


ANNUAL REPORT

2014





The 2014 Annual Report of the Grant Professionals Foundation reflects our commitment to the Grant Professionals Association, the community of grant professionals, and our mission. This report describes our accomplishments during 2014, donations received, and the cost of providing educational initiatives.

To reduce cost and protect the environment, this report is published on our website at grantprofessionalsfoundation.org for review by our friends, donors, sponsors, volunteers, colleagues, and the public. Records of the Foundation are available for review upon request at:

info@grantprofessionalsfoundation.org

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Design & Layout: Mike Toth

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MISSION

The Grant Professionals Foundation touches the lives of people in our communities by ensuring resources are available to train, credential, and advocate for those grant professionals serving not-profit organizations who secure the funding necessary to serve the needs of our most vulnerable neighbors.

We support the education that provides knowledge to grant professionals, the advocacy that gives them greater access to funding, and the credentialing that establishes and promotes excellence in the field.

Our partners in this mission are the Grant Professionals Association (GPA), which educates and advocates for grant professionals, along with the Grant Professionals Certification Institute (GPCI), which defines the benchmark standards of the grant profession through credentialing.

CHAIR'S LETTER

Dear Colleagues,

2014 was the year of greatest growth and change for the Grant Professionals Foundation (GPF) since our founding in 2006—a fantastic time for advancing the grants profession and the millions of people we all serve together through this important work.

Special thanks goes to the GPA office staff for all their patient assistance throughout the year, but especially during the Silent Auction, and to the GPA Board of Directors for generously providing thousands of dollars of in-kind donations that ultimately helped us serve more grant professionals than ever.

GPF, through the loyal support of our donors and friends, ensures that grant professionals have access to education and networking, national and regional training opportunities, and research to help them better serve their communities and the greater good. In 2014 these opportunities included a record number of scholarships for annual membership including national and chapter dues, registrations for the GPA annual conference, and exam fees for the Grant Professionals Certification Exam.

On behalf of the GPF Board of Directors, I am proud that 2014 saw a new groundswell of support from grant professionals across the country. As you'll read in this Annual Report, the Every Chapter Challenge was the largest ever. Industry leaders like Dr. Beverly Browning championed monthly giving and encouraged new grant professionals through the Susan G. Kemp Memorial Scholarship Fund. The annual Silent Auction generated friendly bidding wars and the largest total raised to date.

We couldn't have done it without our hard-charging GPA chapters, generous individual donors, tireless Board Members, and enthusiastic volunteers. This annual reports tell the compelling story of the good that people like you can do when we unite and ignite our passion for positive change in the grants profession.

My deepest gratitude goes to former Board Chair Lisa Chutjian, Vice Chair Danny Blich, Treasurer Jay Janssen, and former Secretary Sandra Jordan who worked so hard to establish best practices in financial and administrative management. The largest roster of Board Members ever will bring significant experience, expertise, and enthusiasm in 2015.

I am honored and proud to carry this excitement and energy into 2015, my first year as Board Chair.

With appreciation,

Kimberly Hays de Muga, GPC

P.S. If you would like to join our dynamic, enthusiastic Board of Directors or start your service as a volunteer on a Board Committee, visit: www.grantprofessionalsfoundation.org/nominations-application.

FULFILLING THE FOUNDATION'S MISSION

The Grant Professionals Foundation works in close partnership with the Grant Professionals Association and the Grant Professionals Certification Institute to support and build the grants profession. The Foundation's unique role as a 501c3 organization is to help individuals receive valuable education through participation in conferences, grow through networking with peers, and demonstrate expertise by achieving the GPC™ credential. The Foundation also contributes to the general body of knowledge by conducting research on the impact of grant professionals on the viability and resiliency of their communities.

SCHOLARSHIPS

In fulfillment of its mission to support the education and development of grant professionals, the Foundation provides scholarships for individuals to participate in the GPA National Conference and regional conferences, as well as membership in GPA and credentialing through the Grant Professionals Certification Institute.

An impartial Foundation committee selects scholarship recipients based on the requirements of each scholarship sponsor. Some scholarships are restricted to members of a particular Chapter, for first-time conference attendees, or for those who have demonstrated a strong commitment to their Chapter or GPA in general. All recipients dedicate volunteer hours to the Foundation, GPA, GPCI or their Chapter, and share their professional development story through an article or open thank-you letter published by the Foundation. The Foundation also hosts the scholarship process for GPCI.

The Foundation awarded 71% more scholarships in 2014 than in the previous year, thanks to donors providing nearly \$14,000 in support. In coordination with GPCI and GPA chapters, the Foundation provided:

- **11 scholarships totaling \$11,031 for GPA national and regional conferences**
- **7 scholarships totaling \$1,613 for GPA national and chapter memberships**
- **2.5 scholarships totaling \$1,347 for the GPCI credentialing examination**

See pgs. 8-9 for a list of the awarded scholarships and recipients.

MORE FOUNDATION HIGHLIGHTS

NATIONAL IMPACT SURVEY

In August 2014, the Foundation released the questionnaire for its fourth annual Grant Professionals Impact Survey. With support from the University of Oklahoma and Megan Brown, MPH, the Foundation redesigned the survey tool to accommodate longitudinal analysis. In December 2014, the Foundation released the Descriptive Summary Report of 2014. Early results show significant statistical differences between GPA members and non-members in two areas:

- GPA members secured three times as much funding as non-members
- GPA members were more likely than non-members to spend time on funder cultivation and stewardship
- Non-members spent more time on program design

The full results of the four-year analysis will be released in early 2015.

EVERY CHAPTER CHALLENGE

Each year since 2008, the Foundation has relied on the philanthropic and competitive spirit of GPA chapters and members to help fund programs to advance the grants profession. Funds raised through the Every Chapter Challenge not only provide funds for scholarships, but also help GPA chapters to acknowledge, retain, and recruit their leaders and members.

This year was the most successful Every Chapter Challenge to date, thanks to members from 25 chapters who raised \$7,400, exceeding the previous year's tally by an astounding 71%. The Star Chapter Award for the most funds raised was presented to the St. Louis Chapter, which raised \$1,225— the highest total secured by a chapter in the history of the Challenge.



St. Louis Star Chapter 2014

SILENT AUCTION

The Foundation held its annual Silent Auction during the 2014 GPA Annual Conference in Portland, Oregon. The event raised \$5,510 (22% more than the previous year) from 38 individuals providing winning bids on items contributed by more than 50 donors.

See pgs. 10-11 for a list of the donors who contributed items, and the winners who "bought" the items.

MORE FOUNDATION HIGHLIGHTS

GIVING WELL

In 2014, the Foundation debuted Giving Well, a monthly giving program designed to maximize the impact of an individual gift and minimize the impact of giving on a donor's personal life. Through PayPal and credit/debit cards, the donor has complete control over the gift and can stop/start it at any time. Through the program, the Foundation receives a steady source of support for its educational and research programs.

MARKETING

To keep the grant professional community informed of its programs, the Foundation launched new presence on Facebook (www.facebook.com/GrantProfessionalsFoundation) and Twitter @GrantProFDN. The Foundation also began planning for the inaugural International Grant Professionals Week, held March 16-20, 2015.



SCHOLARSHIP PROGRAMS

*"I am grateful for the scholarship and the opportunity to become involved with GPA. Just like this year's conference theme, I look forward to "Building Bridges" in my grants abilities and between myself and my fellow grants professionals."
-Lisa Deem, 2014 Conference Scholar*

2014 GPA ANNUAL CONFERENCE SCHOLARS

These scholarships provided support for attending the GPA Annual Conference in Portland, Oregon.

Arkansas Scholarship

Sponsored by The Kester Group & the Arkansas Chapter

JESSIE WAGNER

Peach State Scholarship

Sponsored by the Georgia Chapter

MEGHANN ADAMS

South Florida Chapter Scholarships

Sponsored by the South Florida Chapter

DELIA KENNEDY, KRISTIN HOLOWICKI

Susan G. Kemp Memorial Scholarship

Sponsored by Dr. Beverly Browning,
Bahiyah Maroon and the Foundation

GERALDINE WHITAKER

Pam Van Pelt Memorial Scholarship

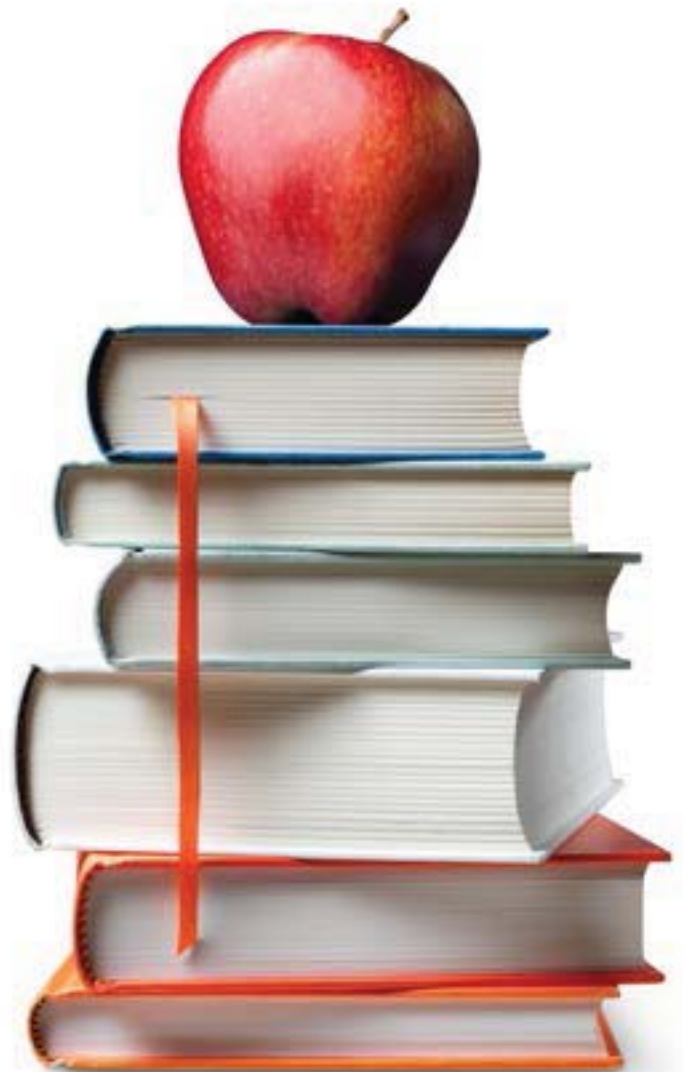
Sponsored by the Nevada Chapter

SUE GREEN

Grant Professional Foundation Scholarships

Sponsored by the Foundation

CHARLISA GARG, HAYLEY JOHNSON, BRIANA WILLIAMS



MORE SCHOLARSHIP PROGRAMS

GPF OPEN MEMBERSHIP SCHOLARSHIPS

The Foundation offers three types of Open Membership scholarships: Chapter Leader Membership Scholarships (for current and incoming GPA Chapter officers), New Membership Scholarship (one-year membership for GPA and the honoree's local GPA chapter), and Renewing Membership Scholarships (one-year membership for GPA and the honoree's local GPA chapter).

Chapter Leadership Scholarship

Rachel S. Higgins, Leslie Testa

New Membership Scholarship

Cynthia Hobson, Robert Kirkpatrick, Avril Amanda McFarlane, Debra R. Morrett

Renewing Membership Scholarship

Jenny Potter

*"Without your help, I would not have been able to participate in the conference this year...One day I hope to be able to assist other grant professionals to achieve their goals just as you have helped me through this scholarship."
-Hayley Johnson, 2014 Conference Scholar*

GPC™ SCHOLARSHIPS

These scholarships are open to individuals who are eligible to apply and sit for the GPC™ exam. The Grant Professionals Credentialing Institute and the Foundation jointly provide support for the scholarships, resulting in five scholarships awarded in 2014.

Meghann Adams

Julie Boll

Angelica Caterino

Stacy Ruble

Karen Warr

SILENT AUCTION

Each year since 2011, the Grant Professionals Foundation organized a Silent Auction during the Grant Professionals Association Annual Conference. At the 2014 Conference in Portland, Oregon, donors contributed 54 items, including jewelry, artwork, gift certificates, vacations, books, workshops, accessories for electronics, and gift baskets for people and pets. By the end of the Auction, 38 winning bidders had paid more than \$5,000 for the items, the highest amount raised by a GPF Silent Auction to date.

Thanks to our 2014 Silent Auction Donors!

Linda Butler
Grant Professionals Association
Beverly Santicola

Alex & Ani
Anonymous
Apple/Urge
Arkansas Chapter
Bacardi Foundation
Teri Blandon
Chicago Chapter
Disney
Georgia Chapter
Grant Professionals Certification Institute
Lisa Jackson
Jane Carter Solutions
Sue Jetter
Kimberly Hays de Muga
King Estates Winery
Bonnie Houk
Diane Leonard
Mohawk-Hudson (New York) Chapter
Jo Miller
Minnesota – Northstar Chapter
Northern Ohio Chapter
Oregon and SW Washington Chapter
Otterbox
Patchwork & Pearls
Red Box
Amy Shankland
Lisa Sihvonen-Binder
St. Louis Area Chapter
St. Louis Convention & Visitors Bureau
Tampa Bay Chapter
Sheila Tillery
Tiny Prints
Total Wine & More
Micki Vandeloo
Barbara Vega
Wyatt Earth Organics

Thanks to our 2014 Silent Auction Winning Bidders!

Shearon Anderson
Sonya Anthony
Danny Blich
Maggie Bowley
Linda Butler
Madeline Cleb
Andrea Crawford
Theresa Cummins
Stephanie Dawkins
Amanda Day
Loretta Deaner
Jeanne Donado
Debbie DiVirgilio
Dahna Hanysterter
Kimberly Hays de Muga
Doris Jean Heroff
Lisa Jackson
Sue Jetter
Beverly Kincaid
Tracy Bigner Knutsen
T. Kriege
Lisa Matyiku
Karen McKenna
Kerri Laubenthal Mollard
Sue Pardee
Mea Poluskly
Gayla Rawlinson
Paula Schumacher
Lauren Scott
Iona Simpson
Janice Simpson
Olivia Smith-Daugherty
Darvie Soar
Micki Vandeloo
Barbara Vega
Sara Wagner
Sylvia Wodall
Cecilia Young

THANK YOU



VOLUNTEERS

Thank you to our volunteers for contributing hours of time and talent to help the Foundation succeed in its mission. Their time, and that invested by the Board of Directors, is valued at more than \$40,000 in 2014. Thank you!

Meghann Adams
Charles Alford
Nancy Battersby
Teri Blandon
Barb Boggs
Megan Brown
Andrew Cherry
Mary Cosgrove
Linda Dahlgren
Amanda Day
Lisa Deen
Chyreese Ductan
Charlisa Garg
Robyn Gibboney
Sue Green
Alyssa Hanadas

Kristin Holowicki
Bonnie Houk
Hayley Johnson
Sue Jetter
Lisa Kennedy
Ericka Kurtz
Susy Lacer
Caroline Leopold
Jasmine Markanday
Jean Marshall
Lisa Matzner
Jenny Potter
Richard Redfearn
Joan Rice
Kelli Romero
Merritt Royal

Beverly Santicola
Nancy Saviano
Amy Shankland
Lisa Sihvonen-Binder
Lisa R. Smith
Olivia Smith-Daugherty
Lisa Stachula
Lauren Steiner
Alan Tiano
Seema Wadia
Jessie Wagner
Carla Webster
Geraldine Whitaker
Briana Williams



GIVING FROM THE HEART DONORS

Thank you to our donors for your compassionate gifts! Our donors and partners make all of the Foundation's scholarships, research, communications, and accountability possible.

Donna Adler
Jinai Amos
Kendra Anderson
Laurie Anderson
Helen Arnold
Melody Ayers
Nancy Battersby
Michelle Bausista
J. Mark Beamis
Danny Blich
Amanda Brockett
Dr. Beverly Browning
Stephanie Bunsey
Laura Cappelto
Matt Carter
Karen Cassidy
Lisa Chutjian
Linda Dahlgren
Lauren Daniels
Catie Dargue
Maria Davis
Jan Doughty
Mark Dunlap
Ellen Evans

Tracy Francescone
Diane Gedeon-Martin
Lori Gold
Deborah Graham
Sue Green
Kimberly Hays de Muga
Katherine Heart
Doris Jean Heroff
Kent Hornberger
Judy Hoyt
Jay Janssen
Cheryl Kester
Nancy Kost
Adam Kudzin
Susy Lacer
Rickey Lewis
Nancy Lukenbill-Blessing
Jennifer Mangieri
Lisa McAloney-Madden
Nan McIntyre
Corinee McVee
Sara Miga
Nancy Mihalko
Melissa Mullins

Tiffany Nobles
Susan Pardee
Mary Parker
Deborah Phillips
Gayla Rawlinson-Maynard
Joan Rice
Holly Roe
Merritt Royal
Stacy Ruble
Cory Rutz
Karen Sayre
Scott Scala
Laurence Shlacter
Bill Smith
Michelle Smith
Stacey Smith
Olivia Smith-Daugherty
Pamela Sophiajohn
April Steffy
Lauren Steiner
Lisa Stofan
Heather Stombaugh
Jessica Strong
Sheila Tillery

Micki Vandeloo
Barbara Vega
Dr. Bahiyyah Maroon
Jaime Weller-Lafavor
Scott Williams

FINANCIAL STATEMENT

December 31, 2014

Current Assets

Checking/Savings

| | |
|----------------------------|-----------|
| Wells Fargo - Money Market | 17,296.42 |
| Wells Fargo - Checking | 656.78 |
| UMB Certificate of Deposit | 0.00 |
| UMB - Checking | 0.00 |
| Total Checking/Savings | 17,953.20 |

Total Current Assets

17,953.20

Equity

Restricted Earnings

| | |
|-----------------------|-----------|
| Susan Kemp | 1,041.00 |
| St. Louis Chapter | 2,000.00 |
| Chuck Howard | 675.00 |
| Unrestricted Earnings | 12,013.81 |
| Net income | 2,223.39 |

Total Equity

17,953.20

17,953.20

2014 BOARD OF DIRECTORS

Lisa Chutjian, CFRE *Chair*
Barry University Florida

Danny W. Blich, MPA, GPC *Vice Chair*
City of Roswell, Georgia

Sandra Jordan, GPC *Secretary (partial term)*
Roman Catholic Diocese of Nashville Tennessee

Doris Jean Ann Heroff, GPC *Secretary (partial term)*
DJAH Consulting, Inc., Minnesota

Jay Janssen, GPC *Treasurer*
Independent Grant Consultant, South Carolina

Kimberly Hays de Muga, GPC
Frazer Center, Georgia

Heather Stombaugh, MBA, GPC
JustWrite Solutions, Ohio

Sheila Tillery, MHR, CGMS
The Management Collective, Oklahoma

Barbara Vega
Cross International Florida

Micki Vandelloo, MBA, GPC
Lakeside Consulting, Missouri

Sharon Skinner, GPC *Interim CEO*,
Grant Professionals Association, Kansas



Grant
Professionals
Foundationsm

Strengthening non-profits – Advancing the grant profession

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