \$100 deposit and pay balance of \$800 (US/CAD) in January 2027

Financial assistance is available; a \$75 non-refundable application fee is required of each applicant. Application process on page 28

Refer to chart for registration rates after October 30.

What if we don't know who is attending by October 30?

1. Email info@naydo.org with the total number of spaces you would like to reserve. You can receive codes for names and email addresses to use to register spaces without names.
2. Attendee names must be supplied by the January 29 registration deadline.

What does the registration fee cover?

Food/Beverage Events: Tuesday Opening Reception, Wednesday Network Breakfast & Keynote General Session Lunch, Thursday Last Chance to Visit Exhibits Breakfast and Impact Awards General Session Lunch, Thursday Closing Party at Gilley's. Special Meals for Medically-Based Needs must be identified on your registration form by April 1 to be accommodated.

Event Costs: Facility rental, program and production costs, mobile app access, AV, internet access, online registration fees, participation in Philanthropy School Fundamentals, Master Class Series, Sponsor Showcase, General Sessions, Educational Workshops, Network Events, Hot Topics, Philanthropy Live! projects.

NOTE: Spouse/Guest registration does NOT include access to educational workshops or Hot Topics, but everything else listed in Food/Beverage Events.

Payment Methods – Payment in full is only option only after October 30
NAYDO accepts Checks payable to NAYDO, ACH/Wire Transfers, and Credit Cards.

Credit card fees will be added at checkout and are non-refundable.
\$100 is non-refundable portion of each registration.

Cancellation for Refund Deadline: April 8, 2027
Cancellations cannot be done online. Please notify the NAYDO Office at info@naydo.org no later than April 8 to request a refund, minus the \$100 non-refundable portion.

Alternatives to Cancellation: Substitutions Allowed or Transfer to NAYDO 2028

Substitutions: Through April 8, you can process your own substitutions online. After that date, NAYDO Office must be notified of any substitutions. Substitutes must have activated their NAYDO Member Benefits.

Transfer to NAYDO 2028: Transferring funds to the NAYDO 2028 Conference in Orlando, Florida, comes with some requirements:

1. Your YMCA must remain a current NAYDO Member.
2. Same attendee must register by December 7, 2027, for NAYDO 2028.
3. Option is not available for a space held without a name in 2027.
4. Request to transfer funds must be made by April 8, the cancellation deadline.

Registration Period:	Members Only Through Oct. 30, 2026	Early Registration Oct. 31–Dec. 8, 2026	Regular Registration Dec. 9, 2026–Jan. 29, 2027	Late Registration* Starting Jan. 30, 2027
NAYDO Member	\$850 USD/CAD if paid in full \$900 USD if \$100 deposit paid only	\$925 USD/CAD	\$975 USD/CAD	\$1,000 USD/CAD
Non-Member	n/a	\$1,450 USD	\$1,550 USD	\$1,650 USD
Financial Assistance Applicant	\$75 USD	\$75 USD	n/a	n/a
Spouse or Guest	\$350 USD	\$350 USD	\$350 USD	\$350 USD

Credit card fees will be added at checkout and are not refundable.
Payments may also be made by check payable to NAYDO or ACH/Wire Transfer.
NAYDO Member Financial Assistance Application Deadline: December 8, 2026
*Late registration is available only if the conference has not sold out.



NAYDO 2027 Conference Financial Assistance

1. Current NAYDO Membership is required to be considered for Conference Financial Assistance. If unsure of status, email the NAYDO Office, info@naydo.org.
2. Each applicant must have activated their Member Benefits and Association Membership dues must be current for the 2026–2027 NAYDO year.

Deadline to apply: December 8, 2026

Two Steps Required by December 8:

Step 1: Register for the conference by selecting the Conference [Financial Assistance Applicant Registration](#) type. Pay the \$75 (plus credit card fees) non-refundable application fee.

Step 2: Complete the [Financial Assistance Application Form](#)
(One form for 3 applicants)

Notification Deadline: January 11, 2027

Types of Financial Assistance Available

A YMCA Association may apply for one or both types for a maximum of 3 people.

Travel Assistance – On the Financial Assistance Application Form, estimate the total amount of travel-related costs each individual needs assistance with. This might include hotel, airfare, local transportation, and meals not included in conference registration fee. 100% will not be granted. An individual who is awarded travel assistance receives a check ONSITE payable to their YMCA. If they cancel, no check is awarded.

Registration Assistance – On the application form, a YMCA can apply for full or partial registration fee assistance for each applicant. Assistance will always be based on the October 30 rate of \$850 (US/CAD) regardless of date you apply for assistance. This transaction is processed internally and no funds are sent to your YMCA.

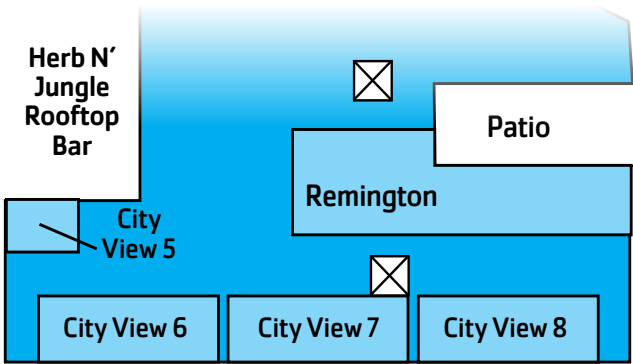
What Increases Your Y's Chances of Assistance? Not in priority order

- New CEO or CDO
- First Time Applicant
- Board Member
- Young Professional Class of 2027 Applicant
- Previous Applicant whose Impact Report showed significant progress due to NAYDO
- Strength of your case in comparison to other applicants

Questions? Contact NAYDO Operations & Conference Director Mary Zoller, info@naydo.org or 504 858 3379.



4th Floor Hotel



Sheraton Dallas Hotel NAYDO Conference Spaces

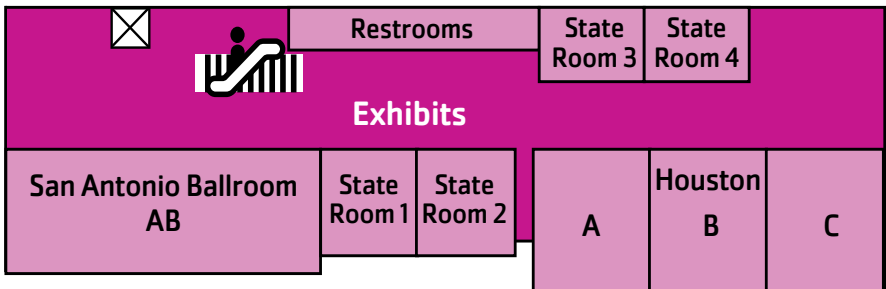
1st First Floor

3rd Third Floor

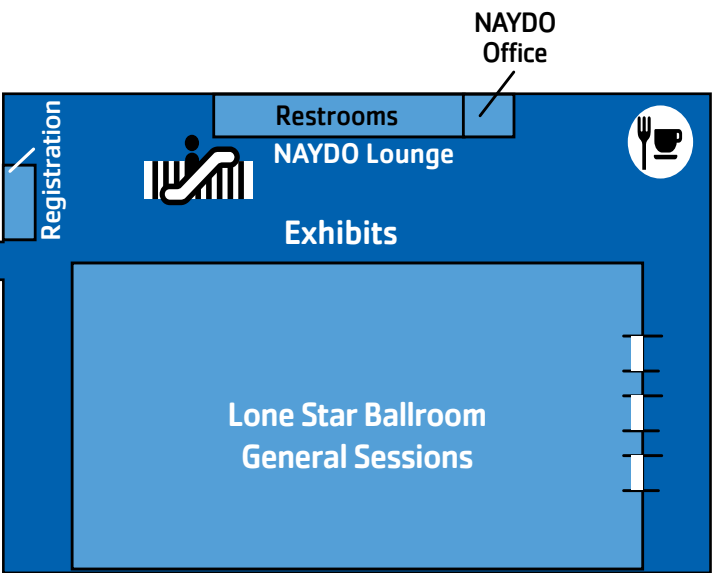
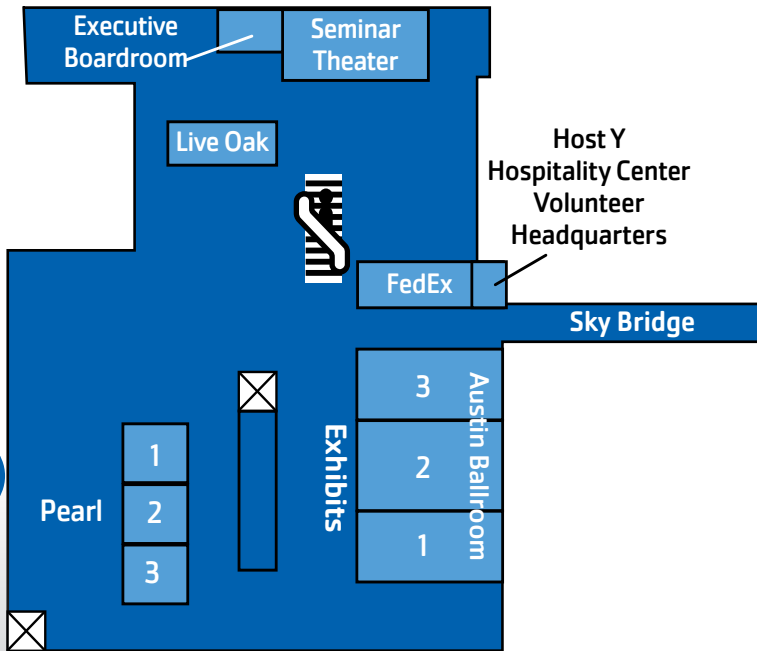
2nd Second Floor

4th Fourth Floor

3rd Floor Convention Center

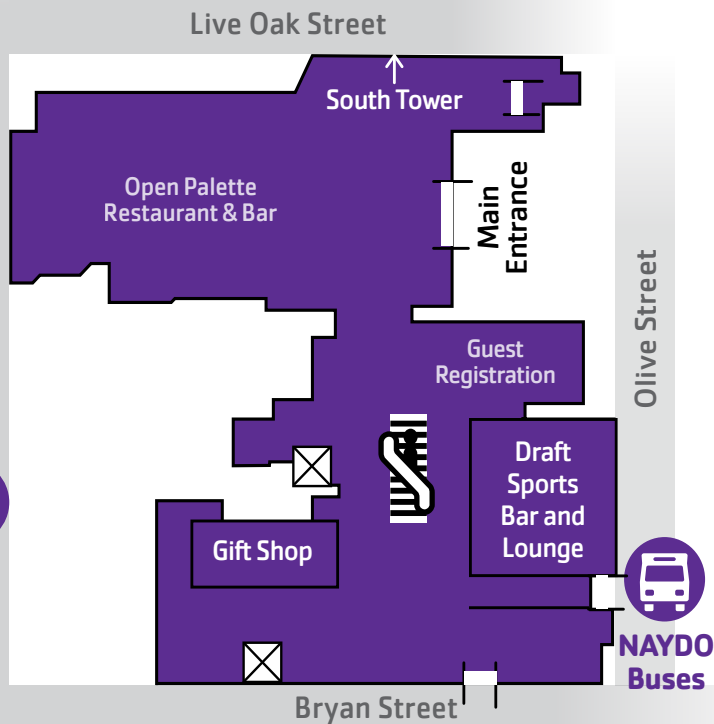


2nd Floor Hotel



Second Floor Convention Center

1st Floor Hotel



Food/Beverage Stations

Elevators

Stairs & Escalators



NAYDO Buses



Hotel and Travel Information

Book early! At opening of registration in September, NAYDO room block was 65% sold out.

Conference Headquarters: Sheraton Dallas Hotel
400 Olive St., Dallas, TX 75201

NAYDO Room Rate \$259 plus taxes of approximately 18.36%

Beware of scams – NAYDO does NOT use a housing bureau.

Questions, including sub-blocks for more than 5 rooms, should be directed to [Mary Zoller](#), NAYDO Conference Director, 504 858 3379.

IMPORTANT: All Hotel reservation names must match those of a registered attendee (no duplicates) by the January 29 NAYDO Conference registration deadline.

Reserve your room: <https://book.passkey.com/go/NAYDO27>

Deadline for NAYDO Rate Room Reservations is April 1. It is not available after that time.

HELPFUL HINTS

If you receive a Sold Out message:

1. Try a different room type (2 beds) even if you only need a single.
2. Contact info@naydo.org before you book elsewhere as the NAYDO Office should be able to assist you especially in February but before April 1 when Ys holding sub-blocks may have released extra rooms.
3. NAYDO will maintain a waiting list before the January registration deadline if the Sheraton Hotel Dallas sells out. Contact info@naydo.org if you find yourself in that position.
4. Call the NAYDO Office, 504 858 3379, with questions.

Air Travel to Dallas

Dallas–Fort Worth Airport (DFW)

- 45 minutes from hotel – can be longer at peak traffic times
- More flight options
- Taxis and ride shares available

Dallas Love Field (DAL)

- 20 minutes
- Taxis and ride shares available

Discounted Airport Pick Up and Drop Off

Karmel Connect
Serving DFW and DAL Airports
Reservations required | Use PROMO CODE: NAYDO27
[Karmel Connect – Airport Shuttle Reservations](#)
714-670-3480

Sheraton Hotel Dallas Parking

Note: 2026 rates are listed. 2027 will be posted on NAYDO website when available.

Rates do not include 8.25% sales tax.

Self-Parking:

- 15 min. grace period: \$0
- 0–4 hours: \$25 + tax
- 4+ hours: \$30 + tax

Valet Parking:

- Daily: \$36 + tax
- Overnight: \$55 + tax

Conference Volunteer Opportunities

Sign up on the registration form or notify info@naydo.org. Nearly 30% of NAYDO attendees volunteer in some capacity – on the Host Y team or planning committee; as a workshop presenter, convener or host; Hot Topic facilitator; registration worker; or, mentor. It’s a great way to enhance your conference experience.

Registration Worker Shifts

Sign up for shifts on your registration form or contact [Kathy Meehan](#), Registration Scheduler.

Monday, April 26

Set-Up Shift	10:00 am–1:30 pm
Shift 1	1:30 pm–4:30 pm
Shift 2	4:00 pm–7:00 pm

Tuesday, April 27

Shift 3	7:00 am–10:00 am
Shift 4	9:30 am–12:30 pm
Shift 5	12:00 pm–3:00 pm
Shift 6	2:30 pm–5:30 pm

Wednesday, April 28

Shift 7	7:00 am–10:00 am
Shift 8	9:30 am–12:30 pm

Alumni & Retiree Team (ART)

Calling all former Y staff of any age and retirees! Join the ART Team and learn how you can help. Cover shifts Wednesday afternoon, Thursday morning and afternoon shifts in the Registration Center and learn about many other ways to participate in the conference. Contact Mary Zoller, NAYDO Operations and Conference Director, 504 858 3370 or info@naydo.org, to volunteer or find out more about the Alumni & Retiree Team.

Workshop Conveners and Hosts

The convener introduces the workshop presenter(s) and manages their needs. The host serves as the usher and assists attendees with seating. These roles take place during Fundamentals, Master Classes, Sponsor Showcase and each round of Educational Track Workshops. Use of the conference mobile app is required. A preconference virtual orientation is available. Sign up with Workshop Volunteers Coordinator [Susan Walters-Klenke](#).

Hot Topic Facilitators

Facilitators lead two back-to-back 45-minute round table discussions with different attendees on an assigned topic. The goal is to engage attendees in sharing their solutions and challenges. This is NOT a presentation. Facilitators are required to attend a check-in meeting Wednesday morning before the Hot Topics rounds begin. Sign up with [Danielle Robello](#). Recruitment is in the fall.

Mentor for Young Professionals

Are you a seasoned Y professional or retiree? Spend 45 minutes one-on-one with a Young Professional on Wednesday, 2:00–2:45 pm. No other sessions are scheduled at that time. Contact NAYDO’s Young Professionals Alumni Coordinator [Abby Waeiss](#) or info@naydo.org.





Make the most of your time in Dallas by exploring the city's vibrant neighborhoods, world-class attractions, and exceptional Texas experiences. Whether you're interested in arts and culture, professional sports, local cuisine, shopping, or entertainment, Dallas offers something for everyone.

Visit Dallas!

Downtown Dallas Attractions

All located within a short distance of the Sheraton Dallas Hotel

Dallas Museum of Art (1.0 mile) – One of the nation's largest art museums with free general admission.

Nasher Sculpture Center (1.0 mile) – An acclaimed collection of modern and contemporary sculpture in a beautiful indoor and outdoor setting.
Admission: \$7-10

Dallas World Aquarium (1.2 miles) – A popular destination featuring rainforest habitats, marine life, and exotic wildlife.
Admission: ~\$30

Perot Museum of Nature and Science (1.5 miles) – Interactive exhibits exploring science, technology, engineering, and innovation.
Admission: ~\$25

The Sixth Floor Museum at Dealey Plaza (1.7 miles) – Explore the history and legacy of President John F. Kennedy.
Admission: ~\$25

Reunion Tower Geo-Deck (2.0 miles) – One of Dallas' most recognizable landmarks, offering panoramic 360-degree views of the Dallas skyline and surrounding metroplex from 470 feet above the city.
Admission: ~\$25-\$40

American Airlines Center/Victory Plaza (2.0 miles) – Home to the Dallas Mavericks, Dallas Stars, major touring concerts, and restaurants.

Dallas Zoo (4.5 miles) – Texas' largest zoo, home to more than 2,000 animals and immersive wildlife experiences for all ages.
Admission: ~\$20-\$25 (varies by date)

Fair Park (3.5 miles) – Home of the State Fair of Texas and one of the largest collections of Art Deco architecture in the world. Admission: Grounds are generally free to explore; attraction admission varies.

George W. Bush Presidential Library and Museum (5.0 miles) – Presidential history, interactive exhibits, and a replica of the Oval Office.
Admission: ~\$25

Explore Dallas Neighborhoods

Main Street District (0.5 miles) – Restaurants, nightlife, and the energy of Downtown Dallas.

Klyde Warren Park (1.0 mile) – A vibrant urban park connecting Downtown and Uptown.

Dallas Farmers Market (1.2 miles) – Local flavors, artisan goods, and authentic Texas-made products.

Harwood District (1.5 miles) – Upscale dining, outdoor gathering spaces, and rooftop experiences.

Bishop Arts District (4.5 miles) – Independent boutiques, local restaurants, and creative culture.

NorthPark Center (8.0 miles) – Premier shopping, dining, and museum-quality art collections.

Looking to Venture Beyond Downtown?

Experience the places that help make Dallas a destination for innovation, culture, sports, and Texas-sized hospitality.

Arlington, Texas Entertainment District (20 miles) – Experience Texas Live!; tour AT&T Stadium, home of the Dallas Cowboys; and Globe Life Field, home of the Texas Rangers.

Six Flags Over Texas (20 miles) – Thrilling rides and family entertainment.

The Star in Frisco (28 miles) – The Dallas Cowboys World Headquarters and Training Facility.

Grandscape (28 miles) – A premier destination for dining, shopping, and entertainment.



NAYDO

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

NAYDO 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.

Can't take part in NAYDO 2027?

Plan to attend a future conference.

2028 Orlando, Florida, April 18–21 (Tues–Fri)

2029 New Orleans, Louisiana, May 1–4 (Tues–Fri)

2030 Calgary, Canada, April 30–May 3 (Tues–Fri)

2031 San Diego, California, April 16–19 (Wed–Sat)
50th Anniversary Celebration

NAYDO
North American YMCA
Development Organization

21 Chateau Trianon
Kenner, LA 70065 USA

September 2026

 info@naydo.org

 504 858 3379

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

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