

ANNUAL REPORT

"Making the World a Better Place, One Grant at a Time"



2015

LETTER FROM THE BOARD CHAIR

Dear Friends,

You advanced the grants profession in so many ways in 2015. Together you are Making the World a Better Place, One Grant at a Time!

I'm grateful and honored to chair the Grant Professionals Foundation during an exciting time of growth and change – all of which is due to you, our donors and volunteers. In 2015 you provided more opportunities than ever before for grant professionals to hone their professional skills, develop leadership abilities, and network with colleagues who “get you” and the important work you do.

This year's annual report is streamlined to focus on the differences you make to the grants profession. I hope you enjoy the profiles of scholars and the infographic highlighting the impressive achievements you made possible.

THANK YOU to: our growing number of monthly donors; the individuals and chapters who pushed the Every Chapter Challenge to new heights; our scholarship supporters; and all the donors, volunteers, and lucky winners who came together for a record-breaking silent auction in St. Louis. Your gifts of time, talent, and treasure are building a long-term legacy for the grants profession.

Here's to a fantastic 2015 and a bright future ahead for the grants profession!

Kimberly Hays de Muga, GPC
Board Chair 2015-2016



JOIN US IN BUILDING THE GRANT 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://www.grantprofessionalsfoundation.org/giving-well/> to sign up for the Giving Well monthly giving club.

REMARKABLE GRANT PROS: GPF SCHOLAR PROFILES

The Grant Professionals Foundation raises funds directly and in partnership with GPA chapters and other individuals 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



Ashlee Lambert, Development Specialist at Caritas Family Solutions **2015 St. Louis Chapter Scholarship Recipient**

Through a scholarship from the local GPA chapter, Ashlee attended the 2015 GPA Conference in St. Louis where she met grant professionals from Alaska to Hawaii, California to New York. She soon learned that regardless of location or type of organization, she shared many things in common with these colleagues. They were all trying to do more with less, soliciting funds from foundations that receive hundreds of proposals, educating program staff on the importance of grants, dealing with the challenges of reports, facing ethical questions and a myriad of other challenges. Through education workshops like “Answering the Sustainability Question” and networking sessions like the Special Interest Group meetings, Ashlee found insight and contacts that will help her be even more effective in serving her community.

"Networking allowed me not to feel alone in a profession that is not always understood."



Pon Angara, Principal for Barkada Circle® **2015 Chapter Membership Scholar**

A consultant focusing on helping nonprofit boards and staff tell more compelling stories about their missions, Pon was introduced to GPA in 2012 when the GPA Chicago Area Chapter invited him to present a session on storytelling at its annual conference. Pon was very impressed by the quality of the conference program and the welcoming atmosphere. It was the beginning of a wonderful relationship – he joined the chapter and became the Program Co-Chair in 2014. The 2015 GPF Chapter Membership Scholarship enabled him to continue his active participation. He led the planning of the chapter's 2015 conference, which had one of the highest attendance and largest profits in the chapter's history.

"As a storyteller, my goal is to weave together the people, settings, plot, emotions and resolution. Grant professionals totally get that."

REMARKABLE GRANT PROS: GPF SCHOLAR PROFILES (CONT.)



Michael Gresek, Grants Administrator for the City of Tamarac, Florida **2015 GPC Credentialing Program Scholar**

A 15-year veteran of the city of Tamarac, Michael watched his responsibilities grow exponentially over the years. His duties began in the Budget Office. He was then promoted to the City Manager's Office where he researched and wrote grant proposals. He now administers his city's grants program from beginning to closeout. He also assembles the asset management portion of the city's budget. He is a department of one – the city depends on him alone to secure needed grant funding for capital projects. Through his networking with GPA members who earned their GPC, Michael realized the process of preparing for the GPC exam would help him improve his skills – and make him an even more valuable resource for his city. He plans to take the exam in Fall 2016.

"Credentialing will help me sharpen my skills and enhance my city's grant program, keeping it relevant and competitive."



Marissa Cassellius, Grants Manager for Youth on Their Own **2015 Susan Kemp Memorial Scholar**

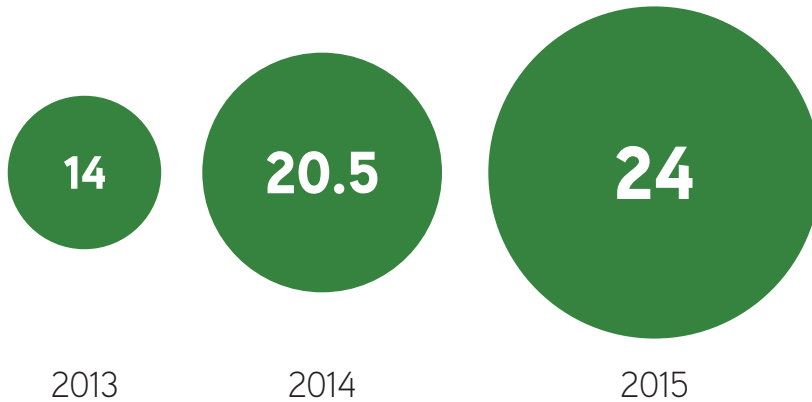
Marissa had been in the grants profession for three years when she attended her third GPA conference, in St. Louis. While she saw a number of familiar faces in the hotel hallways, she also encountered dozens of new faces eager to meet her, get to know her and learn with her. The conference offered a safe place to ask questions, learn new approaches and receive assurance that her strategies made sense. Marissa's key takeaway from the conference was the well-known notion that success in grants is based on developing relationships with the funders prior to proposal submission. Nurturing relationships isn't just for funders – it's important to maintain a relationship with potential collaborating partners as well.

"The conference scholarship was such a blessing and I am grateful for being able to attend yet again!"

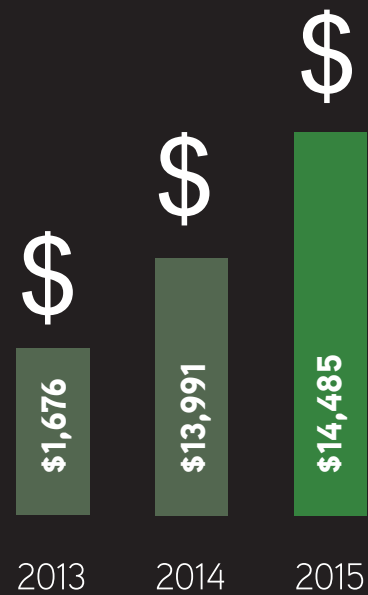


POWERFUL IMPACT

Number of scholarships highlighting increase over past few years



Dollar value of scholarships, highlighting growth over past few years



2015 Every Chapter Challenge

Number of chapters participating: 24
Amount of money raised in 2015: \$8,515



Star Chapter: Massachusetts (raised \$1,465)

2015 Silent Auction

of winning bidders: **48**
of people donating items for the auction: **47**

2014
money raised
\$5,510

2015
money raised
\$6,569



POWERFUL IMPACT (CONT.)

Increase in GPF assets over previous years



2014 Grant Professionals Impact Survey

Respondents secured more than **\$1 Billion** in grant funding.

Nearly **40%** of all grants secured support, **1001-10,000** people and just over **30%** supported **10,001-100,000**.

Approximately **15%** of GPA members and **11%** of non-members created new programs with grant funds.

Just over **18%** of GPA members and **22%** of non-members secured grants to continue existing programs.

By securing funding to address local needs, grant professionals enable real change in people's lives across the country.
#socialcurrency



DONORS

We are grateful for our volunteers as well as our Silent Auction donors and winners. You made 2015 the Foundation's best year ever! We created a new space on our website to say "thank you" to all the people and organizations who make this work possible. Please visit the Thank You Volunteers and Thank You Donors pages on the Grant Professionals Foundation website.

Megan Albert
Jinai Amos
Arizona Founding Chapter
Helen Arnold
Arkansas Chapter
Kate Bachman
Nancy Battersby
J. Mark Beamis
Linda Beeman
Janice Bobo
Erin Leigh Birch
Teri Blandon
Danny Blich
Dr. Bev Browning
Amanda Brockett
Susan Caldwell
Laura Cappetto
Susan Phipps Carr
Michelle Casey
Karen Cassidy-Goewert
Central Virginia Chapter
Mike Chamberlain
Lisa Chutjian
Kristi Crawford
Lauren Daniels
Caitlin Dargue
Arthur Davis
Maria Davis
Catherine De Terra
Mark Dunlap
Sarah Else
Brenda Emanuel

Andrea Ferreira
Georgia Chapter
Mara Gerst
Lisa Glickstein
The Grant Science Lab
Grant Writing Training Foundation
Greater Cincinnati Chapter
Susan Green
Magdalyn Guzzo
Julie Hantman
Maura Harrington
Anna Hartzell
Kimberly Hays de Muga
Katherine Heart
Heart of America Chapter
Doris Heroff
Kent Hornberger
Inland Empire Chapter
Jay Janssen
Vontrice Jones
Cheryl Kester
David Lindeman
Amelia Lottes
Sara Lowry
Jennifer Manigeri
Massachusetts Chapter
JV Mathis
Lisa McAloney-Madden
Shelia McCann
Miami Valley Ohio Chapter
Nancy Mihalko
Nevada Chapter

New Jersey Chapter
Tiffany Nobles
Oregon & Southwest Washington Chapter
Robyn Patschke
Barbara Roberts
Michelle Salazar-Martinez
Scott Scala
Rebecca Shawver
Bill Smith
Michelle Smith
Stacey Smith
Olivia Smith-Daugherty
Pamela Sophiajohn
Samantha Sopko
South Carolina Chapter
South Dakota Chapter
South Florida Chapter
Southeast Texas Chapter
Lauren Steiner
Lisa Stofan
Heather Stombaugh
Tennessee Chapter
Kristen Trolie
Micki Vandeloo
Barbara Vega
Karen Warr
Dr. Bahiyyih Watson
Terri Wiley
Hunter Woodall

Thank You, 2015 Donors!

2015 FINANCIALS

December 31, 2015

ASSETS

Current Assets

Checking/Savings

Wells Fargo - Money Market	18,400.67
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Wells Fargo - Checking	961.03
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Total Checking/Savings	19,361.70
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Total Current Assets	19,361.70
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TOTAL ASSETS	19,361.70
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LIABILITIES & EQUITY

Equity

Unrestricted	15,031.20
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Restricted (Susan Kemp)	1,843.00
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Restricted (Chuck Howard)	626.00
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Restricted (St. Louis)	353.00
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Restricted (South Florida)	-----
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Restricted (Arkansas)	-----
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Restricted (Pam Van Pelt-NV)	-----
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Restricted (Founding Chapter-AZ)	-----
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Restricted (Peach State-GA)	-----
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Restricted (TOTAL)	2,822.00
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Net Income	1,508.50
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Total Equity	19,361.70
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TOTAL LIABILITIES & EQUITY	19,361.70
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