To help you identify pertinent sessions and take full advantage of the Summit’s offerings, sessions are organized in five tracks:

- CollaborACTION
- Finance and Operations
- Fundraising*
- Leadership
- Marketing

*curated by AFP leaders

**PRE-SUMMIT | TUESDAY, MARCH 8**

5–7 p.m. | Registration ............................................................................................................................................... HOTEL LOBBY

6–8:30 p.m. | Hospitality Suite Open ......................................................................................................................... PRESIDENTIAL SUITE

**DAY ONE | WEDNESDAY, MARCH 9**

8 a.m.–5 p.m. | Registration ............................................................................................................................................... HOTEL LOBBY

9–11 a.m. | Site Visits ................................................................................................................................................ MEET AT REGISTRATION DESK

Northside Development: Changing a Neighborhood from the Inside Out
United Way Gifts In-Kind Center: Maximizing CollaborACTION
USC Upstate Child Protection Training Center: Keeping Our Children Safe

11 a.m.–1 p.m. | Lunch on Your Own

11:30 a.m.–12:45 p.m. | Private Sponsors Luncheon ................................................................................................................. OAK BOARD ROOM

1–2:15 p.m. | Summit Kickoff and Opening Plenary ........................................................................................................ HERITAGE BALLROOM

Wes Moore | Welcome | Sponsor Recognition
Wes Moore, New York Times Best-Selling Author & Youth Advocate

2:15–2:30 p.m. | BREAK

2:30–3:30 p.m. | Concurrent Sessions

- A Nonprofit Response to Issues of Race and Religion .................................................................................. BLACKSTOCK
  Antonio Boyd, President and CEO, The Think Tank Consulting Group • Kit Cummings, Founder, Power of Peace Project

- Top Ten Usable Social Media Tips for Today ............................................................................................... DANIEL MORGAN A & B
  Sarah Lewis, Executive Director, Flaire Inc.

- Forces for Good in Community Building ..................................................................................................... HERITAGE D
  Tammie Hoy Hawkins, President, Together Consulting • Curt McPhail, President, Greenlab Strategies

For full program, speaker and special gatherings information, visit summit.scanpo.org
2:30–3:30 p.m. | Concurrent Sessions, cont'd.

- **30 Fundraising Ideas in 50 Minutes** .................................................. AZALEA A
  Debbie Merlino, President, DMW Fundraising
- **A New Way of Thinking About Grant Writing** .................................................. DOGWOOD
  Paul McKenzie, President, Southeast Center for Strategic Community Development
- **The Sustainable Nonprofit** ................................................................. AZALEA B
  Rochelle Williams, Founder and Principal Consultant, Gather Consulting 
  Laura Ringo, Executive Director, Partners for Active Living
- **You’ve Been Nominated. Now What? Practical Advice from Seasoned Board Officers** ................ CEDAR SPRINGS
  Tim Ervolina, Former President and CEO, United Way Association of SC 
  Chris Steed, Executive Director, The Fullerton Foundation
- **The Other Wes Moore, What’s Next for Your Community?** ........................ HERITAGE F
  Mary Thomas, COO, The Spartanburg County Foundation

3:30–3:45 p.m. | BREAK

3:45–4:45 p.m. | Concurrent Sessions

- **Think About What You Just Thought** ...................................... BLACKSTOCK
  Cleo Brown, Author, Speaker, Race Relations Strategist
- **Board Governance as Leadership** ............................................. AZALEA B
  Colleen Bozard, Owner, ccbozard Consulting
- **Financial and Ethical Risks for Nonprofits** ........................................ HERITAGE E
  Larry Finney, Partner, Greene, Finney & Horton
- **Direct Mail Testing & Key Metrics** .................................................. DOGWOOD
  Debbie Merlino, President, DMW Fundraising
- **What Every Board Treasurer Needs to Know** ............................ CEDAR SPRINGS
  Deanna Moss, CPA, Moss & Yantis CPA PA
- **How Nonprofit Projects Are Offering a Platform for Leadership Development** .................. DANIEL MORGAN A & B
  Jason Johnson, Director of Marketing, The Warehouse Theatre 
  Lisa Colby, Director of Impact Investments and Initiatives, 
  United Way of Greenville County 
  Deborah McKetty, President/CEO, CommunityWorks Inc.
  Debbie Nelson, President, DNA Creative Communications, Knowledge Network Manager, SCANPO
- **May the Force Be with You — Marketing One Story at a Time** .............................. HERITAGE D
  Linda Goodman, Author, Storyteller, Playwright 
  Cora Newcomb, Educator/Storyteller
- **Google for Nonprofits** ......................................................... AZALEA A
  Earl Scott, Program Manager, Google
- **Advocating Together for Change** ............................................. WADSWORTH & CROFT
  Andrea Cooper, Executive Director, Upstate Forever 
  Ann Timberlake, Executive Director, Conservation Voters of South Carolina

4:45–5 p.m. | BREAK

5–5:30 p.m. | Power of Belonging (Update on SCANPO Member Benefits) ................ HERITAGE F

Laura Allen, Membership Manager, SCANPO 
Ben Bullock, Operations Manager, SCANPO

5:30 p.m. | Dine Around with Local Nonprofit Leaders

Join any of the 9 local hosts at the four Dine Around meal times beginning at 5:30 p.m. For details, visit 
summit.scanpo.org/schedule/dine-around-spartanburg/
DAY ONE  |  WEDNESDAY, MARCH 9 (CONT’D.)

6:15–8:30 p.m. | Private Sponsor Reception ....................................................... HOME OF BILL AND VALERIE BARNET
8–10 p.m. | Hospitality Suite Open .................................................................. PRESIDENTIAL SUITE

DAY TWO  |  THURSDAY, MARCH 10

7:30 a.m.–5 p.m. | Registration ........................................................................ HOTEL LOBBY
7:30 a.m.–5:30 p.m. | Nonprofit Marketplace .......................................................... PRE-FUNCTION AREA
7:30–9 a.m. | Breakfast Buffet ..................................................................... PRE-FUNCTION B
9–10:30 a.m. | Morning Plenary ...................................................................... HERITAGE BALLROOM

Leslie Crutchfield — Forces for Good
Leslie Crutchfield, Author of Forces for Good

10:30–10:45 a.m. | BREAK

10:45 a.m.–12 p.m. | Forces for Good Workshops and Concurrent Sessions

- Adaptation and Shared Leadership — Forces for Good Workshop ........................................ HERITAGE E
  Leslie Crutchfield, Author of Forces for Good

- A Perspective and Plan in an Internet Revolution ........................................................ CEDAR SPRINGS
  Jason Broadwater, President, RevenFlo

- The Essence of Corporate Sponsorship and Building Your Brand ................................ HERITAGE F
  Barbara Harrington, Founder, Sponsorship Plus

  Toni Jernigan, Associate Executive, Director of Development, Medical University of South Carolina (SC Planned Giving Council)
  Kimberly Borts, Director of Charitable Giving and Communications, Bishop Gadsden

- Be the Change You Want to See in Board Meetings .................................................... AZALEA B
  Chrissa Waite, Co-owner, issafacilitation • Melissa Ladd, Co-owner, issafacilitation

- CollaborACTION — Engaging Schools in Your Work ............................................... CROFT
  Ansel Sanders, Associate Director, Public Education Partners • Derek Lewis, Executive Director, Greenville County First Steps

- Benefits of Creating a Healthy Culture with Staff .................................................... BLACKSTOCK
  Jack Little, Executive Director, East Cooper Community Outreach

- A Marriage of Mission and Money: Fostering Relationships Between Nonprofits and Financial Institutions .................................................. DANIEL MORGAN A
  Deborah McNetty, President/CEO, CommunityWorks Carolina
  John Stokes, VP & Community Development Specialists for NC & SC, BB&T
  Jamee Haley, Executive Director, Lowcountry Local First • Jennifer Murray, Senior VP & Retail Area Manager, South State Bank
  Michelle Mapp, Executive Director, SC Community Loan Fund • Kim Davis, SC Community Development Officer, Wells Fargo

- Advanced Nonprofit Accounting for CFOs and Finance Directors ................................ DOGWOOD
  Kim Owen, CPA, Dixon Hughes Goodman

- Reaching the Next Level: Innovation for Nonprofits ................................................. AZALEA A
  Gray Somerville, CEO and Co-Founder, LaunchPath Innovation
DAY TWO  |  THURSDAY, MARCH 10 (CONT'D.)

12–1:30 p.m. | Lunch in the Nonprofit Marketplace ................................. PRE-FUNCTION B & HERITAGE

1:30–2:30 p.m. | Forces for Good Workshops and Concurrent Sessions

- **Collective Impact Session** ................................. HERITAGE F
  Leslie Crutchfield, Author of Forces for Good

- **Shall We Dance? Building Funder Relationships** ................................. AZALEA A & B
  Stephanie Watson, Consultant, Palmetto Grant Consulting and Building Connections
  Susan Bacon, CEO, Palmetto Grant Consulting

- **From Bookkeeper to COO – What Does It Take?** ................................. WISTERIA
  Kevin Toman, Manager, Greene, Finney & Horton LLP • Larry Finney, Partner, Greene, Finney & Horton

- **Ten at the Top and Upstate United Ways Build Regional Capacity Through CollaborACTION** ................................. CEDAR SPRINGS
  Carol Burdette, Executive Director, United Way of Anderson County • Dean Hybl, Executive Director, Ten at the Top

- **Demystifying Planned Giving: It’s About Legacy Not Acronyms** ................................. WADSWORTH
  Ellen Jones, Development Officer for Planned Giving, Habitat for Humanity International

- **Maximizing Millennials** ................................. CROFT
  Katherine Richards, Development Associate, The Sustainability Institute
  Monica Tanouye, Communications & Diversity Officer, Coastal Community Foundation
  Margaret Kramer, Account Coordinator, Lou Hammond

- **Making Markets Work by Leaping Toward High Performance – Forces for Good Workshop** ................................. DOGWOOD
  John Read, Chief Executive Officer, Tri-County Cradle to Career • Bridget Laird, CEO, Wings for Kids

- **Becoming a Techno Superhero** ................................. DANIEL MORGAN A
  Keith Ward, Technology Manager, SC Thrive • Beth Shaull, Marketing Coordinator, SC Thrive

- **Funder CollaborACTION – Greenville Partnership For Philanthropy** ................................. BLACKSTOCK
  Eleanor Dunlap, Senior Program Officer, Graham Foundation
  Gage Weekes, Senior Vice President, Strategic Initiatives, Hollingsworth Funds
  Katy Smith, Executive Director, Piedmont Health Foundation

2:30–2:45 p.m. | BREAK

2–5 p.m. | Site Visits ................................. MEET AT REGISTRATION DESK

  Glendale Shoals Preserve: Bringing Nature to the City
  Northside Development: Changing a Neighborhood from the Inside Out
  USC Upstate Child Protection Training Center: Keeping Our Children Safe

2:45–3:45 p.m. | Forces for Good Workshops and Concurrent Sessions

- **Surviving Embezzlement** ................................. CEDAR SPRINGS
  Stacey Denaux, CEO, One80 Place

- **A Win / Win Transition of a Free Medical Clinic: CollaborACTION at Its Finest** ................................. BLACKSTOCK
  Teresa Creech, Executive Director, The Early Learning Partnership • Anita Case, Executive Director, Affinity Health Center

- **Don’t Reinvent Marketing Content: Reuse, Recycle, Reformat** ................................. DOGWOOD
  Reba Campbell, Deputy Executive Director, Municipal Association of SC

- **Transitions at the Top: Board Planning, Managing & Surviving New Leadership Hires** ................................. WADSWORTH
  Allan Burrows, President, Capital Development Services
2:45–3:45 p.m. | Forces for Good Workshops and Concurrent Sessions, cont'd.

- Community Indicators: Spartanburg’s Story of Collaborating Through Data  
  Kathleen Brady, Vice Chancellor and Director of Metropolitan Studies, USC Upstate  
  CROFT

- Coaching: The Manager’s Greatest Tool  
  Patrick Jinks, President, Jinks Perspective Group  
  HERITAGE D

- Advocacy & Serving / Nurturing Networks – Forces for Good Workshop  
  Jamie Moon, CEO, Institute for Child Success; Naomi Torfin, Senior Director of Public Policy, United Way Association of South Carolina; Megan Branham, Director of Policy, Children’s Trust of South Carolina; Bryan Boroughs, General Counsel and Director of Legislative Affairs, Institute for Child Success  
  HERITAGE E

- The Soul and Science of Major Gift Fundraising  
  Melissa Ryan Penland, Senior Development Director, Clemson University  
  AZALEA A & B

- Volunteers as Evangelists – Forces for Good Workshop  
  Rachel Vane, Director of Volunteer Engagement, East Cooper Community Outreach (SC Association of Volunteer Administration)  
  DANIEL MORGAN A & B

3:45–4 p.m. | BREAK

4–5 p.m. | Concurrent Sessions

- Smart Donor Stewardship: A Small Investment with a Huge Return  
  Rebecca Jacobson, Founder, Development for Good  
  AZALEA A & B

- A Nonprofit Year in Legal Review  
  Clay Grayson, Attorney, Grayson Thomas  
  CROFT

- Managing External Partnerships for Maximum Community Health  
  Sallie Bachman, Site Director, HopeHealth Inc.; Shawn Maxwell, Project Coordinator, HopeHealth Inc.  
  WADSWORTH

- Harnessing the Power of Mobile Marketing for Nonprofits  
  Anissa Starnes, Director of National Organizations, Constant Contact  
  HERITAGE D

5:30–7:30 p.m. | Together. For Good. Party  
Presentation of the Together. For Good. Advocacy Award to Betty Plumb, retiring CEO, SC Arts Alliance. Enjoy networking with fellow attendees, speakers, sponsors, SCANPO board and staff.

6–10 p.m. | Just for Fun  
Dress Rehearsal for Dixie Swim Club  
SPARTANBURG LITTLE THEATRE, AT CHAPMAN CULTURAL CENTER

8–10 p.m. | Hospitality Suite Open  
PRESIDENTIAL SUITE
DAY THREE  |  FRIDAY, MARCH 11

7:30–10 a.m. | Registration ........................................................................................................... HOTEL LOBBY

7:30–9:30 a.m. | Breakfast Buffet ....................................................................................................... PRE-FUNCTION B

8–9:30 a.m. | Morning Plenary ........................................................................................................ HERITAGE BALLROOM

Bill Barnet | SCANPO Annual Membership Gathering | Awards Presentation
Ted Hendry, SCANPO Board Chair • Bill Barnet, Chairman, Northside Development Group and Former Mayor of Spartanburg

9:30–9:45 a.m. | BREAK

9:45–10:45 a.m. | Concurrent Sessions

- The Power of the Legacy Society .............................................................................. CEDAR SPRINGS
  Toni Jernigan, Associate Executive, Director of Development, Medical University of South Carolina (SC Planned Giving Council)
  Kimberly Borts, Director of Charitable Giving and Communications, Bishop Gadsden

- Navigating Unrelated Business Income Tax and the Excess Benefit Transactions Rules .......... BLACKSTOCK
  Clay Grayson, Attorney, Grayson Thomas

- Taking a Team Approach to Grants Management ...................................................... DANIEL-MORGAN A & B
  Heather Esch, Grants Accounting Manager, United Way of Greenville County
  Kate Mendez, Compliance Manager, United Way of Greenville County

- Elephant in the Room: Facing a Founder’s Transition .................................................. WISTERIA
  James Powell, Executive Director, Home Works of America

- 21st Century Philanthropy: A Workshop ....................................................................... AZALEA A
  Andrea Zucker, Outreach Coordinator, Nexus Global Youth Summit • Todd Schechter, Founder, PurposeFuel

- The Art and Science of Retaining Digital Donors ......................................................... DOGWOOD
  Steven Shattuck, VP Marketing, Bloomerang

- The Transformational Gift .......................................................................................... WADSWORTH
  Roger Sullivan, Former Executive Director, USC Upstate Foundation

- Getting Your House in Order — How Boards are Using SCANPO’s Best Practices .......... AZALEA B
  Sharon Thomas, Member Services Manager, SCANPO • Edwina Hoyle, Executive Director, Memory Matters

- The Role of the Fundraiser in the Development Database ........................................... CROFT
  Sandy Wilder, President, Leading Edge Software Solutions

10:45–11 a.m. | BREAK

11 a.m.–12:30 p.m.  | CollaborACTION Chat Room ................................................................................ HERITAGE BALLROOM

12:30 p.m. | Summit Closing | Raffle Drawing

SEE YOU IN COLUMBIA!
March 6–8, 2017

For full program, speaker and special gatherings information, visit summit.scanpo.org
DOWNTOWN SPARTANBURG

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