



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

Registration Edition

NAYDO 2022 | TAMPA

DISCOVERING THE TREASURES IN COMMUNITY

YOUR PHILANTHROPIC ADVENTURE AWAITS

41ST ANNUAL NAYDO CONFERENCE ON YMCA PHILANTHROPY

APRIL 6-9 | JW MARRIOTT TAMPA & TAMPA MARRIOTT WATER STREET
HOST YMCA | TAMPA METROPOLITAN AREA YMCA

Pandemic Precautions

NAYDO is closely monitoring the status of the pandemic, consulting with our medical advisor and staying abreast of the latest trends in safety practices and attendee guidelines for large group events. NAYDO is committed to adjusting activities as necessary to ensure a safe environment for the conditions that exist in April 2022.



NAYDO'S Annual Conference on YMCA Philanthropy

Brochure Sponsor



Discover Treasures on Florida's Beautiful Gulf Coast

Join Us at NAYDO 2022 in Tampa

Located at the JW Marriott Tampa and the Tampa Marriott Water Street hotels in the heart of downtown, the NAYDO Conference will be a bountiful experience for all!

Get ready for a memorable in-person conference that includes a wide variety of practical educational track workshops, enlightening Hot Topics small

[Register Now!](#)

group discussions, valuable networking opportunities, and an inspirational keynote by Simon T. Bailey.

On Wednesday, Olympic gold medalist and former YMCA VP of Aquatics Rowdy Gaines officially kicks off the conference at the 1:00 pm opening of exhibits.



The Heart of Florida's Gulf Coast

Unlock Tampa Bay, the heart of Florida's Gulf Coast. Discover blue skies and sunshine, a sparkling waterfront, world-class chefs, family fun, and a century of Cuban culture. Take the streetcar into Historic Ybor City for delicious dining, local shopping, and lively nightlife, or enjoy the unique eateries, museums, and scenery

along the 2.7 mile Tampa Riverwalk.

Take advantage of NAYDO's optional group Cuban dinner in Ybor City on Wednesday or the dinner cruise for a beautiful view of the city on Thursday evening.



Steps from the hotel entrances, take a waterfront walk, jog or bike ride along the Tampa Riverwalk on your own or with a NAYDO group. Stop for a bite to eat at the new, innovative Sparkman Wharf, or grab a drink on your way to the Friday night party sponsored by Daxko at The Florida Aquarium.

Rent a kayak, boat, or paddleboard to explore the Hillsborough River. If you are up for more adventure, grab a ride-share or hop in your car to check out the thrills of Busch Gardens Tampa Bay theme park and wildlife center or the beautiful St. Petersburg or Clearwater sandy beaches – all less than 45 minutes away. With all you will learn and see in Tampa Bay, you may never want to leave!



Registration is Open Now

Use the Register link to go directly to the NAYDO 2022 Registration Form.

For fees and more information, select the Registration & Membership tab at the top.

Quick Links

NAYDO Conference Links:

[Conference Registration](#)
To reserve spaces without attendee names – before registering, email info@naydo.org with the number of spaces needed to receive a custom code

[Hotel Reservation](#)

[Sponsorship or Exhibit Booth Reservation](#)

NAYDO Association Membership Links:

Step 1: Association Contact Only:
[Join as an Association Member](#)

Step 2: All Staff and Volunteers:
[Activate Member Benefits](#)

For YMCAs That Are Not NAYDO Association Members:

[Join as an Individual Training Subscriber](#)

December 6 Deadline Links:

[Conference Financial Assistance Application](#)
[Young Professionals Class of 2022 Application](#)
[Communications Contest Entry Form](#)
[Eagle Award Nomination Form](#)

Conference Schedule at a Glance

Express Registration/Information Center will be open Tuesday evening, April 5 from 7:00–9:00 pm

Wednesday | April 6

First-Time Attendees Orientation

A short, virtual orientation session will be available in March to provide tips on getting the most out of the Conference and answer frequently asked questions. It will be recorded, so you can listen at your convenience.

- **Registration & Welcome Center Open**
- **Philanthropy Live!** | Community Projects
- **YMCA Impact Tours**
Optional and additional fee required
- **Philanthropy School Fundamentals**
Open to non-conference attendees for a fee
- **Conference Kickoff Reception** | 1:00 pm
In the Exhibit Area featuring Rowdy Gaines
- **Sponsor Showcase**
Workshops & Mini-Workshops
- **Network Hot Topics** | Round A
- **Philanthropy Live!** | Part One
The Anti-Racist Y: The Work Ahead
- **Cuban Dinner and Historical Ybor City Tour**
Optional and additional fee required
- **Young Professionals Under 40 Trivia Night**

Thursday | April 7

- **Exhibits Open** with Breakfast Snacks
- **Hot Topics** | Rounds B and C
- **Workshops** | Round 1
- **Luncheon and General Session**
Featuring Keynote Simon T. Bailey
- **Workshops** | Round 2
- **Exhibits Open** with Cash Bar and Raffle Winners Announced
- **Workshops** | Round 3
- **Dinner Cruise**
Optional and additional fee required



Friday | April 8

- **Last Chance to See Exhibits**
Continental Breakfast
- **Professional Development Series**
- **Workshops** | Rounds 4 and 5
- **Impact Awards General Session & Luncheon**
Plus NAYDO 2023 Preview
- **Network Philanthropy Forums** | Round 6
- **Under the Sea Soiree** | 6:30–9:30 pm
Closing Party at The Florida Aquarium
Includes enough food for a light dinner, beverages, cash bar and entertainment

As the sun sets on NAYDO 2022, dive into an evening of enchantment at The Florida Aquarium! Start your evening with a walk to the aquarium along Sparkman Wharf where you can enjoy a drink or snack at a bar, visit specialty shops and enjoy the scenery. At the Aquarium, grab a drink and a bite to eat as you explore all the aquarium has to offer: the Wetlands Trail; the Coral Reef; Journey to Madagascar; and the rooftop terrace overlooking the beautiful Tampa Bay. The Aquarium is within walking distance, but you can take the streetcar, water taxi or a NAYDO bus on a continuous loop.



Saturday | April 9

- **Express Registration/Information Center Open**
- **St. Petersburg Pier & Downtown Experience**
Optional and additional fee required
- **Sightseeing on Your Own**



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 the most current list of sponsors and links to their websites.

Confirmed as of August 1, 2021



Premier Sponsors

Daxko

Keynote General Session
Friday Party
Year-Round Webinar Series

DBD Group

Philanthropy School Fundamentals
Special thanks to DBD for donating a portion of proceeds from every DBD Virtual Annual Giving Academy registration to NAYDO

Gro

Impact Awards General Session
Impact Tours
Operations Network

The Redwoods Group

Philanthropy Live!
International/Diversity, Equity, Inclusion Network

General Session Sponsors

Daxko

Keynote General Session

Gro

Impact Awards General Session

Major Sponsors

Arthur J. Gallagher Risk Management Services

Registration/Information Center

Great American Insurance Group

Brochure

Network Sponsors

American City Bureau

VIP (Board Members & Volunteers)
Smaller YMCAs (Under \$4M)

CSG Urban Partners

Staff New to Leading YMCA Development

CampMinder

Camp Professionals

Christensen Computer Company Inc.

Program & Membership Staff

Colaluca & Associates, Inc.

Young Professionals (Staff & Board under 40)

Grant Professionals Association

Grant Writers Group

Gro

Operations Staff

Radar Promotions

Marketing & Communications

The Redwoods Group

International/Diversity, Equity, Inclusion

Specialty Sponsors

CampDoc

Medical Advisor

CampMinder

Camp Professionals Reception

Capital Campaign Toolkit

Conference Registration Scholarship

Doc Morgan Inc./Pins of Acclaim

Commemorative Pin

FourSquare Research, Inc.

Schedule at a Glance

StickersandMore.com

Signage

Traction Rec

Opening Reception

Workshop Sponsors

American Fundraising Foundation – AmFund

Blackbaud

Classy

Daxko

Lucidpress

MaestroSoft – An Arreva Company

ReClique Solutions

The Redwoods Group

Mini Workshop Sponsors

Employment Screening Alliance – ESA

Ter Molen Watkins & Brandt, Inc.

Conference Exhibitors

Premier Exhibitors

[Daxko](#)[DBD Group](#)[EGYM](#)[Gro](#)[Matrix Fitness](#)[ReClique Solutions](#)[The Redwoods Group](#)[Traction Rec](#)[True & Octane Fitness](#)

Exhibitors

[AAI/Spalding](#)[ACTIVE Network](#)[American City Bureau](#)[American Fundraising Foundation – AmFund](#)[Arthur J. Gallagher Risk Management Services](#)[Blackbaud](#)[Bloomerang](#)[CSG Urban Partners](#)[CampDoc](#)[CampMinder](#)[Christensen Computer Company Inc.](#)[Classy](#)[Convergent Nonprofit Solutions](#)[Core Health and Fitness](#)[Crescendo Interactive Inc.](#)[Efficient Air Systems, Inc.](#)[Employment Screening Alliance \(ESA\)](#)[Expresso](#)[Flaghouse, Inc.](#)[Gabriel Group](#)[Great American Insurance Group](#)[HD Supply](#)[IU Lilly Family School of Philanthropy](#)[Life Fitness](#)[Lucidpress](#)[MaestroSoft – An Arreva Company](#)[MyZone](#)[NAYDO 2023–Visit Houston!](#)[Precor](#)[Radar Promotions](#)[SCORE SPORTS](#)[SOCIY](#)[Speed Stacks, Inc.](#)[Springfield College](#)[StickersandMore.com](#)[Swagdog](#)[TEC Services](#)[Ter Molen Watkins & Brandt, Inc.](#)[Watchytt Systems](#)[YMCA Retirement Fund](#)[YMCA of the USA Financial Development](#)[YMCA of the USA World Service & Sioux YMCA/Doc Morgan, Inc. – Pins of Acclaim](#)

Display Only Exhibitors

[Capital Campaign Toolkit](#)[Colaluca & Associates, Inc.](#)[YMCA of Greater Tulsa](#)

A Historical Context to the Tulsa Race Massacre



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.

General Sessions

TAMPA

Wednesday | 1:00 pm

Conference Kickoff Reception: In the Exhibit Hall

Sponsor: Traction Rec

Featuring: Rowdy Gaines

Swimming's greatest ambassador and
YMCA Alumni

If you watched the Tokyo Olympics this
summer, you saw Rowdy Gaines as an NBC
Sports swimming

analyst. But, did you know that throughout
the 1980s Rowdy was the fastest swimmer
on the planet, holding
World and American
records and winning 3
Olympic gold medals?
He was inducted



into the U.S. Olympic Hall of Fame and the
International Swimming Hall of Fame with
accomplishments too lengthy to list.

From 2013–2019, Rowdy served as Vice
President of Aquatics for the Central Florida
YMCA. He is eager to meet attendees by the
Exhibits Hall stage following his inspirational
message there.

Be in the exhibit hall by 1:00 pm, so you
don't miss this unique kickoff for the
NAYDO 2022 Conference.

[View Rowdy Gaines' biography](#)

Thursday Lunch | 12:30–2:15 pm

Keynote Session: Inspiration from Simon T. Bailey

Sponsor



"Find Your SPARK: Create Donors and Members with Love for Life"

In today's world, there's
no place for lackluster
performance, half-brilliant
contributions, or low-level
service. When you find your SPARK, you shine brilliantly
and realize your purpose is to surpass all expectations and
create memorable moments that surprise and delight.

SPARK is a human experience learning system based on
Simon T. Bailey's 30+ years in the hospitality industry.
As the former Sales Director for Disney Institute, Simon
will teach you this easy "SPARK" framework that you and
your team can implement. Learn tangible examples and
stories on how to embed the SPARK mindset into your
YMCA and create donors and members for life. Simon is a
breakthrough strategist whose life's purpose is to teach
people how to be fearless and create their futures. He
inspires leaders and is the author of 10 books including
his recent "Be the SPARK: Five Platinum Service Principles
for Creating Customers for Life." It's time to rekindle your
passion and Be the Spark that creates the change you
want to see in yourself, your YMCA, and the world.



Friday Lunch | 12:30–2:30 pm

Impact Awards Session and NAYDO 2023 Preview

Sponsor



"Recognizing and Promoting Excellence in Fundraising"

See and hear inspiring YMCA
success stories and get a sneak
peek at the 2023 NAYDO Conference in Houston.
This session features the best in YMCA fundraising
through NAYDO's Eagle Awards for Excellence in
Fundraising and the Communications Awards that
highlight success in communicating the YMCA cause.

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.

NAYDO Communications
Awards are presented to
YMCAs of every size to
recognize their efforts at
all levels of philanthropy.
Communicating our cause is
essential for enhancing the
YMCA's value in any community.



NAYDO 2023 | Houston, Texas

Save the Dates:
Tuesday–Friday | April 11–14, 2023

The stars at night
are big and bright
deep in the heart of
Texas!

The YMCA of
Greater Houston
is excited to
host y'all at the
Marriott Marquis
in the heart of
Space City. Your H-Town NAYDO experience
will help you lasso in your donors for a
bigger campaign with a bigger impact in your
community, because everything is bigger in
Texas! NAYDO 2023 begins Tuesday and
ends with a Thursday night celebration you
don't want to miss!



NAYDO Impact Award Entries

Deadline for entries is December 6, 2021

Questions about the Communications Contest? Contact the Co-Chairs:
Christina Harley, CFRE | christina.harley@swo.ymca.ca
Molly Thompson | molly.thompson@ymcatriangle.org
[Communications Awards categories, criteria, and entry form](#)

Questions about the Eagle Award? Contact the Eagle Awards Chair:
Shelly McTighe-Rippengale | smcrip@ymcasd.org | 619 403 0447
[Eagle Award criteria and entry form](#)

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. These sessions are divided into three components:

- **Hot Topics Facilitated Discussions**
- **Philanthropy School Fundamentals** | See page 8
- **Educational Track Workshops** | See page 9

Note: All times listed in this brochure are Eastern time zone

Educational Sessions

Educational tracks are designed to guarantee that all aspects of YMCA financial development are covered.

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

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 applicable to any level of financial development experience unless noted as:

Intermediate – 5 years of experience

Advanced – 15 years of experience

For questions, contact the Educational Tracks Chair:
Stephanie Mills | YMCA of Southern Arizona
stephaniem@tucsonymca.org

Certification Credit

CFRE Certification Credit

Approved conference sessions provide Certified Fund Raising Executive (CFRE) certification credit. Details will be provided in the Advance Packet. See page 12 for a workshop to learn more about becoming CFRE certified.



Y-USA Leadership Certification Credit

For U.S. YMCA staff, the NAYDO Conference earns you 16 Leadership Certification Credits. The NAYDO Conference counts as an elective for the Organizational Leader Bridge Program and counts as recertification credit for the Multi-Team and Branch Leader or Organizational Leader certifications. For this to show up properly on your YMCA of the USA transcript, you will need to provide the following information on your NAYDO Conference registration form: date of birth and email address. If left blank, NAYDO cannot submit your record to Y-USA.

For any questions, contact:
leadershipcertification@ymca.net

Hot Topics Facilitated Discussions

Searching for ideas or new strategies? Have successes or other learnings you can share with other Ys? Look no further because 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 at our YMCAs. There are three rounds of Hot Topics:

Wednesday

Round A: Network Hot Topics | 3:00–4:15 pm
Includes an introduction/overview of the network you select and topics suggested by the network members

Thursday

Round B | 8:30–9:15 am
Round C | 9:45–10:30 am (Topics are repeated)

The list of Hot Topics is finalized at a later date to ensure content is relevant at the conference. The list is included in the Advance Packet. Contact info@naydo.org in fall 2021 if you have a topic to recommend or would like to serve as a Hot Topic Facilitator or Recorder (roles are described on page 18).

Danielle Robello | Hot Topics Coordinator
NAYDO Young Professionals Alumni

Wendy Cornett-Marquitz, CFRE | Council Liaison
Gateway Region YMCA

Educational Sessions: Fundamentals

Sponsor



Philanthropy School Fundamentals

Advance sign-up is required

No fee if you are registered for the Conference

\$50 fee if you are NOT registered for the Conference

Session earns 2 hours of CFRE certification credit

Non-Conference Attendees can register using the conference registration link and selecting Special Event Only. The \$50 fee covers one Fundamentals session and access to the exhibits and the Wednesday Opening Reception.

Be better prepared for the conference and your Y responsibilities by experiencing Philanthropy School.

If your role has changed or you need a refresher, the fundamentals are for you. 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.

Wednesday | 9:15–11:15 am

Annual Support Fundamentals

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

Andrew Powers | YMCA of Greater Rochester

Jan Brogdon, CFRE | DBD Group

In this session, you will assess your existing annual support campaign to determine your next steps in strengthening your Y's internal capacity to raise more money from donors who will become loyal and increase their giving over time. Learn campaign planning steps for staff and volunteers and how to articulate the case for support. You will build confidence in your ability to effectively ask for philanthropic gifts. Planning template ideas and local Y examples of successful strategies will be presented.

Endowment & Planned Giving Fundamentals

Audience: NFD,EX,BD,FV,SMY

Wendy Cornett-Marquitz, CFRE | Gateway Region YMCA

Robyn Furness-Fallin, CFRE | DBD Group

This session will discuss the fundamentals for building an endowment and legacy giving program at your Y. Included will be the basic elements and best practices for implementing a successful endowment program, including identifying and cultivating prospects. You will assess your current program to identify areas to begin or improve and discover useful resources that can help strengthen an endowment program.

Grants Fundamentals: Navigating a Grant from Start to Finish

Audience: NFD,SFD,PM,EX,SMY

Steve Conrad | Valley of the Sun YMCA

Erin Laumer, LMSW | YMCA of the USA

Grants Fundamentals takes you through the basic steps of the grant process, from research to stewardship. It is aimed at helping individuals who are new to writing grants and anyone interested in learning how to write a proposal and be awarded a grant. You'll learn prospecting tips and tactics, proposal basics, stewardship do's and don'ts, and how to close out a grant.

Board Development Fundamentals: Strong Boards Fundraise More

(Designed for Board Members and Staff)

Audience: NFD,EX,BD,FV,SMY

Brian Saber | Asking Matters

Michael Hood (VIP) | YMCA of San Diego County

Join popular NAYDO presenter and board development expert Brian Saber and YMCA of San Diego County Board Member and NAYDO's VIP (Volunteer In Philanthropy) Chair Mike Hood for an interactive workshop on board development to maximize your board's effectiveness. Learn best practices in board recruitment, orientation, giving and fundraising. Gain a better understanding of the role of the board in relation to the role of staff. Discover how to use the Asking Styles profiles of board members to strengthen the board's work. This informative session will answer key questions:

- What are the keys to board recruitment, onboarding, and training?
- What are the pros and cons of a board giving policy?
- How do you overcome the resistance to or anxiety of being asked to raise more money?
- What is the personality profile and leadership style of the board chair and executive director, and how can their roles complement one another?
- How can you build camaraderie and a stronger team?

Educational Sessions: Wednesday

Educational Track Workshops

Educational tracks are designed to guarantee that all aspects of YMCA financial development are covered. Presenters have identified the groups their material will be most helpful for using Audience and Experience Level Codes found below the track name in each session listing. [See page 7 for the codes.](#)

Content does overlap, so be sure to review the workshop descriptions and outcomes posted at naydo.org. Do not rely on the title alone to decide which ones to attend.



Special Sessions

1:30–2:30 pm

Communicable Diseases: Not Just Covid-19

Audience: PM,EX

Dr. Michael Ambrose | CampDoc

Dominic Seipenko | CampDoc

4:30–5:30 pm

Philanthropy Live! Part 1: The Anti-Racist Y in 2022

Sponsor: The Redwoods Group

Kevin Trapani, Moderator | The Redwoods Group

Panel TBD

4:30–5:30 pm

Young Professionals Class of 2022 Orientation

Bruce Ham | YMCA of the Triangle

Courtney Cordero (YPP Alumni) | YMCA of San Diego County

Sponsor Showcase Mini Workshops

1:45–2:15 pm

The Importance of Staff & Volunteer Background Screening

Daniel Paulsen | Employment Screening Alliance (ESA)

2:30–3:00 pm

Campfire Stories—Compelling Donor Narratives

Amy Funk | Ter Molen Watkins & Brandt, LLC

Meagan Downey | Ter Molen Watkins & Brandt, LLC

Sponsor Showcase Workshops | 1:45–2:45 pm

2022 and Beyond: Diversifying Your Fundraising Strategy

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

Deborah Marshall | American Fundraising Foundation (AmFund)

Kalley Dunn | American Fundraising Foundation (AmFund)

CORE: Save Money While Improving Operations

Audience: MC,PM,EX,SMY

Jonathan Hill | ReClique Solutions

Powering Purpose at Your YMCA

Audience: NFD,MC,PM,EX,SMY

Christy Brown | Daxko

Creating a Culture of Philanthropy Utilizing Raiser's Edge

Audience: Intermediate, NFD,SFD,EX

Lindsay Lewis | YMCA of Greater Houston

Tifne Ham | Blackbaud

How to Build Your Nonprofit Brand

Audience: MC,PM,EX

Christina Sanders | Lucidpress

Ten Common Pitfalls of Auctions, Golf Fundraisers and Fundraising Events

Audience: NFD,SFD,MC,EX,SMY

Jay Fiske | MaestroSoft, An Arreva Company

Why Peer-to-Peer Fundraising Retention is Your Next Big Priority

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

Cole Constantine | Classy

Educational Sessions: Thursday

11:00 am–12:00 pm | Round 1 Workshops

BOARD/VOLUNTEER DEVELOPMENT

What We Learned Raising \$25 Million: A YMCA Case Study

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

Debbie Sontupe | Match Nonprofit Consulting/YMCA Alumni
Zane Moore | YMCA of Bucks County

COMMUNITY BENEFIT

Philanthropy Live! Part 2–The Anti-Racist Y: How We Fund the Work

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

Kevin Trapani, Moderator | The Redwoods Group
Panel TBD

SPECIAL INTEREST

Federal Grants: How to Find, Apply, and Make the Case

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

Katie Adamson | YMCA of the USA
Elena Rocha | YMCA of the USA
Kevin Hogan | YMCA of Metropolitan Washington

SPECIAL INTEREST

Impact Report Strategy and Tactics

Audience: NFD,SFD,MC,PM

Lynne Wester | Donor Relations Guru Group

MARKETING & COMMUNICATIONS

Nonprofit Videos (on a Budget) that Engage and Retain Donors

Audience: MC,EX,SMY

Steven Shattuck | Bloomerang

MAJOR & PLANNED GIFTS

How to Structure a Successful Bequest Campaign

Audience: NFD,SFD,MC,FV

Suzanne Nunn (VIP) | YMCA of Greater Long Beach
Alfredo Velasco | YMCA of Greater Long Beach

COMMUNITY BENEFIT

Theory of Change, the New Case for Support?

Audience: Intermediate, SFD,EX,BD,FV

Todd Gray | One Hope United/YMCA Alumni

ANNUAL SUPPORT

Bridging the Gap–Inspiring Members to Become Donors Post Pandemic

Audience: NFD,PM,EX,FV,SMY

Barbara O'Reilly | Windmill Hill Consulting
Alexandra Moore, CFRE | YMCA of Greater Richmond

CAPITAL (CAMP)

Capital Fundraising Success: Leading Beyond Crisis

Audience: Advanced, SFD,EX,BD,FV

Carrie Rossman | YMCA of the Rockies
Julie Watkins | YMCA of the Rockies

2:45–3:45 pm | Round 2 Workshops

BOARD/VOLUNTEER DEVELOPMENT

Staff/Volunteer Synergy: Making the Partnership Work for Your Y

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

Shelly McTighe-Rippengale | YMCA of San Diego County
Michael Hood (VIP) | YMCA of San Diego County

ANNUAL SUPPORT

Things I Wish I Had Known About Nonprofit Fundraising

Audience: NFD,EX

Randy Klassen | Global Philanthropic/YMCA Alumni
Dean Dodge | YMCA Saskatoon

MAJOR & PLANNED GIFTS

Latest Trends in Endowment Development and Planned Giving

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

Robyn Furness-Fallin, CFRE | DBD Group/YMCA Alumni

MARKETING & COMMUNICATIONS

Facebook Fundraisers: A Case Study

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

Adam Clevenger, CFRE | Loring Sternberg/YMCA Alumni

COMMUNITY BENEFIT

Scoring State and Local Grant Funding

Audience: NFD,SFD,EX,BD,SMY

Marisa Fink, Ed.D. | Oregon Alliance of YMCAs

ROUND 2 WORKSHOPS CONTINUE NEXT PAGE

Educational Sessions: Thursday

2:45–3:45 pm | Round 2 Workshops, continued

ANNUAL SUPPORT

Grow Your Monthly Giving Program from Good to Great

Audience: NFD,SFD,MC,PM,EX

Erica Waasdorp | A Direct Solution

CAPITAL

A Small Y's Capital Success Story: Always Forward, Never Straight

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

Marcia Drozdowski | Carlisle Family YMCA

Cate Mellen | Carlisle Family YMCA

CAPITAL

7 Steps to Planning a Successful Capital (or Comprehensive) Campaign

Audience: SFD,EX,BD,FV

Amy Eisenstein, ACFRE | Capital Campaign Toolkit

SPECIAL INTEREST (CAMP)

Building Synergy Between Association Development and Overnight Camp

Audience: NFD,SFD,MC,EX

Elizabeth Cochran | YMCA of Greater Cincinnati

Alison Hansen | YMCA of Greater Cincinnati

Elizabeth Day | YMCA of Greater Cincinnati

4:15–5:15 pm | Round 3 Workshops

BOARD & VOLUNTEER DEVELOPMENT

Me+3, An Easy Framework for Engaging Campaigners

Audience: NFD,PM,EX,SMY

Kristen Aquino | YMCA of Western North Carolina

Volunteer TBD

COMMUNITY BENEFIT

Positioning the Y for Collective Impact

Audience: Intermediate, SFD,PM,EX,BD

Jorge Perez | YMCA of Greater Cincinnati

MAJOR & PLANNED GIFTS

The Multi-Million Dollar Case for Support

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

Brad Toft | YMCA of Greater Toledo

John Biggins | American City Bureau

MARKETING & COMMUNICATIONS

The Lucrative Art of Donor Stewardship, Storytelling & Reporting

Audience: NFD,MC

Rachel Muir, CFRE | Makeover My Fundraising

SPECIAL INTEREST

Small Y with "BIG Y" Mentality

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

Kelly Millington, CFRE | Eastern Carolina YMCA

Erin Langley | Eastern Carolina YMCA

SPECIAL INTEREST

Creating Partnerships & Collaborations for New Programs & Facilities

Audience: Intermediate, PM,EX,SMY

Kimberly Armitage | YMCA of Metropolitan Denver

ANNUAL SUPPORT

Developing a 10-Year Annual Campaign Vision Plan

Audience: Intermediate, SFD,EX,BD,FV

Sallie Ransom | YMCA of the Triangle

CAPITAL

Stay With Us—Donor Navigation as Capital Campaign Projects Change

Audience: Advanced, SFD,EX,FV

Darlene Hepburn | YMCA of Greater Vancouver

Volunteer TBD | YMCA of Greater Vancouver

SPECIAL INTEREST (CAMP)

Funding Equity in Outdoors Initiatives

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

Anthony Taylor | Y of the North

Matt Popleton | Y of the North/Camp Widjiwagan

Educational Sessions: Friday

Professional Development Series

8:00–8:45 AM

Interested in Serving on the NAYDO 2023 Conference Committee?

Mary Zoller | NAYDO

Greg Coop | YMCA of Greater Houston

Kim Lagunas | YMCA of Greater Houston

8:00–8:45 AM

Building Relationships with Government Officials: An Essential Skill for Development Professionals

Kelly Kennai | YMCA of the USA

Kristin Hurdle | YMCA of the USA

8:00–8:45 AM

CFRE–Requirements to Become a Certified Fund Raising Executive

Sheri Noer, CFRE | YMCA of the USA

Michelle Curtis, CFRE | YMCA of Greater St. Petersburg

9:15–10:15 am | Round 4 Workshops

CAPITAL

"Igniting a Healthy Legacy"—Sustainability/Endowment/Capital in One Campaign

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

Andrew Fisher | YMCA of the Okobojis

Nick Zimmer | American City Bureau/YMCA Alumni

John Biggins | American City Bureau

COMMUNITY BENEFIT

Creating a Case That Counts

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

Angie Peters | Gateway Region YMCA

MAJOR & PLANNED GIFTS

Transformational Gifts That Forever Change Communities

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

Robbie Gill | YMCA of the Chesapeake

MARKETING & COMMUNICATIONS

Discovering Data That Drives Donors

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

Rob Totaro | Alliance of New York State YMCAs

SPECIAL INTEREST

Understanding Donor Motivation & Decision Making

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

Susan Waschler | Valley of the Sun YMCA

Bryan Madden | Valley of the Sun YMCA

ANNUAL SUPPORT

Transformation from Fundraising to Philanthropy: A Y Lifer's Awakening

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

Wendy Bart | Olympic Peninsula YMCA

SPECIAL INTEREST (CAMP)

Donor Segmenting & Strategies for Annual Campaigns at Camps

Audience: NFD,SFD,EX,FV,SMY

Jeff Pereles, CPA, CFRE | Camp Manito-wish YMCA, Inc.

Beth Rondello | Camp Manito-wish YMCA, Inc.

CAPITAL

Funding for YMCA Capital Projects

Audience: Advanced, SFD,EX,BD,FV

Rod Grozier | Gro

Ed Crouch | Not For Profit Strategic Planning

Bryan Huffman | YMCA of the Triangle

BOARD & VOLUNTEER DEVELOPMENT

Asking Rights: The Secret to Raising More Money

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

Tom Rasler | Convergent Nonprofit Solutions

10:45–11:45 am | Round 5 Workshops

BOARD & VOLUNTEER

Your Best Board Now (How, When, & Why)

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

David Foster | Greater Wichita YMCA

Steve Chiles (VIP) | YMCA of Greater Oklahoma City

SPECIAL INTEREST

Critical Partners: Finance & Financial Development

Audience: NFD,SFD,EX,BD

Brian Keel | DBD Group/YMCA Alumni

Bruce Berglund, CFRE | DBD Group/YMCA Alumni

Panel TBD

MAJOR & PLANNED GIFTS

Setting Up a Successful Mid-Level Giving Program

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

Barbara O'Reilly | Windmill Hill Consulting LLC

MARKETING & COMMUNICATIONS

Transformational Storytelling

Audience: MC

Jorge Perez | YMCA of Greater Cincinnati

Jeff Saunders | YMCA of Greater Cincinnati

MARKETING & COMMUNICATIONS

Member to Donor 2022: Engaging & Communicating Impact

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

Mary Kay Polston, CFRE | Alliance of New York State YMCAs

ROUND 5 WORKSHOPS CONTINUE NEXT PAGE

Educational Sessions: Friday

10:45–11:45 am | Round 5 Workshops, continued

SPECIAL INTEREST

Post Pandemic Grantwriting for New or Continuing Funding

Audience: NFD,SFD,EX,SMY

Erin Laumer, LMSW (YPP Alumni), Moderator | YMCA of the USA

Kevin Hogan | YMCA of Metropolitan Washington

Steve Conrad | Valley of the Sun YMCA

Shane Nelson | YMCA of Moore County

SPECIAL INTEREST

Create a Culture of Philanthropy: Become a Workplace Influencer

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

Tec Clark | Tec Clark, Inc./YMCA Alumni

CAPITAL

A Mid-Size Y Comprehensive Campaign Story—It CAN Be Done!

Audience: NFD,EX,BD,FV,SMY

Nat Auten | YMCA of Catawba Valley

Gerry Knox | YMCA of Catawba Valley

Rick Kiernan | Convergent Nonprofit Solutions

SPECIAL INTEREST (CAMP)

Running and Completing a Camp Capital Campaign

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

Zach Klipsch | Sherman Lake YMCA Outdoor Center

Carrie Hybels | Sherman Lake YMCA Outdoor Center

3:00–4:00 pm | Round 6 Philanthropy Forums

Philanthropy Forums provide a unique opportunity for each NAYDO Network to share what they have learned, brainstorm how to implement those learnings, and offer recommendations on how NAYDO might assist them post-conference.

PHILANTHROPY FORUM

Operations Network

Bill Powell | YMCA of Greater Cincinnati

Greg Coop | YMCA of Greater Houston

PHILANTHROPY FORUM

VIP (Volunteers in Philanthropy) Board Members Network

Mike Hood (VIP) | YMCA of San Diego County

Rick Callebs | YMCA of Greater Spartanburg

PHILANTHROPY FORUM

Smaller YMCAs (Under \$4M) Network

Angie Lassley | YMCA of Salina, KS

Paul Andresen | NAYDO Alumni/Retiree Team

Shane Nelson | Moore County YMCA

PHILANTHROPY FORUM

Young Professionals Class of 2022

Bruce Ham | YMCA of the Triangle

Courtney Cordero (YPP Alumni) | YMCA of San Diego County

PHILANTHROPY FORUM

Grant Writers Group Network

Erin Laumer, LMSW (YPP Alumni) | YMCA of the USA

Kathe Elwell, CFRE | YMCA of the USA

PHILANTHROPY FORUM

MarCom Professionals Network

Carrie Collins, CFRE | YMCA of Northwest North Carolina

Beth Casper | Eugene YMCA

PHILANTHROPY FORUM

Program & Membership Staff Network

Sarah Grai | NAYDO Alumni Team

Leslie Bryant | YMCA of the Virginia Peninsulas

Rachel Bowman | YMCA of Coastal Georgia

PHILANTHROPY FORUM

Camp Professionals Network

Beth Rondello | Camp Manito-wish YMCA, Inc.

Cory Harrison | YMCA of Greenville

Sallie Ransom | YMCA of the Triangle

PHILANTHROPY FORUM

New to Leading Y Development Network

Pam Hearn, CFRE | YMCA of Greater Monmouth County

Darlene Hepburn | YMCA of Greater Vancouver

GLOBAL PHILANTHROPY FORUM

International/Diversity, Equity, Inclusion Network

Mary Tikalsky | YMCA of the USA

Antonio Merino (YPP Alumni) | LACA

Renata Ferrari | YMCA of the USA

NAYDO Networks Year-Round

NAYDO Networks

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

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

Erica Halpern | Networks Coordinator
YMCA of Greater New Orleans
ericah@ymcaneworleans.org

Genette Comfort | Council Liaison
YMCA of Metropolitan Washington
genette.comfort@ymcadc.org

Year-Round Networking Sessions

For the September 2021–August 2022 NAYDO Year, each network has 4 events:

Networks Annual Kickoff

NAYDO Networks Virtual Kickoff Event
October 26, 2021 | 3:00–4:30 pm Eastern

Join in the official kickoff of the 2021–2022 NAYDO Networks. After a 5-minute overview of NAYDO networks, Jordan Sommaggio, Community Development Director with the YMCA of Southern Nevada, will introduce everyone to several **Developments in Development**. These cross-cutting issues then will be discussed by each network in their own breakout groups. Though you may be part of several networks, you will select only one when you register for this event.

Make sure you have activated your membership benefits for the NAYDO year that started September 1, 2021, and then use this link to register:

[Register for the Kickoff Event](#)

Pre-Conference

Between November 1–March 1, each network will offer one of the following **VIRTUAL** events:

- Network-specific webinar
- Q&A session
- Hot Topics session
- Whatever the network decides would be most helpful

During the Conference

Network members registered for the conference will have two additional opportunities:

- **Networks Hot Topics**
Wednesday | 3:00–4:15 pm
On the first day of the conference, participate in a Hot Topics session focused on topics recommended by network members.
- **Networks Philanthropy Forums**
Friday | 3:00–4:00 pm
Philanthropy Forums are large group facilitated discussions on ways to implement what you have learned and what you would like NAYDO to do post-conference and at NAYDO 2023 related to that specific network.

Post Conference

Between May–July, each network will offer one of the following **VIRTUAL** events:

- Network-specific webinar
- Q&A session
- Hot Topics session
- Whatever the network decides would be most helpful

NAYDO Young Professionals Class of 2022

A special program separate from the Young Professionals Network

Young Professionals Program

The 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 Deadline

Apply by December 6, 2021 and you will receive notification of selection by December 31, 2021

If your YMCA has special circumstances making it impossible to meet the December 6 deadline, contact:
NAYDO Office
info@naydo.org | 504 464 7845

Application Requirements

Your Y must be an Association Member or you must be a Virtual Training Subscriber registered for the conference to apply for the NAYDO Young Professionals Class of 2022.

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:

- Wednesday Class of 2022 Orientation
- Thursday Young Professionals Class of 2022 Career Hot Topics during Round B; Round C Mentoring Session is optional
- Friday Young Professionals Class of 2022 Philanthropy Forum

Use this link for details and the application form:

[NAYDO Young Professionals Class of 2022](#)

NAYDO Networks Year-Round

Network Leaders

Contact your network leaders for more specific details on year-round events or conference sessions.

Note to CEOs: There is no network specifically for CEOs since CEOs have many opportunities for networking as a group. Consider a focus on one aspect of your job to determine the best network for you.

Staff New to Leading YMCA Development | Sponsor: CSG Urban Partners

Council Liaison: **Pam Havlick Hearn, CFRE** | YMCA of Greater Monmouth County | phearn@ymcanj.org
 Coordinator: **Darlene Hepburn** | YMCA of Greater Vancouver | darlene.hepburn@gv.ymca.ca

Smaller Ys | Sponsor: American City Bureau (Under \$4M Independent Associations)

Council Liaison: **Angie Lassley** | YMCA of Salina Kansas | alassley@salinaymca.org
 Coordinator: **Paul Andresen** | Alumni & Retiree Team | pdandresen@gmail.com

Operations Staff | Sponsor: Gro

(COOs, District Vice Presidents, Branch and Associate Executives, Center Directors and other Operations staff)

Council Liaison: **Greg Coop** | YMCA of Greater Houston | greg.coop@ymcahouston.org
 Coordinator: **Bill Powell** | YMCA of Greater Cincinnati | bpowell@cincinnatiymca.org

VIP | Sponsor: American City Bureau

(Volunteers In Philanthropy: Board Members & Fundraising Volunteers)

Council Liaison: **Rick Callebs** | YMCA of Greater Spartanburg | rcallebs@spartanburgymca.org
 Coordinator: **Mike Hood (VIP)** | YMCA of San Diego County | mmchood@outlook.com

Grant Writer Group | Sponsor: Grant Professionals Association

Council Liaison: **Kathe Elwell, CFRE** | YMCA of the USA | kathe.elwell@ymca.net
 Coordinator: **Erin Laumer, LMSW** | YMCA of the USA | erin.laumer@ymca.net

Camping Professionals | Sponsor: CampMinder

Council Liaison: **Beth Rondello** | Camp Manito-wish YMCA, Inc. | beth.rondello@manito-wish.org
 Coordinator: **Cory Harrison** | Greenville YMCA | charrison@ymcagreenville.org
 Coordinator: **Sallie Ransom** | YMCA of the Triangle Area | sallie.ransom@ymcatriangle.org

Note: For the first time, NAYDO has identified one workshop in each round as **Special Interest-Camp** to better meet the needs of overnight camp professionals. Camping professionals also will have their own Network Reception sponsored by CampMinder on Wednesday, 4:30–5:30 pm.

Marketing & Communications Professionals | Sponsor: Radar Promotions

Council Liaison: **Carrie Collins, CFRE** | YMCA of Northwest North Carolina | c.collins@ymcanwnc.org
 Coordinator: **Beth Casper** | Eugene Family YMCA | beth@eugeneymca.org

Program & Membership Staff | Sponsor: Christensen Computer Company

Council Liaison: **Rachel Bowman** | YMCA of Coastal Georgia | rachelm@ymcaofcoastalga.org
 Coordinator: **Sarah Grai** | YMCA Alumni | sarahgrai@gmail.com
 Coordinator: **Leslie Bryant** | YMCA of the Virginia Peninsulas | leslie.bryant@ymcavp.org

Young Professionals | Sponsor: Colaluca & Associates, Inc.

(Staff and Board Members Under 40)

Council Liaison: **Bruce Ham** | YMCA of the Triangle | bruce.ham@ymcatriangle.org
 Coordinator: **Courtney Cordero** | YMCA of San Diego County | ccordero@ymcasd.org

All Young Professionals are invited to:

- Philanthropy Live! Project 1: Coastal Cleanup – Keep Tampa Bay Beautiful (A project exclusively for Under 40 Staff and Board Members) on Wednesday, 8:30 am–12:30 pm
- Young Professionals Network Hot Topics on Wednesday, 3:00–4:15 pm
- Young Professionals Trivia Night on Wednesday, 7:00–9:00 pm at a nearby bar

International/Diversity, Equity, Inclusion | Sponsor: The Redwoods Group

Council Liaison: **Antonio Merino** | Latin America and Caribbean Alliance of YMCAs | antonio.merino@lacaymca.org
 Coordinator: **Mary Tikalsky** | YMCA of the USA | mary.tikalsky@ymca.net

Due to pandemic limitations on international involvement in 2022, the focus of this network has been expanded to focus on the global issue of diversity, equity and inclusion.

See page 17 for more on social justice through Philanthropy Live!

Attendees from Outside the U.S.

When this brochure was completed, travel restrictions were in place. We hope conditions change and would like to keep you informed and updated on in-person or virtual participation.

Please email your name, YMCA and job title to info@naydo.org with the subject line: **International NAYDO Email List**

YMCA Impact Tours

Sponsor
gro

Wednesday | 8:45 am–12:00 pm

Impact Tour A | Spurlino Family YMCA – A LEED Gold Certified Location

Fee: \$25

Advance sign-up and payment required; includes tour and bus transportation

With achieving LEED Gold certification, the Tampa Metropolitan Area YMCA displayed responsible stewardship of the resources provided by generous donors.

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

Building green preserves natural resources and protects the health of Y members, guests, and staff within the Spurlino Family YMCA, named after the lead donor. With the encouragement of an environmentally-minded philanthropist, the \$16.4M Spurlino YMCA was built in an environmentally-friendly, responsible, and efficient manner. It features a 32,500-square-foot indoor facility in addition to a 30,000-square-foot outdoor aquatic center complete with an eight-lane lap pool, warm water therapy pool, and family fun pool offering a zero-depth entry and play features. Completed in collaboration with the Hillsborough Board of County Commissioners, outdoor amenities also include five athletic fields, a covered basketball court, two playgrounds, and two picnic pavilions.

LEED is the recognized global standard for high-performing green buildings.

Wednesday | 9:00 am–12:00 pm

Impact Tour B | First Tee–Tampa Bay

Fee: \$25

Advance sign-up and payment required; includes tour and bus transportation

A program branch of the Tampa Metropolitan Area YMCA since 1998, First Tee – Tampa Bay offers affordable and accessible golf opportunities to children from all socio-economic backgrounds and uses the inherent social and recreational values associated with the game to shape the lives of participants. The program utilizes golf to advance racial equality throughout Tampa by eliminating obstacles and providing access to resources otherwise elusive to many area youth. First Tee – Tampa Bay serves more than 74,000 children annually through outreach, camp programs, and tournament golf. Learn how this project was designed to address social justice issues from its inception.



Wednesday | 9:00 am–12:00 pm

Impact Tour C | Speer YMCA Preschool Academy

Fee: \$25

Advance sign-up and payment required; includes tour and bus transportation

Discover how an elementary school that had fallen into disrepair was purchased by the YMCA of Greater St. Petersburg and transformed through an “Early Counts” community fundraising campaign that included a significant gift from The Speer Foundation, culminating with \$2.5M raised for the Speer YMCA Preschool Academy. The Academy currently serves 105 children annually, ages 2-5, in a Black neighborhood where 50% of

students reside in single-parent households, and the median annual family income is \$35,000. For more information, contact: Michelle Curtis, CFRE CDO/VP of Philanthropy mcurtis@stpeteymca.org

Virtual Tours

In addition to the in-person tours, two additional virtual tour links will be available on the conference mobile app and post-conference at naydo.org.

Virtual Tour | Veggie Van

The Tampa YMCA launched Veggie Van, a mobile food market that ensures individuals most in need have access to nutritious produce by bringing it directly to them. It began in 2015 with conversations with funders interested in improving food security in Tampa and remains funded entirely through donations and grants from private foundations. In two years, the budget went from running a deficit to be fully funded and considering expansion. A partnership with Feeding Tampa Bay, a NAYDO Philanthropy Live! project site, provides most of the produce.

Virtual Tour | Camp C.O.A.S.T. and M.A.S.H. – Serving Persons with Diverse Abilities

YMCA of the Suncoast’s two signature programs serving youth and adults with diverse abilities were started by parents, supported by volunteers, and primarily funded by donors. Camp C.O.A.S.T., or Children On the Autism Spectrum Together, serves elementary and middle school age children who are neurodiverse. M.A.S.H., Mainstream Adults Sharing Hope, is designed for young adults ages 18 and older with diverse abilities with the goal they can live independently outside their home

when their parents are no longer able to care for them. This virtual tour will include personal stories of impact, development, and ongoing philanthropic support as well as some of the activities participants experience.



Philanthropy Live!

Sponsor



Wednesday 4:30–5:30 pm

Special Session Part 1 The Anti-Racist Y: The Work Ahead

Beginning in 2011, Philanthropy Live! has offered community service projects in the cities hosting NAYDO Conferences. In 2021 Philanthropy Live! took on the highly relevant issue of social justice in place of in-person projects. In 2022, we continue that discussion with two workshops and four in-person projects.

Kevin Trapani, Moderator
The Redwoods Group
Co-Founder & CEO

Panelists

At NAYDO 2021, a virtual session was offered in which a panel of racial equity leaders discussed the powerful role the Y can play in dismantling structural and systemic racism. It was clear during this session

that the work will take decades – so it is no surprise that the conversation continues. As the United States braces for another campaign season and the political divisiveness that goes with it, this workshop will explore what the Y's role is in lifting this conversation above and beyond partisan politics. Left and right, red and blue, rural and urban – each of us has a role to play in righting wrongs and moving our community and America forward. Explore how the Y can make it happen.

Visit the YMCA of Greater Tulsa Display: A Historical Context to the Tulsa Race Massacre

"All Together Better" is a creative display at NAYDO that recognizes a tragic time in the history of Tulsa. It inspires today's critical Y work to end systemic racism, bigotry, discrimination and hate, because stories re-told are stories not relived.

Workshop | Thursday 11:00 am–12:00 pm

Workshop Part 2 The Anti-Racist Y: How We Fund the Work

Kevin Trapani, Moderator
The Redwoods Group
Co-Founder & CEO

Panelists

The Y has a unique role to play in the fight against systemic racism. While others will rightly hold political debates about how and when to address past and current injustice, the Y can and must leverage its position as a trusted, apolitical, and yet deeply values-led movement to engage every community, and every demographic, in the important work of bringing our nation closer together. This is not just a strategic or moral imperative, but a powerful fundraising opportunity. In this session, we will explore how the Y can identify long-term funding and engaged partners to secure funds for this critically important work.

Unable to attend a Philanthropy Live! community service project? You can still make a difference!

Children's Book Donation: Bring a Book
Give the gift of reading to a child. The Host Y Hospitality Desk will accept donations for their Sulphur Springs Community School. Or make a money donation for a book to be purchased.

Virtual Reading Session

Sign up at the Host Y Hospitality Desk for a time to drop in and read a book on video. A room and book options will be provided. Kids can view videos on Tampa Y's YouTube channel.

Community Projects | Wednesday

Project 1: Coastal Cleanup – Keep Tampa Bay Beautiful

Exclusively for staff and board members under age 40

Wednesday | 8:30 am–12:30 pm
Advance sign-up required; water, snacks and transportation provided

One of the greatest threats to our planet is marine debris, which impacts our human health, tourism economy, water quality, and wildlife. It's estimated that 80% of marine debris comes from land-based sources, so tackling our plastic pollution problem begins with us. Philanthropy Live! volunteers will have the opportunity to see our coastal waters up close while restoring hope to the bay marine life by cleaning up the water and coastline.

Project 2: YMCA Camp Cristina– Inspire Adventure

Wednesday | 8:30 am–12:30 pm
Advance sign-up required; water, snacks and transportation provided

YMCA Camp Cristina, a 65-acre campus that includes horses, zip lines, trails, lakefront access, and more, provides an inclusive camp experience creating lifelong memories in an environment that awakens the imagination for more than 3,500 day campers. Additionally, afterschool services, swim lessons, and senior programs are offered. Camp Cristina proudly provides a home to six Gopher Tortoises, a threatened species. Conference attendees will have an opportunity to experience various opportunities that clean and protect the environment and help get the campus ready for campers.

Project 3: Feeding Tampa Bay–Distribute Hope

Wednesday | 8:30 am–12:00 pm
Advance sign-up required; water, snacks and transportation provided

One in 6 adults and 1 in 4 children are food insecure. Feeding Tampa Bay is working for a hunger-free community. The Tampa Y and Feeding Tampa Bay partner to distribute food throughout the county via the mobile Veggie Van, provide hot meals to three Y afterschool programs, and operate a food pantry in the Sulphur Spring Community School. Conference attendees will participate in sorting and packing essentials, ensuring all food is processed through the warehouse and placed in the hands of those who need it the most. Make a direct impact on the well-being of thousands of children, families, and seniors helped by this program. Do your part to help end hunger.

Project 4: Metropolitan Ministries–#Inspire Hope

Wednesday | 9:00 am–12:00 pm
Advance sign-up required; water, snacks and transportation provided

Metropolitan Ministries is a local nonprofit providing services to help homeless and at-risk children and families, no matter how serious their needs. These services include food, housing, teaching life skills, First Hug, ParentChild+, education, social enterprise, and more. They are vital for the 32,000 homeless men, women, and children in our communities. The Tampa Y provides membership and swimming lessons to the families housed at Metropolitan Ministries.

Conference attendees will have an opportunity to participate in:

- Food prep in a commercial kitchen designed by Outback Steakhouse that prepares 3,000 meals a day for on-campus families and additional sites
- Sorting donations for the Thrift Store, Food Boxes of Hope, and Outreach
- Serving community clients through the Outreach Metro Markets (free food and clothing stores)
- Cleaning and special outdoor projects (mulching, painting, etc.) alongside the environmental team
- Rocking babies to sleep and engaging young minds with activities in the PromiseLand Early Childhood Education Center

Volunteer Opportunities & Fitness Activities



Conference Volunteers

One in four conference attendees typically volunteers in some way, and we'd love your help! Sign up on your registration form.

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.

The following shifts are available:

Tuesday:

Shift 1 | 6:30–9:00 pm

Wednesday:

Shift 2 | 7:00–10:00 am

Shift 3 | 9:30 am–1:00 pm

Shift 4 | 12:30–4:00 pm

Shift 5 | 3:30–6:30 pm

Thursday:

Shift 6 | 7:00–10:00 am

Shift 7 | 9:30 am–1:00 pm

Shift 8 | 12:30–3:30 pm

Shift 9 | 3:00–6:30 pm

Workshop Volunteers

These roles take place during workshops on Wednesday, Thursday, and Friday and require downloading and use of the conference mobile app. A preconference virtual orientation will be scheduled by Session Volunteers Coordinator Susan Walters-Klenke.

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

Host – Serves as an usher and assists with attendee needs

Hot Topics Volunteers

These roles take place during Hot Topic sessions on Wednesday and Thursday.

Hot Topics Facilitator – Requires participation in onsite check-in and orientation meeting on day of Hot Topics you are facilitating. Recruitment is typically completed by January so, if interested, consider signing up in fall 2021.

Hot Topics Recorder – Requires you to identify in advance your Hot Topic choices. While participating in the Hot Topic discussion of your choice, you also take notes on key points for sharing with attendees not in the session. Notes taken must be submitted to NAYDO the same day.

Mentor for Young Professionals—Board Members and Staff Under Age 40

Consider signing up as a Mentor if you are a seasoned Y professional, board member or retiree who would like to spend 45 minutes talking one-on-one with a Young Professional during Thursday's Round C Hot Topics.

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, info@naydo.org or 504 464 7845, 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.

Fitness Activities

Take advantage of some of the best golf options available, or just keep your fitness regimen going during the conference.

Golf

Tuesday and Saturday

Golf enthusiasts and professionals from around the world come to Tampa Bay year-round to challenge the pristine golf courses, thanks to the area's temperate climate. Whatever your skill level, whatever your budget, the "Golf Coast" has the golfing option to fit your needs. For more information, visit:

[Tampa Bay Golf](#)



Lazy 10K – Walk, Jog or Run!

Tuesday through Saturday

Complete a 10K at your own pace over the course of your stay in Tampa. Participants who complete their 10K by Saturday, April 9, at 10:00 am will receive prizes. Visit the Host Y Hospitality Center onsite for more information.

Evening Fitness Class

Wednesday and Thursday

Group exercise classes are offered at the nearby Downtown YMCA. Stop by the Host Y Hospitality Desk for directions and class times.

Yoga

Thursday and Friday | 6:00–6:45 am

Yoga will be offered onsite at the hotel by a YMCA instructor. Mats will be provided.

Walk/Run Groups

Thursday and Friday | 6:00 am

Saturday | 8:00 am

Interested in walking or running with others? Sign up at the Host Y Hospitality Center to join a Tampa local and other conference attendees for a beautiful stroll or run on Bayshore and/or the Tampa Riverwalk.

Conference Registration

[Register Now!](#)

NAYDO 2022 Conference Rates

| Registration Type | Members & Virtual Subscribers Only October 1 – 28, 2021 | Regular Registration October 29 – January 31 | Late February 1 on |
|--|---|--|-----------------------|
| NAYDO Association Members and Virtual Subscribers | \$650 paid in full with one payment \$700 with a \$100 deposit; balance paid by Jan 31, 2022 \$50 for financial assistance applicants | \$700 paid in full with one payment \$750 with \$100 deposit by Dec 6; balance paid by Jan 31, 2022 \$50 for financial assistance applicants | \$775 |
| Other Attendees | Not Available | \$975 | \$1050 |
| Spouse and Guests | \$250 | \$250 | \$250 |

Dates to Remember

Members and Virtual Subscribers Only Registration Deadline: October 28, 2021*

Paying in full by this date provides the LOWEST RATE possible. Be sure your Y has re-enrolled and you have activated your membership benefits for the September 2021-August 2022 NAYDO year.

Contact info@naydo.org if unsure of your status.

*To reserve spaces without attendee names – before registering, email info@naydo.org with the number of spaces needed to receive a custom code

Deposit Only Option Deadline and Financial Assistance Application Deadline: December 6, 2021

Last day to reserve a lower rate with a \$100 deposit and pay balance in January; payment in full required after December 6. Applicants for financial assistance must pay a \$50 application fee by this date.

Registration Deadline: January 31, 2022

Registration after January 31 only if space is available; registration rate increases February 1. Names due by January 31 for any spaces reserved at hotel or registered earlier without a name. Registration balance is due – credit cards, checks and wire transfer payments are accepted.

Conference Registration Fees and Meals

Registration fees cover program and production costs, event mobile app access, participation in the Philanthropy School Fundamentals, General Sessions, Educational Workshops, Hot Topics, Exhibit Hall, Fitness Activities, Philanthropy Live! projects, Professional Development Series, and Friday's Closing Party at The Florida Aquarium.

Meals* covered by the registration fee include:

Wednesday

Opening Reception
Appetizers for a light late lunch

Thursday

Light breakfast and lunch

Friday

Continental breakfast, lunch, and enough food at the Closing Party for a light dinner

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

NAYDO offers several contests to win a free conference registration, so be sure to participate if your Y is in need of funds

Conference Financial Assistance

Application Deadline: December 6, 2021

Notification by January 7, 2022

A \$50 non-refundable application fee is due for each person applying for conference assistance.

A maximum of 3 people (staff or volunteers) can apply for financial assistance on one form from one Association. You may use a second form if you have additional people but priority consideration will be given to the first 3 to ensure more YMCAs can benefit from the assistance. NAYDO membership is required and all applicants must have activated their benefits for the NAYDO 2021-2022 year.

Financial Assistance Application Form

Conference financial assistance is available for:

- **Registration fee** (optional fees not available for assistance). Registration fee assistance is applied internally not sent to your Y.
- **Hotel room & tax** (to qualify, you must have a reservation at one of NAYDO's two hotels when you apply). NAYDO will pay the hotel directly but hotel will need your credit card on file for incidentals.
- **Travel** is given in the form of a check made payable to your Y for each person who receives travel assistance and must be picked up by that person at the conference check-in onsite.

For questions about financial assistance, contact:
Mary Zoller | Operations & Conference Director
504 464 7845 | info@naydo.org

Registration Substitutions

Deadline: March 9, 2022

Step 1: Using Confirmation, click on View or Modify then select TRANSFER to change name and email

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

After March 9, you must contact the NAYDO office to make a substitution: info@naydo.org

Registration Cancellations

If you need to cancel, use one of these three options:

Option 1 – Refund:

- Registration fees minus the \$100 non-refundable deposit will be refunded if NAYDO is notified by March 9
- Financial Assistance Application Fee of \$50 is non-refundable
- All other fees paid to NAYDO including the Spouse/Guest registration are fully refundable through March 9

Option 2 – Transfer to the 2023 Conference:

- Registration deposit + balance can be credited to your NAYDO 2023 registration if you meet this criteria:
- Your Y is a current Association Member and you have activated your benefits (not applicable to spaces held without names)
 - You notify info@naydo.org by March 9 of your cancellation and request a transfer of funds
 - Register by December 6, 2022 for NAYDO 2023 in order to have your funds credited

Option 3 – After the March 9 Deadline:

If you need to cancel after the deadline, contact the NAYDO office by April 1 for other options: info@naydo.org

NAYDO Membership Benefits

NAYDO Membership – For the Lowest Conference Rates

The NAYDO year is September through August. To make the most of your investment, sign up or re-enroll sooner rather than later. [View a complete listing of all NAYDO benefits.](#) Here are the two ways to participate in NAYDO:

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 applying for or receiving conference financial assistance.

All YMCA Association Member Contacts were asked to re-enroll in August or September for the new NAYDO year September 1, 2021–August 31, 2022. 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. Make sure that you have taken Step 2 and re-activated your membership benefits since mid-August 2021. One benefit of Association Membership is that it covers the cost of the Virtual Training Subscription described on this page for all staff and volunteers who activate their membership benefits.

To find your Y's current membership status or more information on Association Membership Assistance, contact the NAYDO Office:

Mary Zoller | Operations & Conference Director
504 464 7845 | info@naydo.org

Virtual Training Subscription

If your YMCA is not an Association Member, you can participate fully in NAYDO by paying \$120 annually for a Virtual Training Subscription. It is non-transferable. There are some differences in the benefits but not in how much you can learn!



NAYDO 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.

Upcoming webinars include:

October 21, 2021, 2:30 pm Eastern

Mastering Storytelling with Social Media to Invite Conversation, Connection & Conversion
Martine Cadet | Kaderique Media Boutique LLC

November 18, 2021, 2:30 pm Eastern

Rubber Stamps Don't Fundraise: Governance and Fundraising Go Hand in Hand
Brian Saber | Asking Matters

December 9, 2021, 2:30 pm Eastern

Setting Your Course in an Era of Disruption and Uncertainty
Damon Colaluca | Colaluca & Associates

January 20, 2022, 2:30 pm Eastern

The Lucrative Art of Thanking Donors
Rachel Muir, CFRE | Makeover My Fundraising

February 17, 2022, 2:30 pm Eastern

Busting Fundraising Myths
Adam Clevenger, CFRE | Loring Sternberg

March 17, 2022, 2:30 pm Eastern

Forever ALL Society: Multi-Year Annual and Endowed Giving
John Nitardy | YMCA of Metropolitan Dallas

- 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 Members Only resources on the NAYDO website.

For more information on year-round opportunities, visit [Ways to Participate](#) on the NAYDO website, or contact the NAYDO Office:

Kristen Obaranec, CFRE | Virtual Training Director
kristenobaranec@naydo.org

Hotels & Travel

Conference Hotels

Make Your Reservations Now

No payment required at time reservations are made.

NAYDO 2022 sessions and events will take place at two adjoining hotels, the new JW Marriott Tampa and the Tampa Marriott Water Street. Adjacent to the Tampa Riverwalk, they are connected by an enclosed, elevated walkway, and both will be used for meeting space and lodging.

Space is limited, so make your reservations now!

Reservations opened in April and the NAYDO block is filling up fast. You are able to book up to 20 rooms under one name, with attendee names for the rooms required by

January 31, 2022, for both hotels. NOTE: On Monday night, April 4, rooms are sold out at both hotels. Very few Saturday night rooms are available.

If you cannot get rooms on any of the other nights, please DO NOT BOOK elsewhere. A waiting list will be activated by the NAYDO Office as needed. For assistance, contact:

Mary Zoller | Operations & Conference Director
504 464 7845 | info@naydo.org

To Make Reservations for Either Hotel

Call 888 789 3090 and mention NAYDO Conference and specify which hotel you prefer or use this [Hotel Reservation Link](#).

NAYDO Room Rates

These rates are good through March 14, 2022, at 5:00 pm Eastern. Any changes to room nights should be made before that time.

JW Marriott Tampa

\$259 per night (single or double occupancy)
(plus state and local taxes of 14.5% and \$1.95)

Tampa Marriott Water Street

\$239 per night (single or double occupancy)
(plus state and local taxes of 14.5% and \$1.95)

Recommended Travel Dates:

Arrive Tuesday, April 5, 2022

To participate in these Wednesday morning activities:

- Philanthropy School Fundamentals
- YMCA Impact Tour
- Philanthropy Live! project
- Or, if no flights arrive in Tampa before noon Wednesday for the Conference Kickoff Reception

Arrive Wednesday, April 6, 2022

To be present in time for:

- Conference Kickoff Reception with Rowdy Gaines at 1:00 pm
- Exhibits Open at 1:00 pm
- Sponsor Showcase Workshops at 1:45 pm
- Network Hot Topics at 3:00 pm

Depart Saturday Morning, April 9

- If not sightseeing

Depart Saturday Evening, April 9

- If you plan to take the St. Petersburg Pier and Downtown Experience or enjoy the Tampa area on your own

Hotel Room Cancellation

Hotel reservations must match your Y's NAYDO registration records as of January 31, 2022. 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 should NAYDO have a waiting list.

Mary Zoller | Operations & Conference Director
504 464 7845 | info@naydo.org

Travel Tips

Airport Transportation

Plan to fly into Tampa International Airport, located approximately 30 minutes from NAYDO hotels, depending on time of day. Take a taxi or ride sharing option to and from the hotel. Taxi cost from airport to hotel is in the \$26-\$32 range.

Hotel Parking for JW Marriott Tampa and Tampa Marriott Water Street

There is one hotel parking lot for both hotels and the cost is \$32 plus tax per night with in and out privileges. There is a public parking lot behind the hotel where the cost is \$2 per hour with a maximum of \$14 per day.

Getting Around Town

Downtown Tampa is very walkable, but there are other convenient options:

- **TECO Streetcar** – The TECO Streetcar System is a 2.7-mile electric heritage streetcar line connecting Downtown Tampa, Channel District, and Ybor City with a stop right outside NAYDO's two hotels.
- **Pirate Water Taxi** – Take a water taxi to see Tampa with 14 stops located near attractions, museums, restaurants, and parks. Stop #7 Convention Center (right by NAYDO hotels) is where you can buy tickets. Once purchased, a wristband allows you to hop on and off the taxi at any stop for unlimited rides all day!
- **Coast Bike Share** – With hundreds of dockless bikes across Tampa, Coast Bike Share is affordable and convenient.

What to Pack/What to Wear

Bring a mask and hand sanitizer – We don't know what requirements will be in effect by April 2022, but just to be on the safe side...

Bring business cards – One is required when you check-in onsite at NAYDO registration for a chance on a free 2023 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:

- Wednesday YMCA Impact Tours and Philanthropy Live! Projects – Casual clothing/closed toe shoes
- Fitness Activities
- Friday Party at the Florida Aquarium – Casual clothing
- Saturday's St. Petersburg Pier and Downtown Experience – Casual clothing

Dining & Sightseeing

Dining Out in Tampa

The Advance Packet will have a list of restaurant options for dinner on your own.

NAYDO Group Dinners & Saturday Tour

Many Y delegations like to network together for dinners and free time. Others come alone and appreciate NAYDO group options. For those reasons, on Wednesday, Thursday and Saturday there is an optional group experience with an additional cost for those who would enjoy networking with other NAYDO attendees.

Wednesday | 7:00–10:00 pm

Cuban Dinner at famous Columbia Restaurant with Tour of Historical Ybor City

Fee: \$65 – Advance sign up and payment required and includes dinner, bus transportation and tour



Ybor City, a national historic landmark district and once the “Cigar Capital of the World,” is 20 minutes by streetcar from the NAYDO Conference hotels. Red brick buildings, wrought iron balconies, narrow brick streets, boutiques, vintage shops and roaming chickens

give it an old-world charm. Ybor City is known for Cuban and Latin American eateries. The Columbia Restaurant, founded in 1905 by Cuban immigrant Casimiro Hernandez Sr., is the oldest restaurant in Florida and the largest Spanish restaurant in the world. The bus to the restaurant leaves the hotel at 7:00 pm and returns by 10:00. A Host Y staff member will point out Ybor City sites on the way to and from the restaurant. The delicious buffet dinner will feature the Columbia’s Original 1905 salad; a choice of Cuban entrées; and sides; followed up with flan for dessert. Sign up on the registration form, seating is limited! Visit columbiarestaurant.com to learn more about The Columbia or contact info@naydo.org for menu questions.

Thursday | 6:30–9:30 pm

Dinner Cruise on Tampa Bay

Fee: \$77.35 – Pay directly to Yacht StarShip and requires advance sign up: [Dinner Cruise Link](#)

Sip, savor, and sail your way through downtown Tampa! As you cruise the waterways of Tampa Bay, enjoy freshly-prepared entrees and an open bar that’s Free at Sea. Witness the picturesque Tampa Bay skyline and gorgeous views of upscale homes along Harbour and Davis Islands, then enjoy dancing with a live DJ on the open-air top deck. Dress is resort casual. Make your cruise reservation using the link above. Ticket booth near ship at Sparkman Wharf opens one hour before the 7:00 pm departure time for you to pick up your boarding pass. Bring credit card used for payment, photo ID, confirmation number, money for tips, and a mask just in case.



Sightseeing in Tampa

You can arrive early on Tuesday for sightseeing, but Saturday is the official day for sightseeing as part of your conference experience. Stop by the Host Y Hospitality Center during the conference for assistance and information on area attractions. Below is the NAYDO Saturday Tour:

Saturday | 9:00 am–2:00 pm

St. Petersburg Pier & Downtown Experience

Named #2 New U.S. Attraction by USA Today!

Fee: \$30 – Advance sign up and payment required; includes bus transportation

Spend NAYDO’s Sightseeing Day with fellow NAYDO conference attendees on a bus trip across Tampa Bay to St. Petersburg. The St. Pete Pier is a landmark pleasure pier extending into picturesque Tampa Bay. At the pier, make your own schedule from many choices (at your own expense). Take a walk on the beach, shop in specialty stores, spend time in the artisan’s marketplace, stop by the St. Pete Museum of History that includes a Y exhibit, enjoy lunch on the waterfront (sit down restaurants require reservations but there are plenty of other options), experience stunning public art and/or venture into downtown to visit the Dalí Museum where you can view celebrated Salvador Dalí artworks, experience the serene labyrinth Avant-garden and one of the world’s most impressive architectural achievements. You will return to hotel by 2:00 pm, so you can catch a late afternoon or early evening flight home.

If you have questions, contact the NAYDO Office, info@naydo.org, or:

Michelle Curtis | YMCA of Greater St. Petersburg CDO/VP of Philanthropy
mcurtis@stpeteymca.org

SEE MORE SIGHTSEEING OPPORTUNITIES ON THE NEXT PAGE



Sightseeing

Close to the NAYDO Hotels

Feel free to stop by the Host Y Hospitality Center during the conference for assistance and information on area attractions.

Tampa Riverwalk

Take in the beautiful waterfront views and feel the warm sun along the Tampa Riverwalk, a 2.7 mile walk along the Hillsborough River to the Garrison Channel. Start your journey at our conference hotels and finish at the bustling Heights Market at Armature Works (more details below). Stop along the way at Curtis Hixon Park or Sparkman Wharf. Locals and visitors alike walk, bike, or take a scooter down the Riverwalk where they can stop at one of the many attractions, bars, and restaurants. At night, witness the colorful lights that bring the Riverwalk to life. Everyone will get to walk on the Tampa Riverwalk on their way to the Friday night party at The Florida Aquarium.

Sparkman Wharf

Sparkman Wharf is a dynamic and vibrant part of the Tampa Bay's downtown waterfront. It is one of the top community and cultural destinations in the area and is a conveniently-located stop on your walk from the hotel to The Florida Aquarium on Friday evening.

Besides shops, it features a dining garden, biergarten, recreational lawn, live music, craft beer, and waterfront views.

Armature Works

At the epicenter of The Heights neighborhood, Armature Works is a mixed-use space consisting of Heights Public Market, waterfront restaurants, and bars. Once known as Tampa Electric's streetcar warehouse, Armature Works dates back to 1910 and has gone through a complete modern restoration. To keep the historical feel of this downtown Tampa landmark, many of the original materials have been recycled. You can reach this destination by water taxi, bike, car, or the Tampa Riverwalk.



The Channel District

This neighborhood, a Downtown Tampa entertainment complex, is one of the fastest growing areas of Tampa with specialty shops, outdoor dining, upscale restaurants, plenty of bars and nightclubs offering outside patio service, and live music. Include a Tampa Bay Lightning game at Amalie Arena next to our hotels if one is scheduled during our time in Tampa.

Centro Ybor

Take the streetcar to culture and fun in historic Ybor City on your own or join other NAYDO attendees for dinner and tour on Wednesday evening (see page 22). The area features AMC Classic 10 Cinemas, the Tampa Improv, and GameTime Entertainment Center, over a dozen restaurants/bars ranging from fine dining to a brew pub, and a front row to historic Ybor City.



Within 45 Minutes of Tampa

Stop by the Host Y Hospitality Center for assistance and directions.

Clearwater Beach

With its inviting, small-town atmosphere, Clearwater Beach dazzles with impeccable beaches and inviting waters. Trip Advisor named it the nation's #1 beach in 2018. At Clearwater Marine Aquarium, you will find Winter the Dolphin, star of the "Dolphin Tale" movies.

Captain Memo's Pirate Cruise

Reserve a spot and sail the waters along Clearwater Beach on a decked-out pirate ship and loads of activities for the whole family. Make arrangements by calling them directly at 727 215 7261.

Busch Gardens

Busch Gardens Tampa Bay is the ultimate family adventure, with a unique blend of thrilling rides, one of the country's premier zoos with more than 12,000 animals, live shows, restaurants, shops, and games.

Salvador Dalí Museum

Catch the NAYDO bus on Saturday—see page 22

This museum collection includes over 2,400 works from every moment and in every medium of Salvador Dalí's (1904-1989) artistic

activity. The museum has been deemed "one of the top buildings to see in your lifetime" by AOL Travel News and was named one of the 10 most interesting museums in the world by Architectural Digest. Located in St. Petersburg, the building and grounds are works of art.

Golf

See page 18, or for more information, visit: [Tampa Bay Golf](#)



NAYDO

North American YMCA Development Association

21 Chateau Trianon
Kenner, LA 70065 USA

NAYDO Mission

To inspire and strengthen the philanthropic culture of the YMCA

NAYDO Statement of Purpose

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

Future NAYDO Conferences

Plan now to attend a future conference:

2023 Houston, Texas, April 11–14

2024 Denver, Colorado, April 3–6

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

SPECIAL THANKS

Great American Insurance Group | 2022 NAYDO Conference Brochure Sponsor

For more than 40 years, Great American Insurance Group has provided insurance solutions to the human and social service marketplace. We were one of the first insurance companies to recognize the special needs of these organizations. Over the years, we have expanded our coverage and services to ensure we are experts who can meet the evolving needs of this marketplace.

The YMCA mission includes promoting healthy spirit, mind and body. Our purpose is to enable you to manage your risk by providing tailored coverage and specialized risk management for your unique exposures.

