



Conference Agenda

Monday, July 23rd

7:00 p.m. • Optional networking meet-up

Location: White Oak Kitchen, 270 Peachtree St. – Across from the Hyatt Regency

Tuesday, July 24th

9:15 a.m. – 4:00 p.m. • Preconference Option: NACRO Mastery Series

Location: 3rd Floor West, Goizueta Business School, Emory University

8:00 a.m. • Bus departs from Hyatt Regency Downtown for Mastery Series

9:00 a.m. – 9:15 a.m. • Mastery Breakfast Available

Location: W320, Goizueta Business School, Emory University

Mastery Series 5: Leadership

Location: W300, Goizueta Business School

Designed for Mastery level with at least 5 years of professional experience and two years "corporate relations" experience. This class will explore ways to develop and expand your influence and leadership skills through the use of case-studies. Participant-prepared case studies will focus the learning on real-life situations and allow participants to apply what they learn at their own institution. Different from a typical classroom-style session, the peer-to-peer format allows participants to share and learn from the experience and knowledge of other professionals in the industry. At the end of this full-day session, you will have a custom action plan that you have created with input from experienced professionals in the room. Examples of the topics that will be discussed include: understanding your leadership style, which aspects of your style are working for you which are working against you; ways to flex your style to interact with a varied set of constituents (your team, department leaders, faculty members, and university/industry leaders); ways to set up an environment for continuous development for yourself and your team. One example, effectively managing discussions in a large meeting requires that you are prepared to do some or all of the following: insert yourself to ensure meeting objectives are met, reframe the conversation if it's gotten off point; elevate the discussion to make a larger point; and effectively use silence or a lull in the conversation as an advantage vs. rush to fill the void. How you manage yourself in these situations will set you apart as an effective leader.

Mastery Series 10: Roadmapping

Location: W330, Goizueta Business School

Designed for the expert relationship management professional, with 10 years of professional experience and at least 5 years of "corporate relations" experience. The goal of this course will be to provide dedicated, concentrated time and peer-mentoring to develop a concrete actionable plan on a specific complex project in your portfolio. Different from a typical classroom-style session, the peer-to-peer format allows participants to share and learn from the experience and knowledge of other professionals in the industry. At the end of the full day session you will have created a specific action plan that you can implement immediately upon your return. Guided strategic planning, project management, and relationship brokering principles, will be used in combination with the expertise of the peer-mentors in the room to help the participant derive their own tailored plan with tactics and timelines that integrate the interests of their stakeholders and the particulars of their institution. The scope of the cases that will be worked-over

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will likely have longer completion trajectories. The timeline, in particular, will be a powerful tool for helping you staying on track in the year(s) to come to accomplishing set goals. The cases can be external-facing or internal administrative projects. Some examples could include: roadmapping the implementation of your strategic plan; identifying and prioritizing the many steps towards executing a multi-faceted and complex partnership; implementing new systems that involve multiple internal stakeholders; developing a plan for your priority projects that will enable you to achieve your annual goals. The participants will benefit as much from working on the challenging projects of their peers as they will from sharing and tackling their own case-study. The principles acquired will be transferable to other projects and relevant throughout your professional university or industry relations career. In 2018, this course is designed for the professional with 10 or more years of experience, 5 of which in a corporate relations role.

8:30 a.m. – 4:00 p.m. • Preconference Option: NACRO Corporate Relations Bootcamp Day

Location: 3rd Floor Ballroom, Cox Hall, Emory University

Corporate Engagement Bootcamp, formerly Blueprint Day, is a foundational course focusing on NACRO best practices for holistic university corporate relations, and incorporating two of the best parts of any NACRO Conference: peer learning and networking with other members. Bootcamp is intended for new corporate relations (CR) professionals (fewer than three years of CR experience), CR professionals new to higher education, new NACRO members, or for individuals who are considering becoming CR professionals. While geared to newer professionals, there's always something new to learn and a new perspective to consider. CR is not a 'one size fits all' approach because it must be responsive to the needs of the programs, research centers and students that it supports, and also the particular cultures and needs of the institutions where it is practiced. This course will not capture every looks and feel of CR, but it will provide a framework for understanding how CR professionals operate in different office types, their main responsibilities and activities, what makes them successful and resources that CR professionals can use in their work.

7:15 a.m. • Bus departs from the Hyatt Regency Downtown for Bootcamp

8:15 a.m. – 8:45 a.m. • Corporate Relations Bootcamp Breakfast and Registration

Location: 3rd Floor Ballroom, Cox Hall, Emory University

8:45 a.m. – 9:00 a.m. • Welcome from NACRO Co-Presidents

Mona Ellerbrock, Director of Corporate Relations, University of California, Davis

Jessica Watts, Senior Director of Corporate Relations, University of Texas at Dallas

9:00 a.m. – 9:30 a.m. • Corporate Relations Across the Map

Speaker: Stephanie Froehlich, Director of Corporate Relations, Harbert College of Business, Auburn University

9:30 a.m. – 10:30 a.m. • The Evolution of Corporate Relations Offices

The structure of corporate relations offices and their associated responsibilities differ greatly from one university to another. This foundational presentation will first describe current corporate relations models, discuss the specific variables that influence structure, and explore "what matters" using empirical data from two empirical studies. Following this session, attendees will have a common base of knowledge to enhance their NACRO experience and advance their perspectives.

Speaker: Cameron McCoy, Assistant Vice President, Office of Economic Engagement, Lehigh University

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10:30 a.m. – 10:45 a.m. • Networking Break

10:45 a.m. – 11:45 a.m. • Corporate Outreach: Building Mutually Beneficial Partnerships

Generating and maintaining new corporate partnerships, while coordinating corporate outreach efforts with many motivated players on campus, is a challenge. Corporate Relations Officers address the varied goals of their university and corporate partners, while connecting the dots to develop comprehensive strategies for engagement, support, and partnership. This session will focus on proven corporate outreach strategies and success stories.

Speaker: Jessica Watts, Senior Director of Corporate Relations, University of Texas at Dallas

11:45 a.m. – 1:00 p.m. • Lunch & Networking by Affinity

Tables: Central Role, Engineering, Business, Medical/Health, Technology/CS, Liberal Arts, Centers/Institutes

1:00 p.m. – 2:15 p.m. • Art of the Deal

This session will guide you through the Art of the Deal. When do you push the ROI? When do you back off and take it slow? What do you do when the “deal” is getting diverted by a well-meaning but anxious faculty member who doesn’t have the strategic picture in mind? This HIGHLY interactive session will combine success stories, tales of woe, essential skill sets necessary for Corporate Relations Officers to navigate curve balls, and maybe even a little role play, to demonstrate proven techniques to close the deal.

Speaker: Adam Paul Causgrove, Associate Director, Corporate Relations, Dietrich and Mellon Colleges, Carnegie Mellon University

2:15 p.m. – 3:15 p.m. • Networking Break

2:30 p.m. – 3:30 p.m. • Stewarding Your Corporate Partners

Stewardship is the careful and responsible management of something that has been entrusted to you. In the context of corporate relations, it is imperative that in addition to prospecting for new partners, we also steward what we already have. This session will review examples and best practices for stewardship at two universities, which is a core activity in a successful corporate relations program. These are overviews of all of the different touchpoints between the university and the company, including recruiting, procurement, alumni employees, leadership engagement, and giving.

Speakers: Audrey Metcalf, Assistant Director, Prospect Research & Stewardship, Washington University in St Louis, Amber Day Padgett, Development Coordinator, Corporate and Foundation Relations, Clemson University

3:30 p.m. – 4:00 p.m. • Wrap Up the Day, Q & A

Speakers: Leslie Crawford, Assistant Director, University of Texas at Dallas; Stephanie Froehlich, Director of Corporate Relations, Harbert College of Business, Auburn University; Chloe Rambo, Development Coordinator, Office of Corporate & Foundation Relations, University of Idaho; Heath Wood, Director of Development, Corporate and Foundation Relations, Georgia State University

4:15 p.m. • Bus Departs Cox Hall for the Hyatt Regency Downtown



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5:30 p.m. – 7:00 p.m. • Registration (badge pickup for pre-registered conference attendees only)

Location: Hyatt Regency Atlanta, Centennial I Ballroom Atrium

5:30 p.m. – 7:30 p.m. • Opening Night Reception

Location: Hyatt Regency Atlanta, Centennial I Ballroom

After the reception, join fellow NACRO members for more socializing at one of the recommended restaurants listed in the NACRO Conference App.

Wednesday, July 25th

7:00 a.m. – 4:00 p.m. • Registration

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

7:00 a.m. – 8:30 a.m. • Breakfast

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

8:30 a.m. – 8:45 a.m. • Opening Remarks

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

8:45 a.m. – 9:15 a.m. • NACRO Welcome Panel and Committee Introductions

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

9:15 a.m. – 10:00 a.m. • Keynote Address • Fireside Chat with Hala Modellmog, President and CEO, Metro Atlanta Chamber

Moderator: Erika James, John H. Harland Dean and Professor in Organization & Management, Goizueta Business School, Emory University

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

10:00 a.m. – 10:15 a.m. • Networking Break

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

10:15 a.m. – 11:15 a.m. • Concurrent Session I

Diversity and Inclusion in your Holistic Corporate Engagement Strategy

The session will identify ways a development officer can effectively collaborate with their university's office of diversity and inclusion to foster corporate relationships. The panel will discuss how to create authentic and intentional conversations to promote on-campus diversity efforts. The panel will share the types of programs companies are seeking, how a university can begin the dialogue to champion those efforts with corporate prospects and how to create meaningful dialogue with companies to enhance diversity and inclusion efforts on campus.

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Moderator: Lynell Cadray, Vice Provost, Office of Equity, Inclusion and Diversity, Emory University

Speakers: Dawn Jones, Director of Policy and External Relations, Global Diversity & Inclusion Group, Intel Corporation;
TBD, Facebookr; TBD, Uber;

Location: International Ballroom South, International Tower

10:15 a.m. – 11:15 a.m. • Concurrent Session II

Creating a New Corporate Relations Program One Year In: A Case Study

This session will describe why a new position was created, how it evolved and lessons learned from the perspective of one year in to the new system. The panel will share insights on starting a new corporate relations program, provide real world examples of challenges faced and will have open discussion time with the leadership of the units at Carnegie Mellon that created this position.

Moderator: Adam Paul Causgrove, Associate Director, Corporate Relations – Dietrich and Mellon Colleges, Carnegie Mellon University

Speakers: Liz Cooper, Associate Dean for Development, Dietrich College of Humanities and Social Sciences, Carnegie Mellon University; Nancy Felix, Associate Dean for Development, Mellon College of Science, Carnegie Mellon University

Location: International Ballroom North, International Tower

10:15 a.m. – 11:15 a.m. • Concurrent Session III

Knowing Your Client: What is Biopharma Looking For?

This session will bring together a diverse panel of pharma/biotech representatives for an interactive discussion on what opportunities are available when they engage with academic research partners. Topics will include why university partnerships are needed, the expectations these companies have when working with academia, and what motivates them and truly drives their actions. The panel will be presented talk show style – with an active moderator for half the session, and the remaining time reserved for interaction with attendees to ask candid questions and get immediate feedback.

Moderator: James Zanewicz, Chief Business Officer, Tulane University School of Medicine

Speakers: Gayatri Varma, Director, Collaborations Partnering & Strategy, Medimmune

Location: Embassy AB, International Tower

10:15 a.m. – 11:15 a.m. • Concurrent Session IV

Leveraging Alumni Relations to Strengthen Corporate Engagement

This panel presentation will describe successful tactics used in collaborating with your alumni relations partners to identify, engage and steward corporate relationships. By evolving traditional methods such as alumni events to showcase visibility of the university, your alumni partner can help to identify high level managers within a corporation who can foster diverse engagement opportunities. This focused success story of leveraging alumni relations shows how a continuum of engagement was critical to a large corporate gift and also to the longevity of the institutional relationship with the corporation.

Moderator: Eileen Murphy, Senior Director, Rutgers University Foundation

Speakers: Lisa English, Director, Alumni Relations, Rutgers University Foundation

Location: Embassy CD, International Tower



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11:15 a.m. – 11:30 a.m. • Networking Break

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

11:30 a.m. – 12:30 p.m. • Find Your People: Affinity Group Discussions

In these sessions, NACRO members have the opportunity to participate in an Affinity Group discussion. During these concurrent sessions, members will share interests, common goals, and current challenges. Affinity sessions are designed to be conversational with a moderator and discussion leaders. In an effort to prepare the moderators, we urge participants to submit a question or challenge ahead of time.

Affinity Group: Business

Location: Embassy CD, International Tower

Moderator: Monica Parker-James, Boston University

Affinity Group: Large Central Office

Location: International Ballroom South, International Tower

Moderators: TBD

Affinity Group: Small Central Office

Location: International Ballroom North, International Tower

Moderators: TBD

Affinity Group: Engineering

Location: Embassy AB, International Tower

Moderators: Janice Dehesh, UC San Diego and Cody Noghera, UC San Diego

Affinity Group: Medical/Health Sciences

Location: Hanover C, Exhibit Level, Hyatt Tower

Moderators: TBD

Affinity Group: Ag/Life/ Environmental Sciences

Location: Hanover D, Exhibit Level, Hyatt Tower

Moderators: TBD

Affinity Group: Research/Economic Development

Location: Hanover E, Exhibit Level, Hyatt Tower

Moderator: Patricia Young, LeHigh University

Affinity Group: Liberal Arts

Location: Hanover F, Exhibit Level, Hyatt Tower

Moderator: Derrick Harris, University of Southern California

Affinity Group: Industry/Corporate

Location: Hanover G, Exhibit Level, Hyatt Tower

Moderator: David Liaw, Northrop Grumman and Rhiannon Clifton, Huawei

12:30 p.m. – 1:30 p.m. • Affinity Lunch

Tables labeled with Affinity Group names for additional networking

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

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1:45 p.m. – 2:45 p.m. • Concurrent Session I

Disruption in Corporate Landscapes: M&A, Divestitures, and University Relationships

In today's agile environment, companies are merging, reorganizing, downsizing, and changing focus. When there is major disruption in our corporate partners, how can Universities position themselves to maintain and adjust to changing demands, new rules, and different leadership directions? What are the transitioning companies seeking from university partners during these changes? How can we continue to collaborate when disruption/change occurs or the bottom falls out? Representatives from GE and Corteva/Dow will speak to their recent restructuring and provide insights and suggestions to manage these changes from a university perspective.

Moderator: Roger VanHoy, Director, Life Sciences, Office of Corporate Relations, University of Illinois at Urbana-Champaign

Speakers: Tony Denhart, University Relations Leader, GE; TBD from Dow Chemical; Lakshmi Sastry Dent, External Technology Leader, R&D, Corteva Agriscience, the Ag Division of DowDuPont

Location: International Ballroom South, International Tower

1:45 p.m. – 2:45 p.m. • Concurrent Session II

Corporate Tiering Strategy: How and Why?

This session will cover the use of tiering methods to distinguish among companies based on their level of engagement and future potential. Tiering can help identify a school's top companies and best new prospects and can be useful for allocating scarce resources for outreach and stewardship. A tiering framework can help corporate relations offices be more strategic vs. reactive. In this session, you will hear from three different schools about how and why they do corporate tiering and have the opportunity to engage in Q&A

Moderator: Todd Cleland, Director, Corporate Relations, University of Washington

Speakers: Jim Desrochers, Associate Director, Industry Relations, Michigan Technological University; Brad Fravel, Director of Business Development, LINK – The Center for Advancing Industry Partnerships, Virginia Tech

Location: International Ballroom North, International Tower

1:45 p.m. – 2:45 p.m. • Concurrent Session III

Meeting Workforce Demands: AT&T and Georgia Tech

This session will cover everything from concept to hurdles to the implementation of how the Georgia Institute of Technology and AT&T created an online Master's degree in Computer Science and how they made the degree available and affordable. The session will include real data points to underscore the overall impact of the program and the panelists will explain how they thought outside the box on this opportunity, took a risk to stand up the program and how the risk paid off in a major way.

Moderator: Beth Bryant, Director, Corporate Relations, Georgia Institute of Technology

Speakers: Eliska Paratore, Vice President of TU Operations, AT&T; David White, Assistant Dean for Academic Programs, Georgia Institute of Technology; David Joyner, Associate Director for Student Experience, Georgia Institute of Technology

Location: Embassy AB, International Tower

1:45 p.m. – 2:45 p.m. • Concurrent Session IV

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Use your WITs (Wisconsin, Illinois, and Texas) to get ahead: Central Office NACRO Members Collaborate to develop an Industry Day on Campus Event ToolKit!

Has your university considered launching an Industry Day on Campus Event? If so, we have just the ToolKit for you! Learn from three central offices of NACRO universities that have come together to develop a ToolKit that will jump-start your efforts to launch a successful industry day! In our ToolKit we will share our approaches on building a steering committee from across campus, developing and executing a marketing strategy, invitation list, event agenda, budget, and feedback surveys. We will also talk about the partnership and support we found from our network at NACRO that allowed us to share similarities and differences, learn from each other and continue to make improvements for future events.

Moderator: Leslie McCormac Crawford, Assistant Director of Corporate Relations, University of Texas at Dallas

Speakers: Katheryne Rehberg, Associate Director, Office of Corporate Relations, University of Illinois at Urbana-Champaign; Melissa Simon, University Business Liaison, Office of Corporate Relations, University of Wisconsin-Madison

Location: Embassy CD, International Tower

2:45 pm - 3:00 p.m. • Networking Break

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

3:00 p.m. – 3:45 p.m. • Industry Panel Discussion: Strategic Corporate Partnerships in Atlanta – Key Learnings in Holistic Relationships

This panel will focus on collaborations and strategic partnerships between several key Georgia-based Fortune 500 industry leaders and the University of Georgia. The holistic corporate relations approach will be discussed as well as perspective from the industry representatives on topics such as multi-million dollar funding, corporate matching campaigns, corporate chapter structures established within alumni, need-based scholarships and more.

Moderator: Kelly Kerner, Vice President for Development and Alumni Relations, University of Georgia

Speakers: TBD Delta Air Lines, The Home Depot, Chick-Fil-A, Coca-Cola Company

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

3:45 p.m. – 4:00 p.m. • Networking Break

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

4:00 p.m. – 5:00 p.m. • Concurrent Session I

External Reports: Communicating Impact to your Industry Partners

This session will focus on and provide examples of how reporting tools can be used to foster relationship activities with companies. From monthly dashboards to annual reports, this panel session will offer insights on current best practices and facilitate discussion to effectively communicate outcomes of your relationships with companies. External reporting not only highlights the level of dedication to a company, but it can also shed light on growth areas within the relationship.

Moderator: Megan Puzey, Associate Director, Office of Corporate Relations, University of Illinois at Urbana-Champaign

Speakers: Barry Feuerborn, Associate Vice President, Office of Corporate Relations, University of Oklahoma; Wendy

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Elder, Director of Corporate and External Relations, University of Texas, Austin; Katie Buehner, Assistant Director, Industry Relations, Michigan Tech University

Location: International Ballroom South, International Tower

4:00 p.m. – 5:00 p.m. • Concurrent Session II

University-Corporate Relationship Case Study: Northrop Grumman & Florida Institute of Technology

This session will focus on the relationship between Northrop Grumman and the Florida Institute of Technology and how these two organizations have worked together to create a successful university-corporate relationship.

Moderator: Gretchen Sauerma, Florida Institute of Tech

Speakers: David Liaw, Corporate University Relationship Manager for the Southern California Region, Northrop Grumman Corporation

Location: International Ballroom North, International Tower

4:00 p.m. – 5:00 p.m. • Concurrent Session III

Value of Corporate Officers Working with Research Development Units: Four Case Studies

In this panel presentation, appropriate for all audiences, we will describe several successful case studies at different types of academic institutions. The success stories emphasize the importance of building strong connections and partnerships between university corporate offices with university representatives from the research office, alumni relations, advancement, career services, faculty development, sponsored research, technology transfer & commercialization, and government relations. As corporations lean more toward partnerships, universities must be prepared to provide simple and comprehensive services. Attendees will receive crucial information about how and when to engage university colleagues through the initiation, stewarding and engagement of corporate partners.

Moderator: Eileen Murphy, Senior Director, Rutgers University Foundation

Speakers: Brent Burns, Director, Federal and Industry Relations, Michigan Tech University; Kerry Morris, Senior Grants Proposal Specialist, Sponsored Programs and Research Administration, Valdosta State University; Rachel Dresbeck, Director, Research Development and Communication Services, Oregon Health & Science University

Location: Embassy AB, International Tower

4:00 p.m. – 5:00 p.m. • Concurrent Session IV

Models of Success for Transformational Corporate Partnerships

This session highlights four unique partnerships at the University of Minnesota. No two companies are the same which is why each partnership provides a unique opportunity to customize a plan that blends the culture of the two partners. Speakers will outline what they have learned in setting up each of the agreements as well as the post agreement plans that have been in place and the roles of each person at the universities that have made these partnerships successful.

Moderator: TBD

Speakers: Steve Corkery, Associate Vice President, Corporate and Foundation Relations, University of Minnesota

Location: Embassy CD, International Tower



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6:00 p.m. – 8:00 p.m. • Evening Reception

Location: Chick-fil-A College Football Hall of Fame, Playing Field

Relax, have fun, be casual - wear your school colors or the colors of your favorite team!

After the reception, join fellow NACRO members for more socializing at one of the recommended restaurants found on the NACRO Conference App

Thursday, July 26th

7:00 a.m. – 3:00 p.m. • Registration

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

7:00 a.m. – 5:00 p.m. • Luggage Hold Available

Location: Room TBD

This service is for luggage only. We recommend that you keep any valuables with you.

7:30 a.m. – 8:45 a.m. • Breakfast

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

9:00 a.m. – 9:30 a.m. • Opening Remarks

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

9:30 a.m. – 10:15 a.m. • Plenary Session/Keynote • Invited

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

10:15 a.m. – 10:30 a.m. • Networking Break

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

10:30 a.m. – 11:30 a.m. • Concurrent Session I

Beyond The Norm: Investor & Principal Gift Collaborations

This session will assemble a diverse panel of Investors & Principal Gift representatives for an interactive discussion on what creative opportunities exist to engage them with academia, especially in an entrepreneurial realm. Topics will include why university engagements are needed, the expectations they (and their portfolio companies) have when working with academia, and what motivates them and truly drives their actions.

Moderator: James Zanewicz, Chief Business Officer, Tulane University School of Medicine

Speakers: Katie Acuff, Associate VP for Advancement, Principal Gifts, Tulane University; Karen Heidelberger, Partner, Deerfield Management; Kris Khalil, Managing Director, Biofund II, New Orleans BioInnovation Center

Location: International Ballroom South, International Tower

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10:30 a.m. – 11:30 a.m. • Concurrent Session II

Companies Engaging Students as Customers

Companies from a variety of industries are looking to engage students as customers. This panel will explore several examples of innovative ideas through which companies are building relationships with students and faculty directly and how that is leading to broadened institutional partnerships.

Moderator: Alex Pietsch, Associate Vice President, Corporate Relations, Washington State University

Speakers: Ray Soriano, Higher Education Solutions, Lyft; Lee Wilson, Program Manager, IBM Academic Initiative

Location: International Ballroom North, International Tower

10:30 a.m. – 11:30 a.m. • Concurrent Session III

Working Towards a Common Goal: Engaging your Technology Transfer Office

As roles keep changing at universities, corporate relations and technology transfer can each benefit from communicating and working together. This session will provide examples of different ways four different universities are approaching how corporate relations and technology transfer work together. The conversation will be story-based, not broad brush strokes, to allow a deeper view into different successes and failures while explaining why each is doing what they do and how important personalities are to decisions.

Moderator: Michael Rondelli, Associate Vice President for Innovation and Commercialization, University of North Texas

Speakers: Holly Meadows, Senior Licensing Associate, Institute for Innovation and Entrepreneurship, University of Alabama, Birmingham; Alison Campbell, Director, Knowledge Transfer Ireland; Brad Fravel, Director of Business Development, LINK – The Center for Advancing Industry Partnerships, Virginia Tech

Location: Embassy AB, International Tower

11:30 a.m. – 12:45 p.m. • NACRO Business Meeting & Lunch

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

1:00 p.m. – 2:00 p.m. • Concurrent Session I

Corporate Engagement Hub, How to get started

We are all seeking nirvana in the corporate relations professional space - a collaborative campus hub model for corporate engagement - but how do you actually get started? At the Colorado School of Mines, we have recently started down this path and would like to share some key learnings. We will provide some of the nuts and bolts documents and encourage you to consider taking the journey. Even if you don't reach nirvana, there are benefits to being on the path.

Moderator: Emily Kelton, Senior Director, Corporate and Foundation Relations, Colorado School of Mines

Speakers: TBD

Location: International Ballroom South, International Tower

1:00 p.m. – 2:00 p.m. • Concurrent Session II

Corporate and Foundation Stewardship in the Digital Age

Corporations and Foundations have broad and deep connections to the universities they support, and stewarding these complex relationships can be a challenge. The University of Minnesota has evolved our strategy and found success using digital platforms to

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keep corporate donors informed of the full range of impact they are having. Corporate relations officers at all levels will benefit from learning about Minnesota's CASE-award-winning approach, including demos of regularly updated stewardship websites and annual digital report templates. Team members will share insights into digital stewardship strategy, basics of production, and how to use online report platforms to generate wider visibility for corporate-university partnerships.

Moderator: TBD

Speakers: Meaghan VanderSanden, Director, Corporate and Foundation Relations, University of Minnesota;
Patricia Peluso, Senior Project Manager, Stewardship, University of Minnesota

Location: International Ballroom North, International Tower

1:00 p.m. – 2:00 p.m. • Concurrent Session III

Engaging Fin Tech Companies

As the FinTech industry continues to grow, how can universities be a good partner in meeting industry demands for talent and recruitment? This session will offer insights into the current trends of the FinTech industry, recruitment needs and industry forecasts from the perspective of industry.

Moderator: Brittany Adams, Development and Foundation Relations, Corporate and Foundation Relations, University of Georgia

Speakers: Kelly Wise, University Relations Specialist, Equifax; Steve Riddick, Head of Gaming Product

Management, Global Payments, Inc.; Amy Evans, University Relations Leader, NCR Corporation; TBD FiServ

Location: Embassy AB, International Tower

1:00 p.m. – 2:00 p.m. • Concurrent Session IV

CASE TBD

TBD

Moderator: TBD

Speakers: TBD

Location: Embassy CD, International Tower

2:00 p.m. – 2:15 p.m. • Networking Break

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

2:15 p.m. – 3:15 p.m. • Concurrent Session I

Convergence of Philanthropy & Workforce Development: State Farm Engagement at Three Partner Universities

You have to date before you get married, right? Yet we expect companies to marry our university on the first date! It takes time to build mutually beneficial partnerships that span both the university campus and multiple departments within a company. This session will showcase State Farm engagement at three partner schools: Georgia State University, University of Texas at Dallas and Arizona State University. These partnerships were formed and/or deepened since 2014 when State Farm opened regional hubs in Atlanta, Dallas and Phoenix. Attendees will learn about: (1) State Farm's priorities and learnings as they developed their priority schools

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process, (2) how these university partnerships expanded over the last four years and (3) best practices and learnings from challenges along the way.

Moderator: Jessica Watts, Senior Director of Corporate Relations, University of Texas at Dallas

Speakers: Lonnie Smith, HR Philanthropy Manager, State Farm; Heath Wood, Director of Development, Corporate and Foundation Relations, Georgia State University

Location: International Ballroom South, International Tower

2:15 p.m. – 3:15 p.m. • Concurrent Session II

Capstone Projects: A Systematic Way to Engage Companies

Academic engagement is a great way to lure corporate relationships, from speaking engagements to academic partnerships with students and faculty. Georgia Tech's Vertically Integrated Projects program (VIP) has created a system for attracting undergraduate capstone sponsors whose projects may carry on through graduate/PhD/faculty sponsored research agreements.

Moderator: Alexa Hansen, Director, Strategic Partnerships, Heinz College, Carnegie Mellon University

Speakers: Ed Coyle, John B. Peatman Distinguished Professor and Director of the VIP Program and Consortium, School of Electrical and Computer Engineering, GA Tech; Sonia Thekkedath, Senior Data Analyst, McKinsey & Company; Dmitriy Kastel, Founder, Spring Theory

Location: International Ballroom North, International Tower

2:15 p.m. – 3:15 p.m. • Concurrent Session III

A Minute to Win It in the Shark Tank: Steal this Idea

Who knew so many good ideas could fit into one session? During this rapid-fire hour, a select group of corporate relations experts will pitch their best ideas and best practices for corporate relations offices/officers, and take questions from the audience, who in turn will be asked to share their successful ideas. Everything from better communications to a highly recommended productivity app, you are guaranteed to have several good take-aways at the end of the session.

Moderator: Wendy Elder, Director, Corporate and Foundation Relations, McCombs School of Business, University of Texas at Austin

Speakers: TBD

Location: Embassy AB, International Tower

3:15 p.m. – 3:45 p.m. • Networking Break and NACRO Committee Launch Meet-ups

Location: Hyatt Regency Atlanta, Regency Ballroom Atrium

3:45 p.m. – 4:45 p.m. • Plenary Session – Keynote • Smart Cities and Government/Industry/University Relationships

Speaker: Dan Gordon, former Chief Operating Officer, City of Atlanta

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII

4:45 p.m. – 5:00 p.m. • Concluding Remarks

Location: Hyatt Regency Atlanta, Regency Ballroom VI & VII



**2018 Annual Conference
July 24-26, 2018**

Conference Agenda

5:00 p.m. • Optional Networking Event

Location: Park Tavern, 500 10th St NE, Corner of 10th and Monroe, Atlanta, Georgia 30309