



aasp 2026 SUMMIT

September 22-25, 2026
Milwaukee, Wisconsin

SUMMIT SCHEDULE

PRE-CONFERENCE | TUESDAY, SEPTEMBER 22

1:00 - 5:00 PM | Registration Desk Open

1:30 - 5:00 PM | **Navigate | S101 D-E** **GIVECAMPUS**

2:00 - 5:00 PM | **Elevate | S102 A-B**

Jessica LaBorde, Mark Longo, Tracey Storey, and Jeff Baynham

2:00 - 5:00 PM | **Data Analytics & Business Intelligence Workshop**
From Data to Decisions: Strengthening Data Management in
Advancement | S102 C

Robyn Doughty and Terry Callaghan

2:00 - 5:00 PM | **Gift Administration Workshop | Gift Agreements**
S102 D-E

Sarah Thomas, Oriel Nolan, Jennifer Beane, and Karen Sims 

3:15 - 5:30 PM | Pabst Family Mansion Tour

*Pre-registration required



7:15 - 9:00 PM | Milwaukee Morbid Mirrorlight Ghost Tour

*Pre-registration required

DAY 1 | WEDNESDAY, SEPTEMBER 23

7:30 AM - 5:00 PM | Registration Desk Open

8:00 - 9:00 AM | Breakfast | Grand Ballroom



8:00 AM - 3:00 PM | Exhibit Hall Open | Grand Ballroom

9:00 - 10:30 AM | Welcome, Awards, Scholarships & Keynote
Grand Ballroom

Keynote: The Human Work of AI Readiness
Meena Das



10:45 - 11:45 AM | Breakout Session A

Breakout 1A | Data Quality by Design: Lessons from Building
Scalable, Measurable Constituent Intelligence Systems |
Practitioner-Led Solutions | S102 A-B

Paula Baingana, Joe Hennen

Breakout 2A | Who's Data Is it Anyway? - How the UC Berkeley Data
Steward Model is Transforming Collaboration | Data Governance
and Analytics | S103 A-B

Robyn Doughty, Jeff Callaghan

DAY 1 | WEDNESDAY, SEPTEMBER 23

Breakout 3A | Standardized Data Extraction, Filtering, and
Validation Process in Tableau | Technology Solutions and Systems
S102 C

Hugues Kulemfuka

Breakout 4A | Partnering for Success & Our Transforming Role: A
Leadership Institute Forum | Leadership | S103 C

Wayne Combs

Breakout 5A | From 'Quick Question' to 47 Tickets: Managing
Requests in Complex Higher Ed Environments | Foundational
Functions | S102 D-E

Amiee Fitzgerald, Jason Biddle, Jessica Laborde, Joe Manok

Breakout 6A | From System to Strategy: Exploring CRM Maturity in
Modern Advancement | S101 D-E

Caroline Chang



12:00 - 1:30 PM | Lunch | Grand Ballroom

12:00 - 1:30 PM | Heller Consulting Innovation Lab
S101C



12:00 - 3:00 PM | Headshot Lounge | Grand Ballroom



1:30 - 2:30 PM | Breakout Session B

Breakout 1B | Automation for Everyone: Designing Your Own
Productivity with AI | Practitioner-Led Solutions | S102 A-B

T.J. King

Breakout 2B | From Chaos to Clarity: CRM Governance & Service
Delivery that Actually Works | Data Governance and Analytics
S103 A-B

Raychel Roy, Sara Wuorinen

Breakout 3B | Beyond the Vendor Demo: Project Managing
Across Silos to Implement a Crowdfunding Platform | Technology
Solutions and Systems | S102 C

Sam Parham, Courtney Rode

Breakout 4B | Educate. Enable. Orchestrate: Positioning
Advancement Services as a Strategic Partner | Leadership | S102 D-E

Shalonda Martin, Jeff Baynham, Robyn Doughty, Caroline Chang

SUMMIT SCHEDULE

DAY 1 | WEDNESDAY, SEPTEMBER 12

Breakout 5B | Using a Donor Experience Maturity Model to Strengthen Your Program | Foundational Functions | S103 C
Josem Diaz, Katie Davidson, Mary Carole Starke

Breakout 6B | AI in Practice: What’s Working, What’s Not, and What’s Next | S101 D-E
Liz Murray, Vered Siegel, Mark Cooks, Amanda Comez, Kathleen Fric



2:30 - 3:00 PM | Networking Break
Grand Ballroom



3:00 - 4:00 PM | Breakout Session C

Breakout 1C | Vibe Coding Your Way to a Predictive Donor Model Practitioner-Led Solutions | S102 A-B
Chris Copsey

Breakout 2C | From Good to Great: Elevating Data Governance at Clemson University Foundation | Data Governance and Analytics S103 A-B
Tenneil Hutchings, Terry Callaghan

Breakout 3C | In-House AI: A Philanthropy Case Study on Self-Developing “CoPilot-like” Generative AI Tools for Gift Officers Technology Solutions and Systems | S102 C
Andrew Gutierrez

Breakout 4C | Empowered Women in Advancement Services: Leadership, Influence, and the Path Forward | Leadership | S102 D-E
Jessica Laborde, Anita Lawson, Vicky Medlock

Breakout 5C | Navigating Gift Processing for Beginners and New Leaders | Foundational Functions | S103 C
Syed Bashir

Breakout 6C | Beyond Using AI: A Practical Guide to Predictive, Generative, and Agentic Fundraising | S101 D-E
Scott Rosenkrans



4:00 - 4:15 PM | Break

4:15 - 5:15 PM | Breakout Session D

Breakout 1D | Improving Data Integrity Across Ticketing and Advancement Systems: A Case Study from Marquette University Practitioner-Led Solutions | S102 A-B
Missy Egelhoff, Bill Walsh

Breakout 2D | How to Reduce Data Errors in a High-Volume Advancement Shop | Data Governance and Analytics | S102 C
Ally Balsy

Breakout 3D | Seeing the Whole Board: Using Portfolio Dashboards and Stoplight Reviews to Drive Better Fundraising Decisions Technology Solutions and Systems | S102 D-E
Brandi Hovizi

Breakout 4D | Who’s Conducting the Orchestra? Rethinking Power, Roles, and Performance in Advancement | Leadership | S103 C
Shomari White, Brent Grinna

Breakout 5D | Navigating the Rise of Donor Advised Funds: Insights, Trends and Operational Strategies | Foundational Functions | S103 A-B
Melissa Bank Stepno

Breakout 6D | AI Readiness: Where Nonprofits Actually Stand S101 D-E
Ashley Keene, Scott Holthau



6:30 - 8:00 PM | President’s Reception
Crystal Ballroom, Hilton Milwaukee



7:00 PM | Dine-Arounds

DAY 2 | THURSDAY, SEPTEMBER 24

8:00 AM - 5:00 PM | Registration Desk Open

8:00 - 9:30 AM | Heller Consulting Innovation Lab | S102 C



8:30 - 9:30 AM | Breakfast | Grand Ballroom

8:30 AM - 3:15 PM | Exhibit Hall Open | Grand Ballroom

9:30 - 10:30 AM | Plenary Session | Grand Ballroom

Mark Walcott, Imoleayo Adeyeri, Megan Hillier-Geisler

10:30 - 11:00 AM | Networking Break | Grand Ballroom



11:00 AM - 12:00 PM | Breakout Session E

Breakout 1E | Weathering a Big Storm in a Tiny Boat: An AdServ-ival Guide | Practitioner-Led Solutions | S102 A-B
Adrian Copeland, Chris DeFlipp

Breakout 2E | Inside the aasp Knowledge Base: Big Ideas, New Tools, and What’s Next | Data Governance and Analytics | S102 C
Kate Nimety

Breakout 3E | CRM Selection Demystified | Technology Solutions and Systems | S103 C
Jeff Baynham, Caroline Chang

Breakout 4E | Designing the AI-Ready Advancement Office: From Experimentation to Execution | Leadership | S103 A-B
Joe Manok, Scott Rosenkrans, Christopher Cannon

Breakout 5E | How Operations Can Help Open New Revenue Streams | Foundational Functions | S102 D-E
Tim Prestridge

Breakout 6E | The Hidden Infrastructure Behind Great Fundraising: Building Data Governance and Integration That Last S101 D-E
Kalyan Carma



12:00 - 1:00 PM | Lunch | Grand Ballroom

12:00 - 1:30 PM | Sleek Innovation Lab | S101 C



1:00 - 1:45 PM | Networking Break | Grand Ballroom



SUMMIT SCHEDULE

DAY 2 | THURSDAY, SEPTEMBER 24

1:00 - 3:15 PM | Paws for a Break | Grand Ballroom

1:45 - 2:45 PM | Breakout Session F

Breakout 1F | Bringing Power to the Place--An dashboard story Practitioner-Led Solutions | S102 C
Kristin Richardson, Lindsay Rogillio

Breakout 2F | Garbage in? Garbage out! How Data Governance at the University of Arizona Foundation Fixed their Data Pollution Problem | Data Governance and Analytics | S103 A-B
Carl Case, Preston Lungreen

Breakout 3F | PIM Copilot: Scaling Prospect Intelligence with Generative AI | Technology Solutions and Systems | S103 C
Tom Haley, Wadih Pazos, Amanda Hartman, Cameron Oelke

Breakout 4F | Leading an Advancement Services Roadmap = Staying Calm While Everything Evolves | Leadership | S102 A-B
Joe Lanasa, Karen Latora, Sharise Harrison

Breakout 5F | From Signature to Revision: Understanding Gift Agreement Amendments | Foundational Functions | S102 D-E
Alex Knodel, Christopher Resh, Sarah Thomas

Breakout 6F | From Data Chaos to Donor Impact: Building the Infrastructure to Deliver Personally Relevant Communications to Every Donor | S101 D-E
Jorgine Vick, Robb Hoffheins



2:45 - 3:15 PM | Networking Break | Grand Ballroom

3:15 - 4:15 PM | Breakout Session G

Breakout 1G | Power BI Without an IT Team: Practical Dashboards for Small Advancement Shops | Practitioner-Led Solutions | S102A-B
Tammy Armstrong

Breakout 2G | Risky Business: Due Diligence and Gift Acceptance Data Governance and Analytics | S103 A-B
Kristy Delaney, Catherine Flaatten

Breakout 3G | Designing a New Revenue Engine: Operationalizing to Increase Employer Matching Gifts and Corporate Support Technology Solutions and Systems | S102 C
Laurel Palmer, Colleen Carroll

Breakout 4G | The ROI of Staff Retention: Recruiting, Onboarding , Incentivizing to rRetain the Best Employees | Leadership | S102 D-E
Jessie Rader, Charlene Soltis, Natalie Spring, Kate Nimety

Breakout 5G | Spend, Audit, Report: A Three-Part Framework for Strategic Fund Management | Foundational Functions | S103 C
Shannon Knapp, Colton Withers

Breakout 6G | What Breaks, What Matters, and What’s Next: A Practical Data Maturity Model for Advancement | S101 D-E
Ryan Hartley, Karl Otto



4:15 - 4:30 PM | Break

4:30 - 5:30 PM | Breakout Session H

Breakout 1H | You Should Be Up Here! A Practical Guide to Submitting (and Getting Selected) to Present at This Conference Practitioner-Led Solutions | S102 C
Vered Siegel

Breakout 2H | From Raising \$12 Million Per Year to Completing a \$135+ Million Campaign: Scaling Philanthropy Through Smarter Data Strategy | Data Governance and Analytics | S102 D-E
Laura Sutton, Andrew Dinh, Emma Hinke

Breakout 3H | Beyond Pilots and Play: Operationalizing AI in Advancement | Technology Solutions and Systems | S103 A-B
Jamie Christensen, Cheryl Cerny

Breakout 4H | Herding Cats & Clearing Tasks: A Project Management Crash Course for Advancement Leaders | Leadership S102 A-B
Liz Murray and Holly Parrish

Breakout 5H | Benevity is no longer a bad word! | Foundational Functions | S103 C
Aline Santos, Amanda Simeone

Breakout 6H | Beyond the Managed Portfolio: How Salk Institute Qualifies Leads and Reactivates Lapsed Donors at Scale with Autonomous AI & the Roadmap Ahead | S101 D-E
Christine Derrickson, Lucia Burrafato



6:00 PM | Dine-Arounds

DAY 3 | FRIDAY, SEPTEMBER 25

8:00 AM - 12:00 PM | Registration Desk Open

8:00 - 9:00 AM | Breakfast | Grand Ballroom

8:00 - 10:45 AM | Exhibit Hall Open | Grand Ballroom

9:00 - 10:00 AM | Breakout Session I

Breakout 1I | Bridging the Gap: Architecting a Seamless BI Ecosystem for Modern Advancement | Practitioner-Led Solutions S102 C
Sylvia Galen, Nadine Francis

Breakout 2I | A Discussion on Assumptions & Myths in Reporting Fundraising Performance | Data Governance and Analytics | S102 A-B
Wayne Combs, John Taylor

Breakout 3I | From Weeks to Minutes: Live Demonstration of Agentic AI in Advancement Workflows | Technology Solutions and Systems | S103 A-B
Alex Campomanes

Breakout 4I | Ethics Panel | Leadership | S102 C
Jon Thorsen, Karen Sims-Harrell, Maz King, Jeralynn Miller

SUMMIT SCHEDULE

DAY 3 | FRIDAY, SEPTEMBER 25

Breakout 5I | Beyond Retention: The 100% Stewardship Revolution (2025-2026) | Foundational Functions | S103 C

Jason Long, Natalie Greenhouse

Breakout 6I | How to Lose a Donor in 10 Days: Data Ubiquity, Privacy, and Donor Trust | S101 D-E

Cody Culp, Drew East

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10:00 - 10:45 AM | Networking Break | Grand Ballroom

10:00 - 10:45 AM | Paws for a Break | Grand Ballroom

10:45 - 11:45 AM | Breakout Session J

Breakout 1J | From Gut Feel to Guardrails: What Advancement Can Learn from Internal Audit | Practitioner-Led Solutions | S102 A-B

Mark Walcott, Alia Hoyle-Thompson

Breakout 2J | Database Documentation: There's No One Write Way Data Governance and Analytics | S103 A-B

Bill Connors

Breakout 3J | Rebuilding the Reporting Landscape Post- CRM Conversion | Technology Systems and Solutions | S102 D-E

K Shelton, Karen Ipema

Breakout 4J | Curating Change: Leading Legacy System Migration through 360-Degree Management | Leadership | S102 C

Sabre Leek, Hiruy Timam

Breakout 5J | Nobody Owns the Fund: How University Hospitals Closed the Gap Between Raising Money and Deploying It | Foundational Functions | S103 C

Vicky Newman, Chelsea Manego, Alex Oftelie

Breakout 6J | Gen Z at the Table: Rethinking How to Engage Donors S101 D-E

Lauren Enlow

blackbaud

Schedule up to date as of 9.7.2026

DOWNLOAD THE MOBILE APP

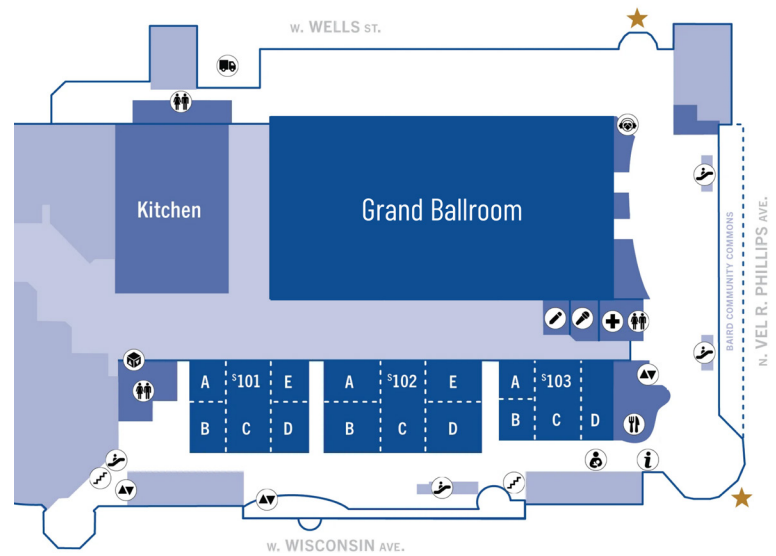
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