

Making a Difference, Together

ANNUAL REPORT



2016

LETTER FROM THE BOARD CHAIR

Dear Friends,

You made a difference.

As grant professionals, we often feel like we are at the mercy of others – our program colleagues, our donors, our communities, governments – the list goes on. But as this Annual Report demonstrates, we have tremendous power to make a difference.

We have the power to learn, to communicate, to persuade. And because of you, in 2016 the Grant Professionals Foundation continued to be a catalyst for education and research for our field. Together we welcomed colleagues with membership scholarships, encouraged professional development through GPC scholarships, and built a spirit of community through GPA national and regional conference scholarships. We raised an incredible amount of resources through our chapters and a robust Silent Auction. And we continued documenting the value of our work through the annual Grant Professionals Impact Survey.

Let's keep building on the successes of 2016. Continue giving your time, talent, and financial support to GPF. Let's keep building our profession by encouraging and challenging each other.

Let's continue to make a difference, together.

Heather Stombaugh, MBA, CFRE, GPC
Board Chair, 2017



YOUR GIFTS BUILD THE GRANTS PROFESSION.

Give your time. Join one of the dynamic Committees or nominate yourself for the Board of Directors. For more information, contact info@grantprofessionalsfoundation.org

Give your support. Giving monthly maximizes the value of your gift and minimizes the impact of giving on your personal life. Go to <http://grantprofessionalsfoundation.org/giving-well/> to sign up for the Giving Well club.

THE POWER OF LEARNING AND NETWORKING

The Grant Professionals Foundation raises funds directly and in partnership with GPA Chapters, GPA National Office, and the Grant Professionals Certification Institute to support scholarships and sponsorships to

- attend the GPA national conference
- apply for the GPC credential exam
- join the GPA
- host a regional GPA conference

In 2016, the GPF and its partners awarded scholarships to 23 remarkable grants professionals.

GPA National Conference Scholars

Debra Burns, Waynesboro VA: Susan Kemp Memorial Scholarship
Liz Ratchford, Factoryville PA: Susan Kemp Memorial Scholarship
Karen Watkins-Watts, Brockton MA: Chuck Howard Memorial Scholarship
Polly Bates, Las Vegas NV: Pam Van Pelt Memorial Scholarship
Nancy Ellis, Oro Valley AZ: Arizona Chapter Scholarship
Linda G. Maddox, Atlanta GA: Peach State Scholarship
Lisa Yalkut, Ft. Lauderdale FL: South Florida Chapter Scholarship
Matthew Fornoff, Tucson AZ: GPF Scholarship
Laura Scott, Fargo ND: GPF Scholarship
Rachel Smoka-Richardson, Minneapolis MN: GPF Scholarship

GPC Scholars (supported by funds from the **Grant Professionals Certification Institute** and GPF)

Erin Leigh Birch, Gallatin TN
Dale Braden, Milwaukie OR
Arthur Davis, Portland OR
Amy Knudsen, Des Moines IA
Anna Kraxner, Kansas City MO
Cydney Peters, Houston TX
Nicole Sibilski, Nashville TN

GPA Membership Scholars

Carolyn Caldwell, Columbus OH
Rebekah Collins, Tucson AZ
DeaRonda Harrison, McDonough GA
Lucien Meadows, Fort Collins CO

Sponsored Regional Conferences

Ohio Regional Conference (Cleveland, Miami Valley, Central Ohio, Cincinnati and Great Lakes Virtual chapters)
Wisconsin Chapter

REMARKABLE GRANT PROS: GPF SCHOLAR PROFILES



Rachel Smoka-Richardson; Senior Development Officer,
Institutional Giving, Minnesota Public Radio

2016 GPA National Conference Scholar

A 15-year veteran of the grants profession, Rachel jumped at the chance to apply for a scholarship to the 2016 GPA National Conference. Most of the grant writing workshops she found in the Twin Cities were for beginners and she was eager to attend some advanced workshops to gather new ideas and information, as well as best practices from across the country. She wasn't disappointed – she connected with several arts and culture colleagues through the Special Interest Group and learned updated information about federal grants that she took back to her colleagues. Above all, she found a new way to look at her career path by talking with grant professionals who freelance and others who work for both non-profit organizations and for-profit companies.

"Thank you so much for your kindness and generosity! I'm very grateful to have finally attended a conference where my own career, with all of its unique quirks and specific issues, was front and center."



Dale Braden, GPC; Oregon Health & Science University and
Gethsemane Grant Consulting Service

2016 GPC Scholar

Dale has been a grant professional for about 20 years. When he heard about the GPC credential at the 2015 GPA Annual Conference in St. Louis, he recognized it as a way to communicate to others that his grant skills and knowledge had been independently validated. Since receiving confirmation that he had passed the exam, Dale has more confidence in his abilities, and has received congratulatory comments from several University colleagues. Moving forward, he believes his GPC will help him build his new grant consultancy, especially when he and his wife relocate to a new state.

"I view other grant professionals who have a GPC as peers and friends who share my passion for grants. Having the GPC will help me stand out to my colleagues and potential clients."

REMARKABLE GRANT PROS: GPF SCHOLAR PROFILES (CONT.)

“Being a GPA member opened doors for me that otherwise would have stayed closed.”



Carolyn Caldwell, GPC; Raising Awareness, Raising Funds LLC
2016 Membership Scholar

When Carolyn joined GPA in 2010, she had just started in the grants profession – filled with enthusiasm but needing to learn a lot in a short amount of time. In GPA, she found colleagues and friends who gave her advice and opportunities. Through her years with GPA, she has gained knowledge, an understanding of best practices and a finely tuned radar for ethical land mines. With GPA by her side, she has grown into a confident, effective grant professional.

“Thanks to GPF for giving me access to this incredible network of knowledgeable, inspiring and, above all, supportive professionals.”



Lucien Darjeun Meadows; Fort Collins Museum of Discovery
2016 Membership Scholar

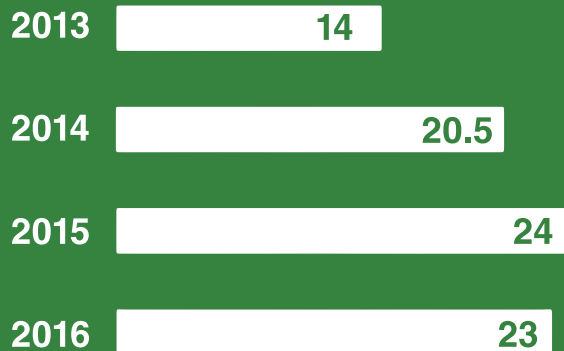
Lucien just completed his first year as a grants professional after 10+ years of library experience, grant seeking as a researcher and graduate student, and an ongoing fascination with nonprofits. His membership in GPA gave him the necessary tools for a highly successful first year in the profession. Because of GPF's scholarship, he could enroll in GPA webinars, share thoughts with grant professionals nationwide, and most impressively, exceed the annual grant-funding goals for the Fort Collins Museum of Discovery.



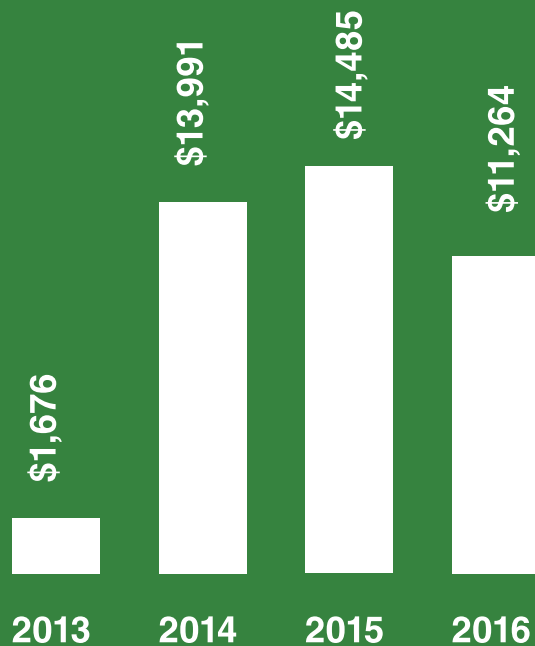
SCHOLARSHIPS



Below are the number of scholarships awarded by GPF over the last 4 years.



DOLLAR VALUE OF SCHOLARSHIPS



SCHOLARSHIP PROJECTIONS 2017

29 GPF scholarships



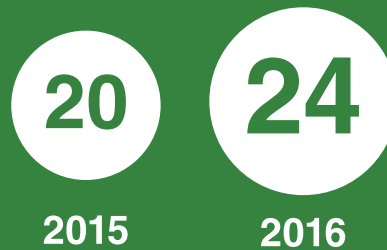
15 Chapter scholarships administered by GPF



Total = 44

EVERY CHAPTER CHALLENGE

Number of chapters participating



Amount of money raised through Every Chapter Challenge:



2016 Star Chapter: South Florida Chapter



RAISED \$2,999

GRANT PROFESSIONALS FOUNDATION
EVERY CHAPTER CHALLENGE | SOUTH FLORIDA CHAPTER

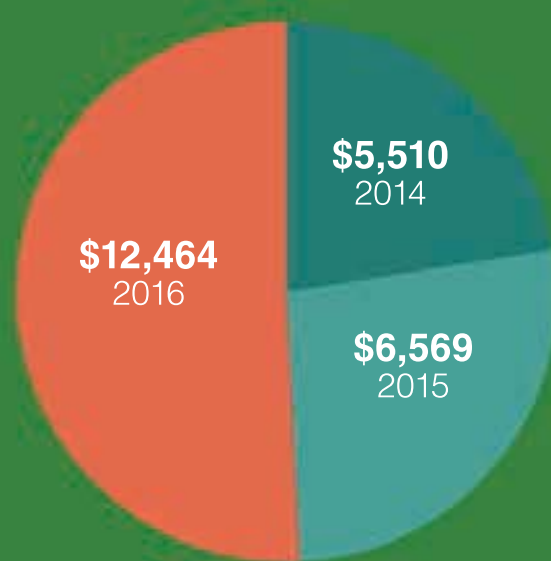
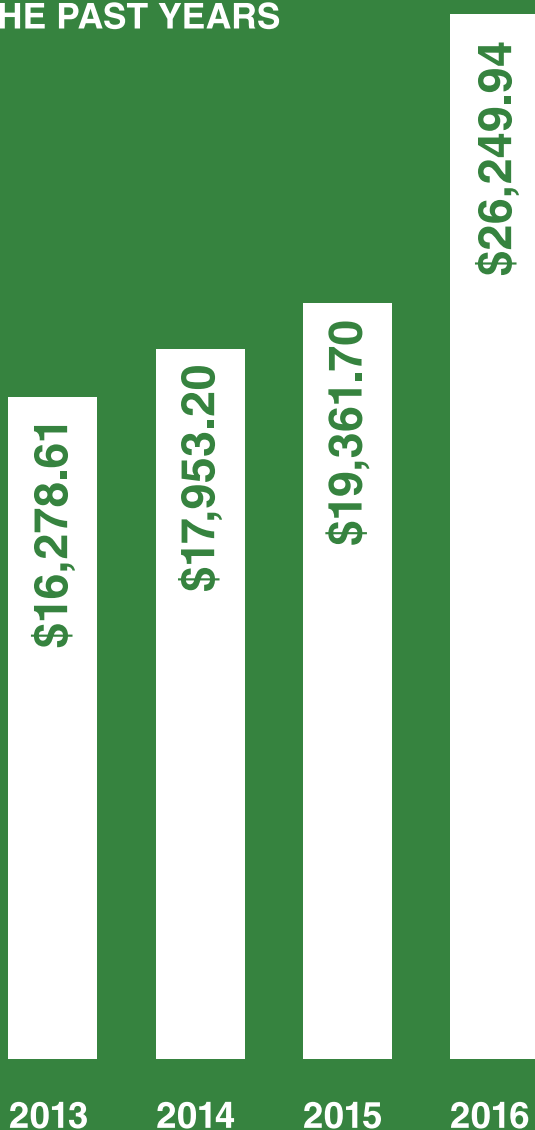
MONEY RAISED THROUGH SILENT AUCTION

2016 SILENT AUCTION

of winning bidders: 44

of people donating items for the auction: 28

INCREASE IN GPF ASSETS OVER THE PAST YEARS



2016 GRANT PROFESSIONALS IMPACT SURVEY

- Our 224 respondents in 2015 secured more than \$1 Billion in grant funding.
- GPA Members raised an average of \$4,166,986 funds each in 2015.
- GPC holders are less likely than other respondents to not raise funds.
- The overwhelming majority (67%) for GPA members and 56% of non-members secured "program" grant funding as opposed to operating and other types of support
- Approximately 52% of GPC holders and 45% of non-GPCs secured their funding from government sources.

THE POWER OF GIVING

We are grateful for our volunteers as well as our Silent Auction donors and winners. You made 2016 the Foundation's best year ever! We have listed you on our Thank You Volunteers and Thank You Donors pages on the GPF website so that we may honor your contribution throughout the year.

Thank you to the following individuals and organizations for providing financial support to GPF outside of the Silent Auction.

Meghann Adams
Naomi Altergott
Helen B. Arnold
Angela Ash
Kate Bachman
Patricia Bachman
Nancy Battersby
Mark Beamis
Linda Beeman
Danny Blitch
Amanda Brockett
David Broussard
Kathleen Brunot
Dr. Beverly Browning
Susan Caldwell
Michael Chamberlain
CharityChannel LLC
Kristi Crawford
Arthur Davis
Patricia Duboise
Mark Dunlap
Tehani El-Ghussein
Susan Green
Ellen Gugel
Leigh Hamann
DeaRonda Harrison
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Cecelia Johnson-Powell
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Elena Rush
Scott Scala
Rebecca Shawver
Patricia Sheppard
Olivia Smith-Daugherty
Pamela Sophiajohn
Maureen Stabile
Heather Stombaugh
Matthew Stombaugh
Bethany Turner
Micki Vandaloo
Gina Verenna
Bahiyiyh Watson
Hayley Waynick
Hunter Woodall
Laurie Wright

DIRECT CHAPTER &/OR CORP GIFTS

Massachusetts Chapter
Arizona - Arizona Founding Chapter
Florida - South Florida Chapter
California - Inland Empire Chapter
Georgia Chapter
Kansas/Missouri - Heart of America Chapter
Missouri - St. Louis Chapter
Texas - Southeast Texas Chapter
Illinois - Chicago Area Chapter
Oregon/Washington - Oregon & Southwest
Washington Chapter
North/South Dakota - Dakotas Chapter
Nevada Chapter
South Carolina Chapter

ADDITIONAL CHAPTER GIFTS INCLUDED IN GIFTS FROM INDIVIDUALS LISTED ABOVE

Great Lakes Virtual Chapter
Ohio - Ohio Central Chapter
Ohio - Miami Valley Chapter
Arizona - Southern Arizona Chapter
Ohio - Cleveland Chapter
Kansas/Missouri - Heart of America Chapter

**Thank You,
2016 Donors!**

ASSETS

Current Assets

Bank Accounts

PayPal

\$488.70

Wells Fargo - 7121 (Money Market)

\$11,479.32

Wells Fargo - 8438 (Checking)

\$13,755.89

Total Bank Accounts**\$25,723.91**

Accounts Receivable

\$2,215.00

Accounts Receivable

\$2,215.00**Total Accounts Receivable**

Other Current Assets

Undeposited Funds

\$0.00

Total Other Current Assets**\$0.00****Total Current Assets****\$27,938.91****TOTAL ASSETS****\$27,938.91****LIABILITIES & EQUITY**

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

\$0.00

Total Accounts Payable**\$0.00****Total Current Liabilities****\$0.00****TOTAL LIABILITIES****\$0.00**

Equity

Temporary Restrict Net Asset

Time Restricted Net Assets

Chuck Howard Restricted Balance

\$505.00

Founding Chapter AZ Restricted Balance

\$789.00

Peach State - GA Restricted Balance

\$15.00

St. Louis Restricted Balance

\$1,496.00

St. Louis Restricted Balance

\$553.00

Susan Kemp Restricted Balance

\$0.00

Total Time Restricted Net Assets**\$3,358.00**

Use Restricted Net Assets

Book Royalties Restricted Assets

\$347.03

Total Use Restricted Net Assets**\$347.03****Total Temporary Restrict Net Asset****\$3,705.03**

Unrestricted Net Assets (unused)

\$15,152.67

Net Income

9,081.21

Total Equity**\$27,938.91****TOTAL LIABILITIES & EQUITY****\$27,938.91**

FINANCIAL ACTIVITY - PROFIT & LOSS

	TOTAL
INCOME	
Appeals	
Every Chapter Challenge	10,379.00
Total Appeals	10,379.00
Donation	
Board Contributions	4,707.21
Individual Donations	2,751.00
Total Donation	7,458.21
Earned revenues	
Publication Program Sponsors	347.03
Total Earned revenues	347.03
Special events	
Silent Auction	14,023.29
Total Special events	14,023.29
Total Income	\$32,207.53
GROSS PROFIT	\$32,207.53
EXPENSES	
Business expenses	
Software expense	339.80
Total Business expenses	339.80
Conference Calls	15.99
Educational Support	
GPA Annual Conference Scholarships	6,936.00
Membership Scholarships	1,170.00
Total Educational Support	8,106.00
Event Expenses	
Purchased goods for Silent Auction	2,112.00
Silent Auction - Expenses	1,824.32
Total Event Expenses	3,936.32
Legal & Professional Fees	98.00
Accounting Fees	1,303.75
Total Legal & Professional Fees	1,401.75
Marketing	
Recognition & Acknowledgment	0.00
Total Marketing	0.00
Miscellaneous Expenses	0.00
Operations	
Bank & Credit Card Fees	542.41
D & O Insurance	450.00
Permits, Licenses & Fees	4,794.97
Postage & Delivery	333.31
Printing & copying	70.77

	TOTAL
Telecommunications	70.74
Total Operations	6,262.20
Programs	
GPA Regional Conf Scholarships	2,000.00
Total Programs	2,000.00
Website	1,068.43
Total Expenses	\$23,130.49
NET OPERATING INCOME	\$9,077.04
OTHER INCOME	
Investment Income	
Interest Income	4.17
Total Investment Income	4.17
Total Other Income	\$4.17
NET OTHER INCOME	\$4.17
NET INCOME	\$9,081.21



2016 BOARD OF DIRECTORS

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Heather Stombaugh, CFRE, GPC – Vice Chair
Olivia Smith-Daugherty, GPC – Secretary
Helen B. Arnold, CFRE – Treasurer

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2016