

ANNUAL REPORT 2007



AMERICAN ASSOCIATION
of GRANT PROFESSIONALS SM

MISSION

The American Association of Grant Professionals (AAGP), a nonprofit 501 (c)(6) membership association, builds and supports an international community of grant professionals committed to serving the greater public good by practicing the highest ethical and professional standards. To achieve this mission, AAGP:

- Serves as a leading authority and resource for the practice of grantsmanship in all sectors of the field.
- Advances the field by promoting professional growth and development.
- Enhances the public image and recognition of the profession within the greater philanthropic, public, and private funding communities.
- Promotes positive relationships between grant professionals and their stakeholders.

AAGP does not discriminate in its provision of services due to race, color, religion, national origin, ancestry, ethnic group identification, sex, age, sexual orientation, and/or condition of physical or mental disability in accordance with all requirements of Federal and State Laws.

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**AMERICAN ASSOCIATION
of GRANT PROFESSIONALS SM**

*Ph. (913) 788-3000 w www.grantprofessionals.org
Fx. (913) 788-3398 w info@grantprofessionals.org
1333 Meadowlark Lane, Suite 105, Kansas City, KS 66102*

FROM THE PRESIDENT



On behalf of the AAGP Board of Directors, I am proud to present you with the 2007 AAGP Annual Report. The Annual Report formally chronicles AAGP's accomplishments over the entire year, as well as the health of the Association at year's end. It represents the work done over the past year by the AAGP Board and the various committees, as well as by its affiliate

organizations, the Grant Professionals Certification Institute (GPCI) and the AAGP Foundation.

Upon reviewing the Report, you will note that 2007 can best be described as a year of continued stability. Membership grew by 200 members. Chaptering grew to a historic 32 chapters. We broke the 500 AAGP Conference registrant mark. The AAGP Home Office moved to a new space in order to accommodate the expanding staff of three full time employees. Congratulations to Gail and her staff for making this historic move possible.

Under the direction of AAGP's affiliate, Grants Professionals Certification Institute (GPCI), the GPC (Grant Professional Certified) examination was launched. After eight long years of planning the field's first psychometrically sound test, more than 100 people sat for the first test in Arlington, Virginia. Credentialing is one of the critical underpinnings of

professionalization, so this achievement is of particular importance. If you've not yet sat for the exam, I strongly encourage you to do so. It's a strong benefit for you and for the profession.

2007's accomplishments were made possible due to the hard work and dedication of our Executive Director and her staff and the many volunteer hours of board and committee members. During AAGP's early years, the organization relied solely on volunteers to conduct all of its business. With full time staffing at the Home Office, the Board of Directors was able to start moving away from its charge as a "working board" to one of governance; another sign of organizational growth and stability.

With the close of the 2007 fiscal year, and as the Board of Directors prepares for 2008, we celebrate all that we have accomplished over the past year, as well as the soon-to-be past decade of service to the grants field. I want to thank everyone who contributed to this banner year, and for the opportunity to serve such an outstanding organization and its talented members.

Pauline Annarino
2007 President, AAGP

FROM THE EXECUTIVE DIRECTOR



2007 was a very exciting year for AAGP! The association moved into a larger office and hired two additional staff: a Membership Director and an Office Coordinator. We grew from 700 active members to over 1,500 active members! The need for a professional membership organization for grant professionals continues to be validated by our

membership growth, the enlarged conference attendance, the

member involvement in our many committees, and the increased postings to our listserv.

In 2007, we had over 500 persons attend our annual conference in Arlington, VA, published a Journal, formed new Chapters and appointed several more State Representatives, held several e-learning classes, and assisted our two affiliates, AAGP Foundation and Grant Professionals Certification Institute (GPCI). We look forward to many more prosperous years!

Gail Vertz
Executive Director



2007 BOARD OF DIRECTORS



Pauline Annarino
President
Principal
Nonprofit Navigators



Candra Parker
Vice President
Director
Catholic Diocese of Richmond



Bernard Turner, Ed.D.
Treasurer
Associate Vice President
Meharry Medical College



Susan Linn
Secretary
Grants Coordinator
Newton Public Schools



Jerry Dillehay
Board Member
Grants Coordinator
City of Mesa, Arizona



Chuck Howard
Board Member
GrantsCrafters
Consultancy



Mary Hale Meyer
Board Member
Grants Developer & Manager
Jewish Employment &
Vocational Services



Jodi Pearl
Board Member
Grants Coordinator
Memorial Healthcare System



Phyl Renniger
Immediate Past President
Director of Resource
Development
Florida Community College at
Jacksonville



Joani Sarkiss
Board Member
President
J. Sarkiss & Associates



Karen Stinson, Ed.D.
Board Member
Superintendent
Van Buren Schools

FINANCE REPORT

The Finance Committee is charged with overseeing the fiscal health of the association in line with the AAGP's strategic direction. It ensures that an outside audit is conducted and an IRS 990 is submitted in a timely fashion. The Committee establishes external controls, sets up the chart of accounts, and develops the AAGP annual budget for Board approval.

In addition, the Committee works with the Executive Director to produce monthly financial statements so the organization's financial position is known at all times. The Committee also monitors the reports and makes

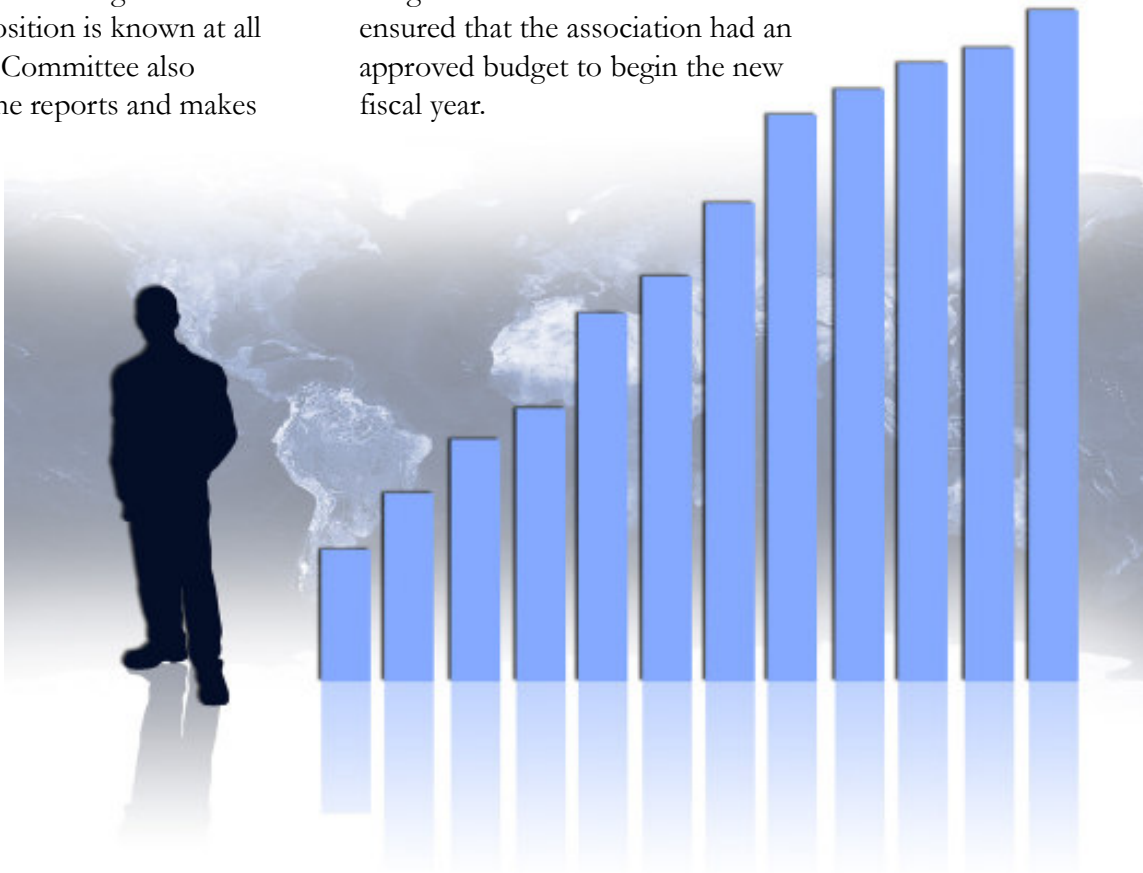
recommendations to revise financial policies as necessary.

GOALS AND PLANS

The Finance Committee's goals for the year were to continue monitoring the financial management system of the association ensuring monthly financial statements were developed then disseminated to the board members. The Committee also developed the draft 2008 association budget and reviewed/ approved the 2008 conference budget. Both of these activities ensured that the association had an approved budget to begin the new fiscal year.

2007 ACCOMPLISHMENTS

- Reviewed monthly financial statements on an ongoing basis.
- Reviewed annual 990 tax return.
- Revised AAGP Financial Manual.
- Developed and finalized 2008 association budget including the conference budget before the new fiscal year began.
- Held Committee conference calls.



FINANCIAL STATEMENT

INCOME STATEMENT	DEC 31, 2007	BALANCE SHEET	DEC 31, 2007
Ordinary Income/Expense		ASSETS	
INCOME		Current Assets	
2007 Deferred Membership	2,100.00	Checking/Savings	
Conference Income	233,562.88	UMB Checking	3,590.40
Interest Earned	86.87	UMB Money Market	79.87
Regular Membership Dues	158,990.00	UMB Certificate of Deposit	40,000.00
Legacy Membership Dues	1,425.00	AAGP Chaptering	6,851.02
Charity/University Classes	1,099.27	Total Checking/Savings	50,521.29
Job Postings	1,200.00	Other Current Assets	
Miscellaneous Income	942.53	Accrued Receivable	17,717.50
Promotional Items	3,636.88	Prepaid Expense	2,071.60
TOTAL INCOME	403,043.43	Total Other Current Assets	19,789.10
EXPENSE		Total Current Assets	70,310.39
Administrative Policies	250.00	Other Assets	
Attorney	3,495.00	Security Deposit-1333 Meadow	617.00
Bank Fees & CC Processing	10,879.55	Total Other Assets	617.00
Board Travel	32,463.48	TOTAL ASSETS 70,927.39	
Brochure	4,547.75	LIABILITIES & EQUITY	
Conference Calls	3,247.53	Liabilities	
Conference Expenses	113,819.49	Current Liabilities	
Contractual-CPA	2,616.25	Other Current Liabilities	
Contractual-Marketing	10,000.00	Foundation Payable	300.00
Contractual-Web Admin	7,770.00	Deferred Moving Costs	-1,563.93
D & O Expenses	1,400.00	Local Chaptering Offset	4,874.87
Executive Director Salary	56,500.08	GPCI Payable	-150.00
Executive Director-Benefits	10,455.78	Payroll Liabilities	3,409.25
Equipment	1,046.40	Total Other Current Liabilities	6,870.19
Internet Access & Web Hosting	744.77	Total Current Liabilities	6,870.19
Lease-Office	5,478.00	Total Liabilities	6,870.19
Liability Insurance	500.00	Equity	
Marketing Items	6,676.98	Unrestrict (retained earnings)	71,318.41
Meeting Expenses	258.65	Net Income	-7,261.21
Membership Director	27,401.25	Total Equity	64,057.20
Membership Director Benefits	4,960.37	Total Liabilities & Equity	70,927.39
Memberships - ASAE. etc.	367.00		
Membership Services	11,140.03		
Mileage Reimbursement	418.03		
Journal & Monograph	6,747.70		
New Initiatives	5,982.43		
Office Coordinator	14,041.25		
Office Coordinator Benefits	1,578.25		
Office Supplies & Postage	1,381.66		
President's Fund	211.48		
Professional Development	2,294.56		
Printing	5,036.16		
Stakeholder Education	40,000.00		
Task Forces	1,978.48		
Telephone	2,710.50		
Travel	6,945.31		
Travel AAGP Reps	4,960.47		
TOTAL EXPENSE	410,304.64		
Net Ordinary Income	(7,261.21)		



ANNUAL CONFERENCE



Since eight grant professionals first convened in Des Moines in 1998 to set the stage for what was to become AAGP, the National Conference has been the centerpiece of our yearly calendar. Beginning in 1999 in Chicago with a total of 22 participants, this annual gathering has grown to more than 500 participants.

The 2007 Conference in Arlington, VA, provided wonderful opportunities for learning, networking, and socializing together—as these conference photos show. Building on this success, planning is well underway for the 2008 National Conference in Long Beach, California, in October.

ANNUAL CONFERENCE



The National Conference represents our yearly opportunity to elect Board Members, conduct association business, network, and most importantly learn about the national trends impacting our profession. The grants profession can be a very isolating career for many, and this personal camaraderie helps put a face on the profession we are becoming.

ETHICS

Ethics are the rules or standards governing the conduct of a person or members of a profession. AAGP is committed to serving the greater public good by practicing the highest ethical and professional standards.

Members have joined forces to make AAGP the leading authority and resource for the practice of grantsmanship in all sectors of the field. Membership in this association promotes positive relationships between grant professionals and their stakeholders; provides a vehicle for grant professionals to gain professional growth and development; and enhances the public image and recognition of the profession within the greater philanthropic, public, and private funding communities.

The AAGP Ethics Committee is responsible for generating the Code of Ethics and for increasing member awareness and understanding of ethical issues as they relate to the grants profession.

During 2007, the Ethics Committee developed procedures for handling Code of Ethics violations. These procedures were approved by the AAGP Board of Directors in 2007. Reporting and Handling Violations of the AAGP Code of Ethics. These

procedures are available on the AAGP website at www.grantprofessionals.org.

Since ethics are an extremely important part of our profession, the Ethics Committee works hard to ensure that all AAGP members abide by the Code of Ethics and are aware of ethical issues within the field. In particular, AAGP members and other grant professionals are to:

- Practice their profession with the highest sense of integrity, honesty, and truthfulness, to maintain and broaden public confidence.
- Adhere to all applicable laws and regulations in all aspects of grantsmanship.
- Promote positive relationships between grant professionals and their stakeholders.
- Value the privacy, freedom, choice, and interests of all those affected by their actions.
- Ensure that funds are solicited according to program guidelines.
- Adhere to acceptable means of compensation for services

performed; pro-bono work is encouraged.

- Foster cultural diversity and pluralistic values, and treat all people with dignity and respect.
- Become leaders and role models in the field of grantsmanship.
- Encourage colleagues to embrace and practice AAGP's Code of Ethics and Standards of Professional Practice.

The full Code of Ethics, to which all members agree to conduct themselves, can be found at www.grantprofessionals.org. These ethics govern professional obligations, solicitation and use of funds, presentation of information, and compensation. Any members found in infringement or breach of the standards outlined in the Code are subject to disciplinary sanctions.

AFFILIATE REPORTS



The GPCI board members and committees finalized many issues related to exam administration, registration, marketing and fundraising issues during 2007.

The final steps to implement the first GPC exam were monumental. After several years of Subject Matter Experts working with the test development specialists, the first sample exam was

finalized. A group of individuals gathered to serve on the “cut score” panel and actually took several versions of the exam. The next step included a large group of AAGP volunteers participating in a sample testing. The results from this sample testing led to the development of the final exam. The first exam took place in November, 2007 in Arlington, VA. At the end of 2007, over 150 persons obtained their GPC credential.

The 2007 GPCI Board includes Marcia Ford, Bernard Turner, Jodi Pearl, Pauline Annarino, Frank Mandley, Lisa Jackson, Michael Langton, Johna Rodgers and Gail Vertz.

There are plans to have at least two testing opportunities in 2008. The next five years will continue to be remarkable for our profession as the GPC designation gains in status and recognition.



The AAGP Foundation strives to foster and promote the highest ethical and professional standards for grant professionals through support for the membership of the American Association of Grant Professionals. To accomplish this, the AAGP Foundation will:

- Focus on support activities for AAGP goals.
- Promote professional growth and development of the American Association of Grant Professionals through activities such as scholarships and grants.
- Uphold best practices by serving as a resource to the international grant professionals community.

The 2007 AAGP Foundation Board members include Carolyn Kesner-Chair, Kristine Koschke-Vice Chair, Steve Harrington-Secretary, Sue Pardee-

Treasurer, Phyl Renninger-AAGP Board Liaison, Anna Anderson, Danny Blicht, Karen Stinson, Sarah Brophy, Sandra Jordan-Freeman and Steve Nill.

The AAGP Foundation received their 501 (c) (3) status during 2007. Other activities include the election of officers, formation of committees, monthly meetings, drafted a strategic plan, awarded three scholarships to the AAGP annual conference, set up multiple committees, enhanced the website, incorporated logo on all pertinent documents, developed marketing materials, and launched a giving program at the AAGP annual conference.

Future goals for the AAGP Foundation include support for the following:

- The AAGP National Conference, through scholarships, sponsors, and fundraising, in collaboration

with the Conference Committee and Professional Development Committee.

- Professional journals and other trade publications, by working with sponsors in collaboration with the AAGP Research & Authority Committee.
- E-learning classes through sponsors and donations, in collaboration with the AAGP Professional Development Committee.
- The Committee will identify services we can provide for AAGP members that would be appropriate to the Foundation's goals and mission.



MEMBERSHIP BENEFITS

In 2007, AAGP offered a wide range of membership benefits, including:

CONFERENCE

AAGP's annual fall conference has become the PREMIER grants event of the year, offering more than 40 workshops featuring the nation's top experts, round-table discussions, funder presentations, exhibitors, and the popular individual proposal review sessions. This annual gathering brings together grants professionals eager to share best practices, stay abreast of trends in our field, and network with peers from across America and abroad. Members receive a discount on conference registration.

CHAPTERS

As new chapters continue to form in every region of the country, members have the opportunity to be a part of AAGP at the local level. Chapters offer members a local venue in which to network and to exchange ideas, methodologies, and resources. National membership is a prerequisite for membership in a chapter.

MEMBER DISCUSSION FORUM

AAGP members have the opportunity to participate in a nationwide members-only email listserv hosted through the CharityChannel. The Forum provides another venue for the exchange of ideas, issues, methodologies, and other discussions on a member-to-member basis. Many members tell us that the opportunity to communicate this way with

hundreds of colleagues in all fields and from all over the country is worth the cost of membership alone.

E-NEWSLETTER

The quarterly "Take It For Granted" newsletter keeps members informed about AAGP's accomplishments, upcoming events, news, services, and resources.

JOURNAL

The AAGP Journal provides a forum for book and article reviews, discussions on best practices, and scholarly examination of the state of the profession, all written by top professionals from around the country and peer reviewed by the Journal Committee and AAGP Board. Only AAGP members receive free copies of the Journal. Members may receive their journal by mail or electronically.

MEMBERS ONLY SECTION ON THE AAGP WEBSITE

Members, via password, have access to "behind the scenes" at the AAGP website. Additional information, resources, and a complete member directory are only a few highlights of our Members Only page.

CREDENTIALING

GPCI, an AAGP affiliate, worked hard to establish the nation's first accredited, valid, credentialing process for grant professionals. Members are able to actively participate in this initiative, provide feedback, and influence the program's direction.

AAGP CONSULTANTS DIRECTORY

AAGP members who are independent consultants can post their contact information and a description of their services at AAGP's Consultants Directory.

CONSUMER DISCOUNTS AND OTHER SPECIAL OFFERS

AAGP is pleased to offer significant savings and other special benefits to our members through its affiliation with providers of high-quality, high-value professional services and products.

EVENTS POSTINGS

AAGP members are encouraged to post upcoming events on the Events area of our website. This service is free of charge for members. (Non-members are required to pay \$25 to post an event.) This is a great resource for members to learn of professional development trainings and opportunities in various parts of the country.

JOBS POSTINGS

AAGP members may post job openings on the Jobs area of our website. This service is free of charge for members. (Non-members are required to pay \$25 to post a position.) Members have a two-fold benefit with this service. They can both post jobs and view all the jobs posted!

Plans are under way for substantially increasing the membership benefits in 2008 and beyond.



2007 COMMITTEES

COMMITTEE	COMMITTEE CHAIR	BOARD LIAISON
Bylaws	Sheila Tillery	Phyl Renninger
Chaptering	Rebecca Novak & Gayla Rawlinson	Jerry Dillehay
Conference	Gail Vertz	Gail Vertz
Ethics	Sheryl Myers	Karen Stinson
Executive	Pauline Annarino	Pauline Annarino
Finance	Bernard Turner	Bernard Turner
Long Range Planning	Christine Rowe	Mary Hale Meyer
Marketing	Bill Smith	Joani Sarkiss
Member Services	Gail Vertz	Gail Vertz
Nominating	Steve Harrington	Mary Hale Meyer
Professional Growth & Development	Kelly Holt	Candra Parker
Research & Authority	Iris Coffin	Susan Linn
Human Resources	vacant	Chuck Howard

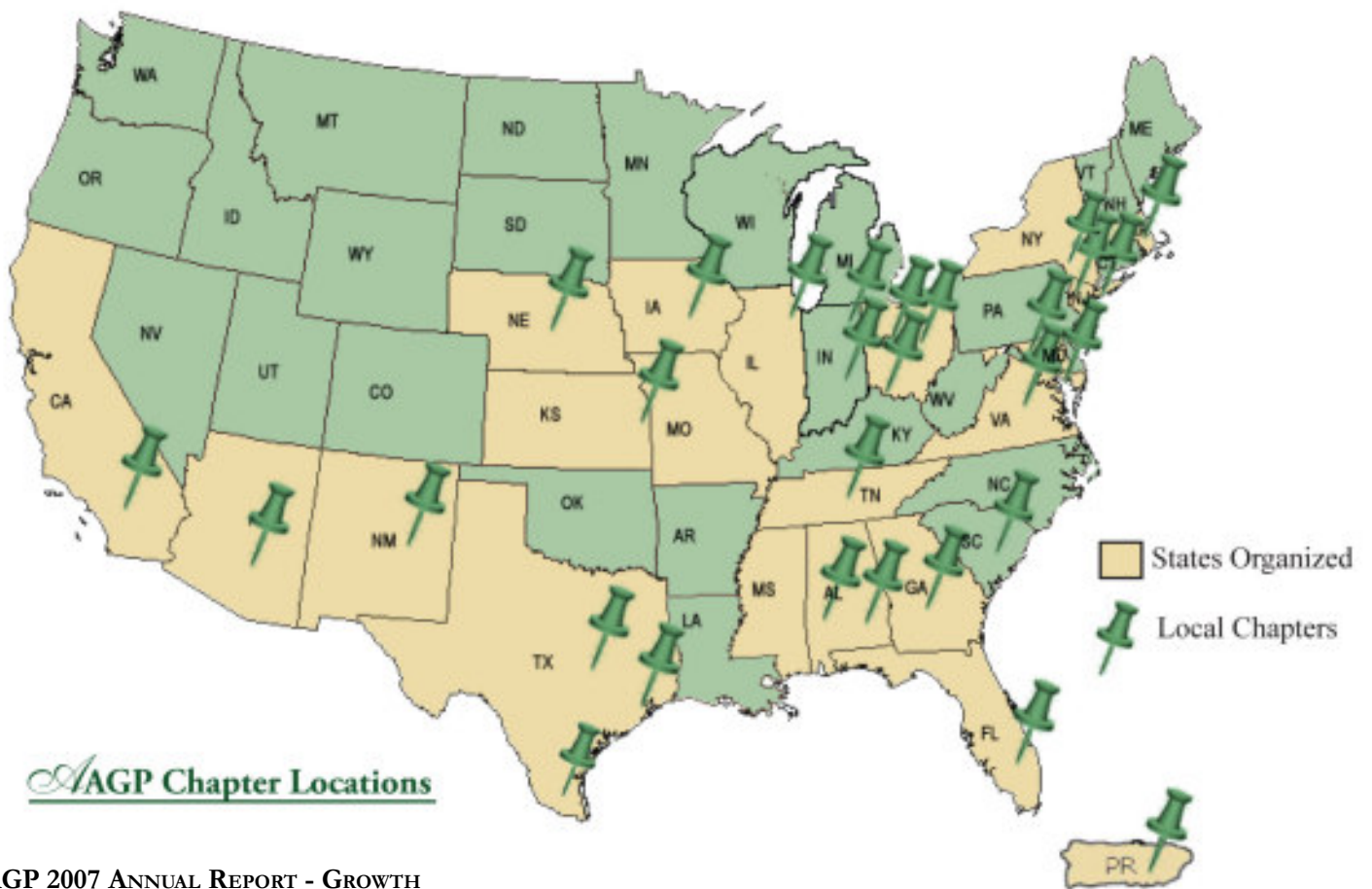
2007 CHAPTERS

STATE	CHAPTER NAME	PRESIDENT AS OF 12/2007
Alabama	Alabama (Birmingham)	John Tidwell
Alabama	Montgomery	Sharon Farris
Arizona	Arizona (Founding Chapter)	Nancy Mager
California	Southern California	Shelley Bertenstein
DC/Maryland	National Capital Area	Myra McGinnis
Florida	Broward County Florida	Casey Clark
Georgia	Metro Atlanta Association	Amanda Day
Illinois	Chicago area	Doris Heroff
Indiana	Central Indiana	Arvetta Jideonwo
Indiana	Northeast Indiana	Marilynn Fauth
Iowa	Iowa	Elizabeth Constantine
Massachusetts	Massachusetts	Sheryl Myers
Kansas/Missouri	Heart of America	Theresa Cummings
Nebraska	Nebraska	Annie Price
New Jersey	New Jersey	Arione Jordan
New York	New York City	on hiatus
New York	Mohawk/Hudson (formed 04/07)	Brigitte Koziol
Ohio	Greater Cincinnati	Leslie Mitchell
Ohio	Miami Valley	Deborah Combs
Ohio	Central Ohio	Don Slobodien
Puerto Rico	Puerto Rico	Manuel Calas
Tennessee	Tennessee	Bernard Turner
Texas	Austin - Central Texas	Loretta Holland
Texas	Rio Grande Valley (formed 05/07)	Lucila Lagace
Texas	Southeast Texas	Danielle Lutz
Virginia	Central Virginia	Susan Dandridge

2007 STATE REPRESENTATIVES

STATE	STATE REPRESENTATIVE AS OF 12/07
Alabama	Sharon Faris
Arizona	Jerry Dillehay
California	Ann Ronan
Washington, DC	Teri Blandon
Maryland	Teri Blandon
Florida	Christine Heft
Georgia	David Bridges
Illinois	Rebecca Novak
Indiana	Cynthia Reneá Oda
Iowa	Karen Stinson
Kentucky	Johna Rodgers
Massachusetts	Lisa Perry-Wood
Nebraska	Amanda Temosheck
New Jersey	Dena Hartigan
New York	Mary Tufts
Ohio	Kimberly Elahab
Oklahoma	Sheila Tillery
Oregon	Alyssa Hanada
South Carolina	Steve Harrington
Tennessee	Kimberly Hines-Harrell
Texas	Gayla Rawlinson

GROWTH



AAGP 2007 ANNUAL REPORT - GROWTH

AAGP has experienced remarkable growth since 1997. That growth was built upon the dedication and vision of six grant professionals. The six became 27 members in 1998 and 73 by 1999, demonstrating the need and interest in an association. Membership then grew by an average 50% over the next four years (to just under 400 in 2003) and an average 55% per year through 2005 (to 960 active members). At the end of 2007, we have 1,497 members. AAGP clearly continues to fill a much-needed role for grant professionals across the U.S.

INTO A BRIGHT FUTURE

AAGP believes local chapters are an engine for present and future growth. Chapters offer our members a local venue in which to network and exchange ideas, methodologies, and resources. Chaptering ensures local involvement and self-determination of its members, and guides the national office toward an organizational platform that truly reflects the membership and the profession. Local chapters and the national office share a common goal and support each other's initiatives. By working together at both the local and the national level, we can better grow the association and move our profession forward.

The first local chapter was formed by members in Birmingham, Alabama, in the spring of 2004. Since that time, the number of chapters has grown phenomenally, as the listing on the Chapters Page and the Chapters Map illustrate. It is our goal to continue founding AAGP chapters across the country, to serve all of our members within a short commute from their job or home. Two chapters formed in 2007: Rio Grande Valley in Texas and Mohawk/Hudson in New York.

