



## FUNDRAISING DAY 2019 SPONSORS, SUPPORTERS & EXHIBITORS

### Booth 203

**BAS Donor & Corporate Recognition** - [www.bassignsolutions.com](http://www.bassignsolutions.com)

BAS is one of the premier recognition consultants and providers in the nation with clients in all charitable business sectors. As recognition specialists BAS represents world-class skill and experience in the design and implementation of recognition and architectural signage solutions both static and digital. Our understanding of philanthropy, donor marketing and communication, and our comprehensive service – strategic planning and development through fabrication and installation, is a winning combination that brings success to all of our clients!

**Contact:** Moni Harrison / [moni@bassignsolutions.com](mailto:moni@bassignsolutions.com) / 289-834-3012 / @BASrecognition

### Booth 200

**Blackbaud Inc.** - [www.blackbaud.ca](http://www.blackbaud.ca)

Leading uniquely at the intersection point of technology and social good, Blackbaud provides software, services, expertise, and data intelligence that empowers and connects people to advance the social good movement. We serve the entire social good community, which includes over 1600 Canadian charities, foundations, corporations, education institutions, healthcare institutions and the individual change agents who support them. For more information about Blackbaud, visit [www.blackbaud.ca](http://www.blackbaud.ca).

**Contact:** [solutions@blackbaud.ca](mailto:solutions@blackbaud.ca) / 800-443-9441

**Blakely Inc.** - [www.blakelyjourney.com](http://www.blakelyjourney.com)

At Blakely, we get fundraising and marketing and know how to make the two work together. We know how to inspire people and we understand how to turn brands into action. We are a team of smart, fun people who are dedicated to making your life easier and your programs better. If you are looking to partner with an agency that walks the talk and keeps it real, give us a call!

**Contact:** Kimberley Blease / [kimberley@blakelyjourney.com](mailto:kimberley@blakelyjourney.com) / 905-727-6188 x245

**Blue North Strategies** - [www.bluenorth.ca](http://www.bluenorth.ca)

Since 2002, Blue North Strategies™ has led the way in developing personalized communications that deliver amazing experiences to grow your fundraising results. We combine the science and art of fundraising to help you build valuable, long-term relationships with all of your donors.

**Contact:** Kristian Dart / [kristian.dart@bluenorth.ca](mailto:kristian.dart@bluenorth.ca) / 416-669-4103 / @BlueNorth\_Inc

### Booth 515

**Canada Deceased List** - [www.canadadeceasedlist.ca](http://www.canadadeceasedlist.ca)

Canada Deceased List is a specialized provider of contact data related to the deceased. Our information comes from our partner company Canada Bereavement Registry which collects deceased contact data nationwide from funeral homes, estate executors and families of the deceased. Updated daily, our suppression file is the most accurate and current deceased list on the market. We help to improve deliverability and return on investment for fundraising campaigns as well as protect your organizations reputation by not offending the bereaved.

**Contact:** Martin McMillan / [martinm@canadadeceasedlist.ca](mailto:martinm@canadadeceasedlist.ca) / 905-349-3254

### **Booth 206**

**CanadaHelps** - [www.canadahelps.org](http://www.canadahelps.org)

CanadaHelps.org allows donors to quickly and safely donate and fundraise online for any registered Canadian charity and provides charities the secure online fundraising platform they need to succeed. Since 2000, CanadaHelps has facilitated over \$1B in online donations to Canadian charities.

Using CanadaHelps, over 2 million Canadians have donated to over 20,000 Canadian charities using our online tools. CanadaHelps exists to inform, inspire, and connect donors and charities, democratizing access to effective technology and education in the charitable sector.

**Contact:** Jacob O'Connor / [jacobo@canadahelps.org](mailto:jacobo@canadahelps.org) / 416-628 6948 x2398

### **Booth 305**

**Candela Strategies** - [www.candelastrategies.com](http://www.candelastrategies.com)

Candela Strategies is a full-service fundraising, marketing and management agency that provides strategic consulting and creative to non-profits and charities. Our mission is to help non-profits achieve their goals and further their causes. From strategy to creative, we work to deliver solutions that are insightful, impactful and actionable, with data analytics driving everything we do. Candela combines branding and marketing expertise with non-profit knowledge that has raised millions of dollars for charities across North America.

**Contact:** Chris Carter / [ccarter@candelastrategies.com](mailto:ccarter@candelastrategies.com) / 647-289-9877 / @candela\_strat

### **Booth 202**

**CCS** - [www.ccsfundraising.com](http://www.ccsfundraising.com)

CCS is the leading and most widely recommended fundraising consulting and management firm in the field. With over 375 professionals and 14 offices throughout the United States, Canada, Europe and Australia, we're delivering meaningful and measurable change together with our clients. In Canada, CCS has partnered on more than 350 projects including, The University of British Columbia, The Ottawa Hospital Foundation, Ontario SPCA, and The Archdiocese of Toronto; raising more than \$1 billion for their causes.

**Contact:** Chris Polito / [cpolito@ccsfundraising.com](mailto:cpolito@ccsfundraising.com) / 202-276-5297

### **Booth 403**

**CharityCAN** - [www.charitycan.ca](http://www.charitycan.ca)

Find donors. Reveal Connections. Save time. CharityCAN is a cloud-based software platform that helps Canadian charitable organizations find and research donors by bringing big data technologies to the prospect research process. We index several datasets of donor information including donation histories, wealth indicators and biographies. We use machine learning methodologies to group these separate data points into donor profiles and build a relationship graph to reveal connections between prospective donors and your organization. CharityCAN is everything you need for fundraising research in one place.

**Contact:** Robert Feddersen / [robert@charitycan.ca](mailto:robert@charitycan.ca) / 705-415-1684

### **Booth 303**

**Contact Innovations Inc.** - [www.contactinnovations.com](http://www.contactinnovations.com)

Paper donations? If your organization is receiving paper donations, you need to know how fundraising professionals are drastically reducing processing times and fees with Contact Innovations ImageArchive software solution. ImageArchive is the most efficient way to process paper donations, update donor records and make electronic cheque deposits. Visit us at booth 303 to find out how organizations like UNICEF Canada and Habitat for Humanity have improved paper donation processing times by more than 60% and improved overall donor experience.

**Contact:** Mike Copeland / [mikecopeland@contactci.com](mailto:mikecopeland@contactci.com) / 416-419-3903

### **Booth 204**

**donna Interactive Suite** - [www.donnasuite.com/home](http://www.donnasuite.com/home)

donna Interactive Suite is an all-in-one web-based solution to promote, manage and optimize online donations and donor relationships. Adaptable according to needs, donna integrates the best interactive and transactional tools for foundations, causes and organizations that want to maximize their online fundraising campaigns.

**Contact:** Carole-Anne Gagnon / [carole-anne.gagnon@ciblesolutions.com](mailto:carole-anne.gagnon@ciblesolutions.com) / 1-877-562-2299 x229

**Booth 108****DonorPerfect Canada Inc.** - [www.donorperfect.ca](http://www.donorperfect.ca)

DonorPerfect Canada offers a powerful and complete constituent relationship management (CRM) and fundraising development software, built to cultivate donor relationships and achieve terrific fundraising results. Featuring ergonomic ease-of-use, robust reporting and complete Internet connectivity, you can take your fundraising with you anywhere, anytime, on any device. Our cloud-based, award-winning solution, our experienced, bilingual team in Montreal and our worldwide success make DonorPerfect the logical choice for Canadian fundraisers.

**Contact:** Steve Milcik / [smilcik@donorperfect.ca](mailto:smilcik@donorperfect.ca) / 1-877-938-1221 @DonorPerfect

**Booth 307****Engage Interactive** – [www.engageinteractive.net](http://www.engageinteractive.net)

Engage offers full personalized telemarketing and mail services, digital lead generation and SMS Integration, along with a suite of data management and analytics. Through top-tier technology and 30+ years of experience, we help nonprofits find, retain and upgrade significant numbers of new donors. In fact, we've helped 5.5 million generous people find their next charity. Together we will maximize and steward the lifetime value of your supporters, in a way that is ethical, professional and backed up with guaranteed results.

**Contact:** Susan Alger / [susan.alger@engageinteractive.net](mailto:susan.alger@engageinteractive.net) / 855-536-4243

**Booth 401****Environics Analytics** - [www.environicsanalytics.com](http://www.environicsanalytics.com)

One of North America's premier marketing and analytical services companies, Environics Analytics helps customers turn data and analytics into insight, strategy and results. EA offers the full range of analytical services—from data supplier to strategic consultancy—and provides authoritative reports, software and modelling approaches to solve business challenges.

**Contact:** Allen Davidov / [allen.davidov@environicsanalytics.com](mailto:allen.davidov@environicsanalytics.com) / 647-800-1439 / @EnvironicsA

**Focus Communications Inc.** - [www.focuscomms.com](http://www.focuscomms.com)

An award-winning national communications agency, Focus Communications is a pacesetter in 360° strategic multicultural marketing based on critical cultural insights. The firm's unique high-value relations and ethnic market intelligence have empowered over 80 corporate and not-for-profit brands in the past 25 years to effectively connect and engage target audiences with stellar results. The company's founder Loretta Lam has actively assisted many C-suite executives and not-for profit organizations in fundraising initiatives and brand building strategies.

**Contact:** Loretta Lam / [lorettal@focuscomms.com](mailto:lorettal@focuscomms.com) / 905-305-0308 x208

**Booth 509****Global Payments** - [www.globalpaymentsinc.com/en-ca](http://www.globalpaymentsinc.com/en-ca)

Global Payments is a leading worldwide provider of payment technology and software solutions. We simplify the ever-growing complexity of the payment experience so that charitable and non-profit organizations can seamlessly accept any form of payment – anywhere, any way, anytime. But we're more than just payments. With access to emerging technologies and software solutions, you'll be fully equipped to meet the needs of your donors and maximize donations received.

**Contact:** [info.canada@globalpay.com](mailto:info.canada@globalpay.com)

**Booth 102****Good Partnership (The)** - [www.thegoodpartnership.com](http://www.thegoodpartnership.com)

Working in a small organization is not for the faint of heart. We get it - we specialize in providing worry-free fundraising for small nonprofits. Fundraising success comes from a combination of the right strategy, having a concrete action plan, and then being consistent with implementation. Our services provide all three. Visit us at booth 102 for a free fundraising or systems check-up - 10 minutes of free advice from our experts.

**Contact:** Cindy Wagman / [cindy@thegoodpartnership.com](mailto:cindy@thegoodpartnership.com) / 647-985-7061 / TW: [@goodpartnersinc](https://twitter.com/goodpartnersinc) / IG: [@thegoodpartnership](https://www.instagram.com/thegoodpartnership)

**Booth 104****HCB Canada** - [www.hcbcanada.com](http://www.hcbcanada.com)

With callers trained to engage in non-scripted conversations and, industry leading, predictive modeling, HCB provides powerful telefundraising programs with great donor experiences. HCB also offers, long lapsed, donor re-activation programs with a break-even guarantee through its proprietary VAS™ (voice assisted solution) technology. VAS™ is also combined with HCB's, exclusive, Home Charity Box™ to create a, pay-per-performance, cold list monthly donor acquisition program. At HCB our success is in creating your success.

**Contact:** Michael Blakely / [mblakely@hcbcanada.com](mailto:mblakely@hcbcanada.com) / 905-481-1729 or 866-416-8034

**Booth 301****Imagine Canada** - [www.imaginecanada.ca](http://www.imaginecanada.ca)

Imagine Canada is a national charity that supports and strengthens the Canadian charitable sector. Our programs and resources help charities better serve their communities. Our fundraising platform, Grant Connect, connects charities with funders who share their cause. Our Standards Accreditation Program for charities and nonprofits builds excellence in governance, accountability, and transparency. These are supported by our Partners in Change, organizations and individuals that advocate for stronger charities.

**Contact:** Renée Longo / [rlongo@imaginecanada.ca](mailto:rlongo@imaginecanada.ca) / 1-800-263-1178 x225 / @imaginecanada

**Booth 505****JMG Solutions Inc.** - [www.jmgsolutions.com](http://www.jmgsolutions.com)

**Blackbaud Technology Partner of the Year winner 2017 and 2018** – “dedication to unlimited support has resulted in unparalleled customer retention and satisfaction”! **Super Importer Exporter is easy** (just a few clicks). Tap into 30 years fundraising and technical experience with 1,000 users for all your **Raiser's Edge, RE NXT, Financial Edge NXT** (Canadian Channel Partner). Proudly AFP sponsor for over 15 years! See us to help you make a difference at **booth 103**

**Contact:** Jeff Gignac / [jeff@jmgsolutions.com](mailto:jeff@jmgsolutions.com) / 905-891-6903 / @jeffgignac

**Booth 519****J. Sutton Communications** - [www.jsuttoncom.com](http://www.jsuttoncom.com)

For over 35 years, J Sutton Communications Inc has helped raise funds for hundreds of non-profit organizations. From concept and design through production of printed and personalized materials, we have partnered with our clients to make their work easier and more cost-effective, while maximizing their ability to generate results - all without upfront fees or retainers.

**Contact:** John Sutton / [john@jsuttoncom.com](mailto:john@jsuttoncom.com) / 416-365-7446

**KCI (Ketchum Canada Inc.)** - [www.forwardthinkingKCI.com](http://www.forwardthinkingKCI.com)

At KCI, we are a firm focused on values and people...both ours and yours. We are also focused on What's Next. Innovation, disruption and change are everywhere. What's Next for the non-profit sector? For your organization and its plans for impact? For your individual career? As Canada's leading consultancy to the non-profit sector, we are a national team of professionals in fundraising, strategy, research & analytics and executive search. We've helped thousands of organizations craft their strategies, build their teams and raise billions of dollars. Together, let's discover What's Next.

**Contact:** [info@kciphilanthropy.com](mailto:info@kciphilanthropy.com)

**Booth 503****MobilBid** – [www.mobilbid.ca](http://www.mobilbid.ca)

MobilBid was founded on the principle that game-changing technology should be available to all fundraisers. MobilBid offers a smartphone-centred, silent auction platform with advanced features that is fun and easy to use, delivering better results...and affordable to the widest possible spectrum of users. MobilBid is chosen and trusted by hundreds of national non-profits, healthcare foundations, schools, colleges, professional sports teams, and many community charities annually.

**Contact:** Dale Carter / [carter@mobilbid.ca](mailto:carter@mobilbid.ca) / 855-202-4404

*A division of NDI, a Toronto software technology company.*



**Offord Group** - [www.theoffordgroup.com](http://www.theoffordgroup.com)

Offord Group is a Canadian firm comprising senior philanthropy consultants with national and international experience. In addition to providing experienced counsel, we offer specialized services including communications, talent development and analytics. Our merger with Marts & Lundy positions us to offer expanded services and to reach across the country so that our clients benefit from the added breadth of Marts & Lundy's 50 senior consultants and their international experience.

**Contact:** Nicholas Offord / [nicholas@theoffordgroup.com](mailto:nicholas@theoffordgroup.com) / 416-640-4136

**PayPal Giving Fund Canada** - [www.paypal.ca/contactPPGF](http://www.paypal.ca/contactPPGF)

PayPal Giving Fund Canada is a registered charity that raises funds online for other Canadian charities. Harnessing the power of PayPal's technology, we're creating an inclusive network of charities, businesses, and donors to raise new, unrestricted funds for charities, while aiming to make charitable giving a part of everyday life. We don't charge donors or charities for our services. In partnership with industry-leading online companies, PayPal Giving Fund generated more than \$235 million CAD in donations across Canada, the US, UK and Australia in 2018.

**Contact:** [www.paypal.ca/contactPPGF](http://www.paypal.ca/contactPPGF) or [info-ca@paypalgivingfund.org](mailto:info-ca@paypalgivingfund.org)

**PearTree Canada** - [www.peartreecanada.com](http://www.peartreecanada.com)

PearTree provides a proven and powerful philanthropic tool. Since 2007, our charity flow through donation format has helped charities raise more money by significantly reducing donors' after-tax cost of giving. We work with donors, legal and tax advisors, tax authorities (CRA and Revenue Québec) and the charitable sector, from grassroots organizations to leading institutions across Canada.

**Contacts:** Les Ross / [les.ross@peartreecanada.com](mailto:les.ross@peartreecanada.com) / 416-322-2294

Robin Turack / [robin.turack@peartreecanada.com](mailto:robin.turack@peartreecanada.com) / 416-322-2293

Michael Fugman (BC) / [michael.fugman@peartreecanada.com](mailto:michael.fugman@peartreecanada.com) / 416-646-1041

**Booth 511****Presidential Environment Inc.** - [www.presidentialenvironment.com](http://www.presidentialenvironment.com)

Presidential has a 25+ year history of consulting and developing successful recognition programs. Whether you honour achievement and excellence, or donor appreciation, Presidential offers a comprehensive approach to design and continuity of recognition programs. These provide an active resource for corporate and not-for-profit organizations to cultivate and develop donor base, celebrate volunteers or recognize outstanding performance. From design to execution, we are your one-stop-shop for recognition!

**Contact:** Tammy Kim / [tammy@presidentialenvironment.com](mailto:tammy@presidentialenvironment.com) / 416-960-6317 x221

**Booth 100****Sigma Promotions Inc.** - [www.sigmapromotions.com](http://www.sigmapromotions.com)

Sigma Promotions is the star-studded team that works with grassroots, national and international organizations to help promote causes through the strategic use of promotional items. We've worked with great causes to create impactful solutions while remaining sensitive to budget constraints, appropriate donor incentives, and recognition pieces. If you're looking to raise funds, thank supporters, increase awareness AND reduce caffeine intake related to creative stress we can help!

**Contact:** Nikki Pett / [nikki@sigmapromotions.com](mailto:nikki@sigmapromotions.com) / 905-841-9314 / @sigmapromo

**Booth 507****Stephen Thomas Ltd (ST)** - [www.stephenthomas.ca](http://www.stephenthomas.ca)

Your job is to raise money and bring your brand to life wherever your donors or potential supporters are. That's our job, too. ST helps North American non-profits and charities across all fundraising channels — with smart strategy grounded in proven data and analytics expertise, effective integration, inspiring creative and emotive storytelling. Let's talk about how ST can help you and your organization raise more money.

**Contact:** Donna Richardson / [donnar@stephenthomas.ca](mailto:donnar@stephenthomas.ca) / 416-690-8801 x249

**Booth 501****Stratcom** - [www.stratcom.ca](http://www.stratcom.ca)

For more than 25 years, Stratcom has created and implemented innovative and integrated fundraising, engagement and campaign strategies that increase revenue for charities and non-profits while strengthening donor relationships. We specialize in telefundraising, with an emphasis on building monthly donor files. We are also experts in digital fundraising, mobile giving, donor research, donor engagement strategies and more. Come visit our booth to learn more about innovative services such as digital lead generation, converting online contacts to donors and our exclusive mobile giving platform, Mobilise

**Contact:** Dan Abraham / [dan.abraham@stratcom.ca](mailto:dan.abraham@stratcom.ca) / 416-537-6100 x64

**Booth 513****TI Response** – [www.tigroup.ca](http://www.tigroup.ca)

The role of DM has changed significantly over the years and continues to be a critical, yet evolving channel in any savvy marketers marketing mix. Direct mail today is very different from what many of us think as an older antiquated media. Combining the power and ubiquitous reach of the Digital Channels with Direct Mail, amplifies results. Engage with new audiences and optimize existing donors with TI Response's unique and comprehensive Direct Marketing solutions. Stop by Booth #513 to learn more about our unique solutions.

**Contact:** Jim Wisner / [jwisner@tigroup.ca](mailto:jwisner@tigroup.ca) / 416-278-8565

**Booth 517****Wisely** - [www.fundraisewisely.com](http://www.fundraisewisely.com)

Wisely is a fundraiser acceleration tool that is changing the way not-for-profits fundraise. Using machine-learning and real-time analytics, the Wisely solution empowers fundraisers to own their pipelines by telling them which donors will give, when, and the right ask amount. Complementing your organization's existing CRM, Wisely improves your gift officer productivity, resulting in a double-digit fundraising lift for charities.

**Contact:** Wes Moon / [wes@fundraisewisely.com](mailto:wes@fundraisewisely.com) / 647-588-2882

**Booth 106****WISHART Advertising & Graphic Design** - [www.wishart.net](http://www.wishart.net)

Having created some of the most iconic campaigns in Canadian fundraising history, WISHART remains head and shoulders above. WISHART's creative has helped Canadian charities raise more than one BILLION dollars in the past decade. Having created the disruptive 'Disrupt' creative for Congress 2018, WISHART is hard at work developing "Raise the Work" creative for Congress 2019. Rise above the ordinary; create extraordinary value. Create the greater good.

**Contact:** John VanDuzer / [john@wishart.net](mailto:john@wishart.net) / 416-535-4876 / 905-577-6290 / @johnvanduzer

**BOOTH 309****Yeeboo Digital** – Full Service Online Fundraising Agency – [www.yeeboodigital.com](http://www.yeeboodigital.com)

If you want to raise more money online – you want to talk with Yeeboo Digital. We empower our clients with creative strategy, cutting edge projects and the best customer service in the industry. Our wide-range of clients love us for our help with Digital Strategy, Google Adword and Grant Management, Web Design & Development, Peer2Peer Events, Copywriting, Email Marketing, Digital Acquisition, Social Media and so much more. Find out what it's like to have successful projects that deliver on-time and on budget.

**Contact:** Yeeboo Digital / [info@yeeboodigital.com](mailto:info@yeeboodigital.com) / 1-800-840-1817 / @yeeboodigital