apra 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** *Shelly Baker* Prospect Research & Strategy	**Fundraiser Data Literacy: Creating a Culture of Data Stewardship** *Sarah Marcotte and Margaret Evans* Data Analytics & Insights	**Building a foundation for success & growth: The journey to optimized portfolios** *Delphine Rocher-Lewis* 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** *Aisling Lynch* Prospect Research & Strategy	**Good Enough to Make a Difference: Building an Affinity Score with Imperfect Data** *Diala Jiha* Data Analytics & Insights	**Party of One: Prospect Management** *Selene Hur* 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** *Sarah Price* Prospect Research & Strategy	**Wonder Twins Activate! Make Your Major Gifts Portfolios Stronger and Leaner with Data Science and Inventory Management Techniques** *Marianne Pelletier and Ruthie Giles* Relationship & Portfolio Management	**Beginner Workshop: Using PowerBI for Fundraising Data Analysis and Visualization** *Amber Palmer* Data Analytics & Insights
1:50 – 2:00 pm	Transitional Break		
2:00 – 2:45 pm	**Case Study: Prospecting for Event Sponsorship** *Crystal Johnson* Prospect Research & Strategy	**Enduring, Evolving, Emerging: Campaign Trends in Canada 2026** *Shannon Moon* Data Analytics & Insights	**From Insight to Influence: The ARC Framework for Stronger Leadership Conversations** *Carleen Dehaney* Aspiring Leaders
2:45 – 3:00 pm	Transitional Break		
3:00 – 4:10 pm	**Apra Canada Tech Talk 1 | Champagne** *CharityCan, Manifold Mining, Sereniti Analytics and Blackbaud*		
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)** *Adam Fox* Prospect Research & Strategy	**From Zero to BI: Building a Low-Budget Fundraising Analytics Function with Raiser's Edge NXT and Power BI** *Alex Morosovskiy* Data Analytics & Insights	**AI Without the Chaos** *Claudette Hutchinson* 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** *Alex Morosovskiy* Data Analytics & Insights	**How the wealthy give—and why: Insights from Canadian Family Offices' philanthropy coverage** *Joe Chidley* Prospect Research & Strategy	**The Next Generation | Future Research Skills** *Global Philanthropic, Sereniti Analytics and Blackbaud*
11:20 – 11:30 am	Transitional Break		
11:30 am – 12:30 pm	**Prospect Research and Community Relations: A Symbiotic Relationship** *Leanne Gardner and Alex Ray* Prospect Research & Strategy	**Relationship Mapping in Canada** *Robert Fedderson* Data Analytics & Insights	**Building Trust & Accountability with Stakeholders** *Holly Clark* Prospect Research & Strategy
12:30 – 1:30 pm	Network Lunch | **Champagne**		
1:30 – 2:30 pm	**Future Forward: Moving into the next 25 years** *Host: Apra Canada President, Darcie Gosling*	**Grow your Leadership** (75 min) *Emilia Stypulkowska* Aspiring Leaders	**The Next Generation | Tech Stack** *CharityCan, Manifold Mining, Kindsight, Livesnap and Triple*
2:30 – 2:45 pm	Transitional Break		
2:45 – 3:30 pm	Applied AI in Prospect Research | **Champagne** *Host: Matthew Charters*		
3:30 – 3:45 pm	Break		
3:45 – 5:00 pm	**Apra Canada Tech Talk 2 | Champagne** *Triple, Livesnap and Kindsight*		

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** *Host: Sarah Marcotte*		
10:15 – 10:35 am	Break		
10:35 – 11:20 am	**Why Smart People Push Back** *Ori Schibi* Aspiring Leaders	**Swipe Right: Accelerating Prospect Review Through Technology and Collaboration** *Caitlin Aber, Georgia Eleusiniotis, Veronika Moulton and Aiden To* 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