MISSION

The Grant Professionals Association builds and supports a community of grant professionals committed to serving the greater public good.

Table of Contents:

Letter from the GPA Board President 1
Letter from the Chief Executive Officer 2
International Grant Professionals Week 3
Membership 4-5
Chapters 6-7
Professional Development 8-9
Finances 10-11
GPA Board of Directors 12
GPA Staff  Inside Back Cover
On behalf of the current GPA Board of Directors, I am proud to present the 2015 Grant Professionals’ Association’s Annual Report. This report highlights some of the accomplishments of the Association throughout the year. I would say that a word that represented the Association well in 2015 is “growth.” According to the dictionary, growth is a noun that means the process of increasing in size or something that is growing. Allow me to highlight some areas of growth for the past year.

On January 1st, GPA’s third Chief Executive Officer took the helm and began leading the Association toward growth and success. As a leader with extensive association experience, Mike Chamberlain had new ideas and understood the trends that would poise GPA for growth. As a result, we saw growth happen.

For the past few years, it has been a goal of GPA staff and the board of directors to push the number of GPA members over the 2000 mark. In 2015, we did it! We ended the year with more than 2,000 active members. As we enter into 2016, we are seeing continued growth.

With efforts being propelled by our new CEO, we also saw growth in our annual conference…growth that benefitted beginning, intermediate and advanced grant professionals. Some growth areas included a concentrated effort on specialized workshops for advanced grant professionals. The human library at the conference provided an opportunity for attendees to learn and grow from experts in various grant specialties. And, also new to the conference this year, the Discussion Den, a facilitated discussion opportunity.

It is the goal of the board of directors to ensure that the growth of the Association continues while also making sure that we are meeting the needs of grant professionals everywhere. As we move into 2016, I invite each one of you to think about how you have grown over the past year and what role GPA has played in that growth. Now, think about the areas where you want to grow in 2016. Make a plan for that growth; for with a plan research shows we are much more likely to accomplish our goals. Make it a great year!

Sincerely,

Debbie DiVirgilio, GPC
It has been an exciting first year for me as the Chief Executive Officer of your professional home, the Grants Professional Association (GPA). I had the opportunity to speak with you over the phone and in person at conferences, we engaged with each other on social media and we shared ideas and concerns via email.

Our efforts in 2015 focused on ensuring a firm foundation for GPA so we are well poised to grow the membership of the organization, provide the tools and resources to strengthen GPA Chapters, and establish GPA as the recognized authority in the grants profession. We also made changes at the GPA Headquarters. Let me share with you a few of our accomplishments in these areas during 2015.

GPA active membership eclipsed 2000 members in July for the first time in the history of the organization. This was a collaborative effort of GPA staff and members sharing the value of membership with prospective members and colleagues. We know from our regular conversations that there are many in the profession who still do not know about GPA, the resources we offer and the wonderful community of grant professionals who are passionate about their profession and GPA. We will sustain our efforts to promote GPA and encourage you to share the value of GPA among your colleagues and friends.

GPA added two new chapters in 2015, bringing the total number of GPA chapters to 46 across the United States. We re-designed the Chapter Leaders Pre-Conference Workshop at the GPA Annual Conference based on the feedback we received from chapter leaders regarding their most pressing needs. We were pleased with the feedback we received on this session. We will continue to work to improve this workshop as well as continue to provide regular webinars and other resources for chapter leaders to strengthen and improve the local connection for GPA members.

GPA celebrated the first International Grant Professionals Week and Day in 2014. We enhanced partnerships with the Association of Fundraising Professionals, the National Grant Management Association, and the Nonprofit Leadership Alliance. The GPA Board of Directors showed great leadership in promoting the grants profession and establishing GPA as the recognized authority in the grants profession.

Finally, we made improvements at the GPA Headquarters. We upgraded our internal and external communication tools for better collaboration among staff and members. The GPA Headquarters was relocated to a new office space in Overland Park, Kansas. We added a part time accountant to our staff to assist us in improving our financial policies and procedures. These changes were made to better serve GPA members.

The work we have done in 2015 has established a solid base from which we can continue to grow together to advance the grants profession and you as grant professionals. I look forward to working with you, the GPA Board of Directors and the GPA staff to use this foundation to build a support a vibrant community of grant professionals committed to serving the greater public good.

Sincerely,

Mike Chamberlain, MBA, CAE
The first annual International Grant Professionals Week and Day was held on March 16-20, 2015. This important week recognized the amazing work of grant professionals, administrators, consultants, managers, grantmakers and proposal writers, and their contributions to the profession and to communities around the world. The week’s excitement culminated on Friday, March 20 with the International Grant Professionals Day. The day of appreciation increased awareness internationally of the work grant professionals perform and celebrated the profession.

The event was spear-headed by GPA Board Member, Danny Blitch, GPC, GPA Headquarters Staff and the International Grant Professionals Week Committee. The Committee also worked closely with GPA Board Members, affiliates (GPCI, GPF), chapters, partners and volunteers to spread the news!

Through our combined efforts we reached 714,830 individuals via traditional and web media, word-of-mouth, social media and e-newsletters.
GPA has experienced remarkable growth in 2015. We gained 729 new members and ended 2015 with 2,127 active members. With the help of word-of-mouth and referral programs such as the GPA T-Shirt Giveaway and Member-Get a-Member (MGM) Campaign, we were able to reach our goal in July and exceeded over 2,000 new members! GPA clearly continues to fill a much-needed role for grant professionals throughout the world.
Highlights

• Membership Dues rates remained unchanged for 2015
• Hosted 14 live webinars for free to GPA members
• Updated *Grant News Weekly* e-newsletter
• Published over 50 articles in our *Grant News Weekly* e-newsletter
• Promoted "Did You Know About This Benefit" to highlight current GPA membership benefits
• Published Volume 13 of GPA *Journal*
• Presented the second annual Winning Grant Proposal Contest with GrantStation
• Hosted the Membership Benefit Survey and had over 300 responses
• Staffed our first ever Membership Booth at the GPA Annual Conference to help promote GPA, answer questions and pass out prizes
• Partnered with GrantHub and CharityHowTo to offer their products as a member benefit
• Published the 10th Annual Grant Professionals Salary and Benefits Survey
Chapter Update:

Strengthening and expanding our chapters was a focus of the association for 2015. Our Regional Representatives continued assisting current chapters and helped form our newest two chapters, Wisconsin and Central Iowa. We supported our chapter leaders by offering chapter leadership webinars quarterly. The topics included: Adopting a Video Platform for your Chapter Meetings, Board Leadership, Marketing Your Chapter and Updates on the coming GPA Chapter changes. The Chapter Leadership Pre-Conference Workshop, offered in conjunction with the GPA Annual conference, was highly successful with the assistance of our outside speaker, Cynthia D’Amour. Ms. D’Amour gave those in attendance a number of great ideas to take back to their chapter to recruit leaders and improve attendance at chapter meetings. The GPA Board of Directors decided to move chapter financial management to GPA Headquarters in order to bring all GPA chapters in compliance with GPA Bylaws and Internal Revenue Code regarding tax filing status. The GPA Headquarters started the implementation of this change by hiring a part-time accountant in December 2015.
Alabama - Kimberly Richardson
Arkansas - Sherri Hinrichs
Arizona-Founding - John Garcia
Arizona-Southern - Carolyn Owens
Arizona-Yuma - Nancy Ngai
California-Inland Empire - Christopher Francisco
California-Inland Empire - Mary Payne
California-Los Angeles - Lori Port
California-NorCal - Ron Muriera
California-Orange County - Leah Nosek
Colorado - Leigh Noell
District of Columbia-National Capital Area - Tara Davis
Florida-North Florida - Angela Strain
Florida-South Florida - Alan Tiano
Georgia - DeaRonda Harrison
Iowa-Central Iowa - Ramona Gaukel
Illinois-Chicago Area - Sara Cohen
Indiana-Central Indiana - Stacy Fitzsimmons
Kentucky - Paula Swope
Massachusetts - Larisa Pazmino
Maryland - Kathleen Browning
Minnesota-Northstar - Sony Bethke
Missouri-St. Louis Area - Karen Cassidy
Missouri-Heart of America - Mark Dunlap
Nebraska - Frank Shimerdla
New Jersey - Denise Katula
New York - Lauren Ohlin
New York-Mohawk/Hudson - Lisa Smith
Ohio-Miami Valley - Belinda Orrill
Ohio-Northern - Lauren Steiner
Ohio-Central Ohio - Tiffany Nobles
Ohio-Greater Cincinnati - Amy Merritt
Oregon/SW Washington - Jennifer Mangieri
Pennsylvania-Western - Sara Jane Lowry
Pennsylvania-Southeastern (SEPA) - Fonta Reilly
South Carolina - Anne Sass
South Dakota - Rachel Oelmann

Tennessee-Mid-South - Lori Gilmore
Tennessee - Amy Campbell
Texas-Southeast Texas - Stacey Smith
Texas-Austin/Central - Chris Marcum
Utah - Lisa Arnette
Virginia-Central - Stacy Ruble
Virginia-Central - Elaine Mcfadden
Virginia-Blue Ridge - Thomas Mason
Wisconsin - Elizabeth Schaff

Regional Representatives

Region 1: Lori Booth
Alaska, Washington, Oregon, Idaho, Montana and Wyoming

Region 2: Lori Booth
North Dakota, South Dakota, Minnesota, Wisconsin, Iowa, Nebraska, Illinois, Indiana, Ohio and Michigan

Region 3: Lisa Chutjian
Pennsylvania, New York, Massachusetts, Vermont, New Hampshire, Maine, Rhode Island, Connecticut and New Jersey

Region 4: Heather Patel
Hawaii, California, Nevada, Utah, Colorado, New Mexico and Arizona

Region 5: Galya Rawlinson-Maynard
Texas, Oklahoma, Kansas, Missouri, Arkansas and Louisiana

Region 6: Jodi Pearl
Florida, Mississippi, Tennessee, Alabama, Georgia, South Carolina, North Carolina, Virginia, West Virginia, Maryland, Kentucky, Delaware and Washington DC
Professional Development

GPA continues to build on the tradition of providing exceptional professional development opportunities for GPA members. There are primarily three ways we provide professional development: The GPA Annual Conference, Webinars, and GPA Publications.

Conference

The 2015 Annual conference was held in St. Louis, Missouri, November 11-14. This marked the 17th annual conference and drew a crowd of over 600 individuals. The conference kicked off with an outstanding address by Keynote Speaker, Meredith Knopp, from The Mission Continues. Attendees had the opportunity to choose from over 70 workshops ranging from beginner to advanced topics. There were additional networking and professional development opportunities through Discussion Dens and the Human Library. We look forward to expanding our networking and advanced level professional development offerings in 2016.
Webinars

GPA offered professional development to the profession throughout the year via our regular webinars. During 2015, GPA hosted 14 webinars ranging in topics from "Building and Strengthening Your Relationships with Funders" to "Strategically Planning your Grant Proposals". These webinars provide grant professionals the opportunity to hear from leading experts and educate themselves from the comfort of their own home or office.

Publications

The thirteenth edition of the GPA Journal was published in the Fall of 2015. The peer-reviewed journal contained eleven articles which covered topics such as The Grant Divide: Bridging the Gap Between the Grant and Accounting World and Artistic Assessment: Strategies for Grant Professionals in Documenting Learning in the Arts. GPA also published eight GPA Strategy Papers which are a shorter treatise on topics of importance to grants professionals. Strategy Paper subjects included More than Common Ground: Leveraging Partnerships to Resource Your Cause and Private Foundation Grants: Worth Every Penny for New and Emerging Nonprofits and were sent to all GPA members through the Grant News Weekly e-newsletter. Strategy Papers are also maintained on the GPA website for reference and research.

Approved Trainers Program

The GPA Approved Trainers Program was launched in 2014 to provide a resource for individuals who are searching for professional training and a venue for GPA members to be recognized for their skills and abilities as trainers. GPA approved trainers must submit an extensive application that is then reviewed by the Training Committee before approval status is granted. GPA Approved Trainers maintain their status for three years before they must reapply. GPA Approved Trainers are listed on the Trainer page of the GPA website for reference for individuals in need of training. GPA currently has ten GPA Approved Trainers.
Grant Professionals Association  
Statement of Financial Position  
As of December 31,

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
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<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
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<tr>
<td>Current Assets</td>
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<tr>
<td>Cash in Checking/Savings</td>
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<td>Accounts Receivable</td>
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<td>Other Current Assets</td>
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<td><strong>Total Other Assets</strong></td>
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<td>617.00</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$ 620,211.04</td>
<td>$ 446,892.62</td>
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</tbody>
</table>

| **LIABILITIES & NET Assets** |                  |                  |
| Current Liabilities        |                  |                  |
| Accounts Payable           | $ 10,850.81      | $ -              |
| Credit Cards Payable       | 10,347.87        | -                |
| Total Other Current Liabilities | 37,084.36    | 16,296.87        |
| **Total Current Liabilities** | 58,283.04       | 16,296.87        |
| **Total Liabilities**      | 58,283.04        | 16,296.87        |

| **Net Assets**             |                  |                  |
| Unrestricted NA - Bd Designated | 17,264.95     | 6,065.00         |
| GPA Chapters               |                  |                  |
| Study Guide-Designated Fund | 7,055.00         | 6,065.00         |
| **Total Unrestricted NA - Bd Designated** | 24,319.95 | 6,065.00 |
| Unrestricted Net Assets    | 422,174.50       | 247,845.57       |
| Current Year Change in Net Assets | 115,433.55     | 176,685.18       |
| **Total Net Assets**       | 561,928.00       | 430,595.75       |
| **TOTAL LIABILITIES & NET ASSETS** | $ 620,211.04 | $ 446,892.62 |

The 2015 Financials are un-audited.
Grant Professionals Association
Comparative Statement of Activities YTD
January through December

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<tr>
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<th>2015</th>
<th>2014</th>
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<tr>
<td><strong>Ordinary Income/Expense</strong></td>
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<td><strong>Income</strong></td>
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<tr>
<td>Membership Dues</td>
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<td>Legacy Membership Dues</td>
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<td>GPCI-Credit Card Process Reimb.</td>
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<td>Conference Income</td>
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<td>Interest Income</td>
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<td>Journal Income</td>
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<td>Webinars Income</td>
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<td>Miscellaneous Income</td>
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<td>Marketing Items/Merchandise</td>
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<td>Job Postings</td>
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<td>Insurance Claim / Restitution</td>
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<td><strong>Expense</strong></td>
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<tr>
<td>Contracted Services</td>
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<td>Personnel Expenses</td>
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<td>Other Administrative Costs</td>
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<td>National Office Expenses</td>
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<td>Total Conference Expenses</td>
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<td>Total Other Expense</td>
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<tr>
<td><strong>Total Expense</strong></td>
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<td>558,180.26</td>
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<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>115,433.55</td>
<td>176,685.18</td>
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<tr>
<td><strong>Net Other Income</strong></td>
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<td>0.00</td>
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<tr>
<td><strong>Net Income</strong></td>
<td>$115,433.55</td>
<td>$176,685.18</td>
</tr>
</tbody>
</table>

The 2015 Financials are un-audited.
2015 Executive Committee

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