



Canada

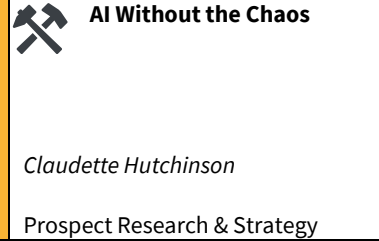
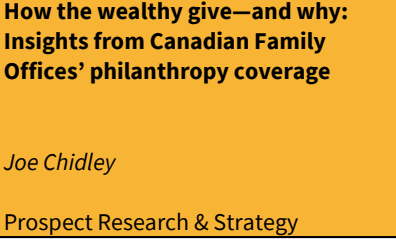
25 in'26

Toronto, ON | Novotel Toronto Centre | Wednesday, October 21 to Friday, October 23, 2026

Day 1 | Wednesday, October 21, 2026

Time	Bordeaux	Provence	Bourgogne
8:00 – 9:00 am	Registration Opens		
8:00 – 9:00 am	 Breakfast & Coffee Conversation Welcome  Champagne		
8:45 – 9:00 am	Welcome & Opening Remarks  Champagne		
9:00 – 9:45 am	KEYNOTE SPEAKER Mouna Hanna  Champagne		
9:45 – 10:00 am	Transitional Break		
10:00 – 11:00 am	 AI Without the ‘Uh-Oh’: Building an AI Governance Framework <i>Shelly Baker</i> Prospect Research & Strategy	 Fundraiser Data Literacy: Creating a Culture of Data Stewardship <i>Sarah Marcotte and Margaret Evans</i> Data Analytics & Insights	Building a foundation for success & growth: The journey to optimized portfolios <i>Delphine Rocher-Lewis</i> Relationship & Portfolio Management
11:00 – 11:20 am	 Break		
11:20 am – 12:05 pm	From Information Provider to Strategic Advisor: The Evolving Role of Prospect Research <i>Aisling Lynch</i> Prospect Research & Strategy	Good Enough to Make a Difference: Building an Affinity Score with Imperfect Data <i>Diala Jiha</i> Data Analytics & Insights	Party of One: Prospect Management <i>Selene Hur</i> Relationship & Portfolio Management
12:05 – 12:50 pm	 Networking Lunch  Champagne		
12:50 – 1:50 pm	 Past the Chat Box: Building a Verified AI Research Workflow <i>Sarah Price</i> Prospect Research & Strategy	Wonder Twins Activate! Make Your Major Gifts Portfolios Stronger and Leaner with Data Science and Inventory Management Techniques <i>Marianne Pelletier and Ruthie Giles</i> Relationship & Portfolio Management	 Beginner Workshop: Using PowerBI for Fundraising Data Analysis and Visualization <i>Amber Palmer</i> Data Analytics & Insights
1:50 – 2:00 pm	Transitional Break		
2:00 – 2:45 pm	 Case Study: Prospecting for Event Sponsorship <i>Crystal Johnson</i> Prospect Research & Strategy	Enduring, Evolving, Emerging: Campaign Trends in Canada 2026 <i>Shannon Moon</i> Data Analytics & Insights	From Insight to Influence: The ARC Framework for Stronger Leadership Conversations <i>Carleen Dehaney</i> Aspiring Leaders
2:45 – 3:00 pm	Transitional Break		
3:00 – 4:10 pm	 Apra Canada Tech Talk 1  Champagne		
4:10 – 5:00 pm	Break		
5:00 – 6:00 pm	 Welcome Reception  Café Nicole Bistro + Bar, Novotel Toronto Centre		

Day 2 | Thursday, October 22, 2026

Time	Bordeaux	Provence	Bourgogne
8:30 – 9:00 am	 Breakfast & Coffee Conversation Welcome to Day 2  Champagne		
9:00 – 9:15 am	Transitional Break		
9:15 – 10:15 am	Start Me Up: Founder Wealth (Without the Hype) <i>Adam Fox</i> Prospect Research & Strategy	From Zero to BI: Building a Low-Budget Fundraising Analytics Function with Raiser's Edge NXT and Power BI <i>Alex Morosovskiy</i> Data Analytics & Insights	AI Without the Chaos <i>Claudette Hutchinson</i> Prospect Research & Strategy
10:15 – 10:35 am	 Break		
10:35 – 11:20 am	Numbers You Can Trust: Low-Budget Fundraising Revenue Forecasting with Excel Solver and Free AI Tools <i>Alex Morosovskiy</i> Data Analytics & Insights	How the wealthy give—and why: Insights from Canadian Family Offices' philanthropy coverage <i>Joe Chidley</i> Prospect Research & Strategy	The Next Generation Future Research Skills
11:20 – 11:30 am	Transitional Break		
11:30 am – 12:30 pm	Prospect Research and Community Relations: A Symbiotic Relationship <i>Leanne Gardner and Alex Ray</i> Prospect Research & Strategy	Relationship Mapping in Canada <i>Robert Feddersen</i> Data Analytics & Insights	Building Trust & Accountability with Stakeholders <i>Holly Clark</i> Prospect Research & Strategy
12:30 – 1:30 pm	 Network Lunch  Champagne		
1:30 – 2:30 pm	Future Forward: Moving into the next 25 years <i>Host: Apra Canada President, Darcie Gosling</i>	Grow your Leadership (75 min) <i>Emilia Stypulkowska</i> Aspiring Leaders	The Next Generation Tech Stack <i>CharityCan, Manifold Mining</i>
2:30 – 2:45 pm	Transitional Break		
2:45 – 3:30 pm	 Applied AI in Prospect Research  Champagne <i>Host: Matthew Charters</i>		
3:30 – 3:45 pm	 Break		
3:45 – 5:00 pm	 Apra Canada Tech Talk 2  Champagne		

Day 3 | Friday, October 23, 2026

Time	Bordeaux	Provence	Bourgogne
8:30 – 9:00 am	 Breakfast & Coffee Conversation Welcome to the final day  Champagne		
9:00 – 9:15 am	Transitional Break		
9:15 – 10:15 am	 25 Years on: A Life in Research  Champagne <i>Host: Sarah Marcotte</i>		
10:15 – 10:35 am	 Break		
10:35 – 11:20 am	Why Smart People Push Back <i>Ori Schibi</i> Aspiring Leaders	Swipe Right: Accelerating Prospect Review Through Technology and Collaboration <i>Caitlin Aber, Georgia Eleusiniotis, Veronika Moulton and Aiden To</i> Data Analytics & Insights	 Researcher Exchange
11:20 – 11:30 am	Transitional Break		
11:30 am – 12:00 pm	Closing Remarks & Award Presentation  Champagne		

Legend

Keynote and Fireside Chat

Breakouts

General Session

Breaks, Breakfasts and Lunches

Sponsored Content



Break with Snacks



Case Study



Lightning Talk



Networking Events



Panel



Workshop