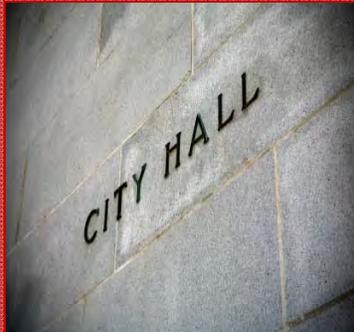




Annual Report 2011



Mission

The Grant Professionals Association (GPA), 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, GPA:

- 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.

GPA 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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Overview & History

It was a historic day in 1997 when Iris Coffin (IA), Phyl Renninger (FL), Rachel Sherard (SD), Mike Brock (MI), Randy Givens (NE), Brad Knudson (SD) and VC League (CA) came together via conference call to discuss creating a professional organization for grant professionals. On that call, Phyl Renninger offered to record the first notes of the not-yet-formed group and keep track of tasks. The rest, as they say, is history.

In 1999, the American Association of Grant Professionals held its first annual conference at the Holiday Inn in Chicago, where 22 attendees began the process of adopting bylaws, creating a website, and drafting a Code of Ethics. Our Legacy Memberships ended in 1999 and we initiated a dues structure. In 2000, AAGP grew to 100 members. Almost 50 attendees were at the conference in Berkeley, where two new concepts, chaptering and credentialing, were introduced. The 2001 conference in Orlando drew 125 attendees, and in 2002 300 participated in Portland. Also in 2002, AAGP published its first journal and e-newsletter, and established the members only forum on its website.

By 2003, the organization had expanded its focus to include contract management services and held a board retreat. AAGP reached critical mass and began to grow exponentially. By 2004, membership had grown to 700, with 400 attending the annual conference. Gail Vertz became the first Executive Director, and the first AAGP Chapter was formed in Alabama. The Grant Professionals Certification Institute was formed and certification received a boost with the first test development workshop. In 2005, membership topped 900, and 18 new chapters were formed. The first AAGP Business Plan was drafted and the staff expanded with the addition of a Membership Coordinator and Administrative Assistant.

By 2006, membership was over 1000 and annual conference attendance reached 480. In 2007, membership reached 1400 members and almost 500 individuals attended the national conference in Arlington, VA. By 2008, the National Office staff consisted of a Membership Director, Office Coordinator along with several independent contractors. Gail Vertz become AAGP's first Chief Executive Officers (CEO). In 2009 our membership grow to over 1700 individuals and 39 chapters. The attendance at the ninth annual conference in Austin, TX was 470.

The association underwent a name change in 2010 to help



Overview & History

market to an international membership and more accurately reflect association membership; we are now known as the Grant Professionals Association (GPA). Along with the name change the 2010 conference, held in St. Pete Beach, FL had 586 attendees and the association had 43 active chapters.

In 2011, the association ushered in the year with a redesigned website as well as a host of new member benefits. The official launch of Special Interest Groups (SIGs) presented new opportunities to engage our membership in networking with grant professionals. Membership grew to almost 2000 individuals with 39 active chapters. The annual conference held in Las Vegas, NV, had 545 attendees.

This annual report demonstrates the growth of GPA in 12 years.



We connect the grant writing community.



President's Letter



On behalf of the current GPA Board of Directors, I am proud to present the 2011 Grant Professionals Association's Annual Report. This report highlights some of the accomplishments of the Association throughout the year. "Highlights" is the key word as there is no way to capture everything accomplished by the small but dedicated National Office staff or by the numerous volunteers who work with the staff to strengthen our profession.

Our 2011 National Conference in Las Vegas was a huge success. It is our hope that you did not leave what happened in Vegas there, but instead took it back to your communities for implementation. By all accounts, the 2011 Conference was the best conference ever, providing attendees with more than 70 professional development workshops, top-notch keynote speakers from the field and plenty of opportunities for networking.

This year has also been a year of introductions. The CEO has made monumental steps as she has worked to introduce GPA to people working in our profession but who are not familiar with our Association. As we move forward, these connections are essential in creating GPA as "the Authority" in the grants profession.

The year was not without its challenges. Many nonprofits and government agencies continue to face significant cut-backs that, unfortunately, affect whether or not individuals are able to attend conferences, retain association memberships or participate in other professional development opportunities. However, through careful and conservative financial management, GPA has weathered the storms and continues to come out strong.

As we move into 2012, I invite each one of you to think about what you need from your professional association AND what you can give back to the association to strengthen the profession. Together, we move forward and look to the future.

A handwritten signature in black ink that reads "Debbie DiVirgilio". The signature is written in a cursive, flowing style.

Debbie DiVirgilio, GPC
2011 Board President



Chief Executive Officer's Letter



2011 was a great year for GPA. When many membership associations suffered substantial declines in their memberships and revenues, we actually finished the year with an increase in both!

During 2011, we experienced several monumental “firsts”. In our 13th year of existence, we obtained our first title sponsor for our annual national conference. We initiated a partnership with The Foundation Center and now our members receive a 10% discount on the FDO-Foundation Directory Online. The Foundation Center has never offered an organization a discount to any other organization! In our continued efforts to establish GPA as “the” authority in the grants industry, we contracted with a company to create a development and action plan for the organization to move forward with our efforts. We also created SIGS-Special Interest Groups for 18 of the areas our members represent in the grants industry. They now have online communities, quarterly phone calls and opportunities to enhance their professional development and networking.

In our efforts to improve our marketing efforts, we launched a new website in early 2011. The new site has many new options available for our members and includes a great bookstore. Additionally, we have continued our successful partnerships with many other national organizations. We also initiated partnerships with six new organizations.

Our 2011 conference was a great success. Nearly 600 persons attended our annual conference in Las Vegas, NV. GPA published a *Journal*, formed several new Chapters, provided \$1,000 grants to three of our chapters to host regional conferences, facilitated numerous webinars, and assisted our two affiliates, Grant Professionals Foundation (GPF) and Grant Professionals Certification Institute (GPCI).

Over 4,800 persons have joined GPA. We now have 39 active chapters. The need for a professional membership organization for grant professionals continues to be validated by our membership growth, increasing conference attendance and the member engagement in our many committees.

We look forward to many more prosperous years!

Gail Vertz

Gail Vertz, GPC
Chief Executive Officer



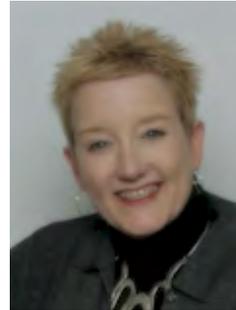
2011 Board of Directors



Debbie DiVirgilio
President
Consultant
*DiVirgilio & Associates,
LLC*



Teri Blandon
Vice-President
*Manager, Corporate &
Foundation Relations
CHF International*



Johna Rodgers
Treasurer
Grant Writer
*Green River Regional
Education Coop.*



Sharon Skinner
Secretary
*Citywide Grants
Coordinator
City of Mesa, AZ*



Jay Janssen
Executive Committee
Member
Consultant
Jay Janssen Consulting



Linda Butler
Board Member
President
Butler Consulting



Doris Jean Ann Heroff
Board Member
Consultant
DJAH Consulting



Shelia McCann
Board Member
Managing Partner
*Beddows McCann
Consulting LLC*



Jodi Pearl
Board Member
*Grants Coordinator
Memorial Healthcare
System*



Bill Smith
Board Member
*Senior Director,
Corporate Relations
Second Harvest Food
Bank of Middle Tenn.*



Gail Widner
Board Member
Consultant
*Business
Communications
Consulting*

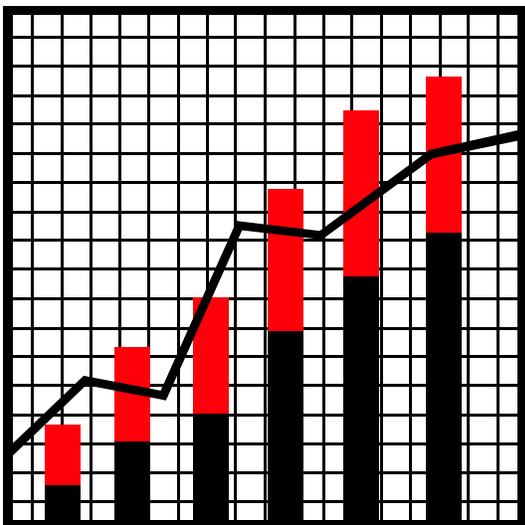


Finances

The Finance Committee oversees the fiscal health of the association in line with GPA's strategic direction. It ensures timely submissions of the IRS 990 Form. The committee monitors financial controls to ensure accountability. The Finance Committee constantly strives to improve the Association's overall financial health.

Below are some of the activities undertaken in 2011:

- Development and approval of the 2011 Association Budget.
- Development and approval of the 2011 Conference Budget.
- A monthly review of all financial statements.
- Enhancements of financial statements to show annual comparisons.
- Discussion of all financial matters via quarterly conference calls.
- Revenue and expenses forecasting.



Finances

INCOME STATEMENT, 12/31/11

Income	
Conference Income	295,380.30
Interest Earned	390.12
Journal Income	0.00
Regular Membership Dues	257,562.32
Legacy Membership Dues	800.00
Charity/University Classes	2,025.34
Job Postings	12,660.96
Miscellaneous Income	3,786.53
Promotional Items	5,722.88
Total Income	578,328.45
Expense	
Authority Committee Expenses	10,602.01
Administrative Assistant	8,242.00
Attorney	1,890.00
Bank Fees & CC Processing	20,134.82
Board Expenses	8,669.26
CEO Salary	76,104.98
CEO-Benefits	6,812.26
Chaptering Expenses	5,057.00
Conference Calls	2,868.25
Conference Expenses	126,568.92
Contractual-CPA	3,190.00
Contractual-Journal Editor	900.00
Contractual-Marketing	5,000.00
Contractual-Web Admin	15,912.50
D & O Expenses	461.00
Equipment	5,183.76
Foundation Relations	18,600.00
GPCI Expenditures	1,200.00
Grantstation Membership	16,638.78
Internet Access	1,031.56
Lease-Office	16,861.20
Liability Insurance	2,305.00
Marketing Items	5,054.35
Marketing & Outreach	8,016.68
Membership Director	35,953.01
Membership Director Benefits	4,870.50
Memberships - ASAE, etc.	1,545.00
Membership Services	19,863.76
Mileage Reimbursement	750.30
Office Coordinator	33,530.56
Office Coordinator Benefits	4,824.06
Office Supplies	3,759.48
Payroll Taxes	13,984.77
Postage	956.91
Professional Development	4,877.89
Printing	12,306.90
Regional Conference Support	3,000.00
Telephone	4,103.98
Travel - Staff	10,232.93
Travel - AAGP Reps	5,750.22
Website Hosting	4,140.00
Total Expense	531,754.60
Net Income	46,573.85

BALANCE SHEET, 12/31/11

Current Assets	
Checking/Savings	
UMB Checking	77,449.53
UMB Money Market	14.91
UMB Certificate of Deposit	43,736.93
AAGP Chaptering	1,976.15
Total Checking/Savings	123,177.52
Accounts Receivable	
Accounts receivable	754.49
Total Accounts Receivable	754.49
Total Current Assets	123,932.01
Fixed Assets	
Computer & Printers	6,650.00
Furniture & Equipment	6,359.00
Accumulated Depreciation	-13,009.00
Total Fixed Assets	0.00
Other Assets	
Security Deposit-1333 Meadow	617.00
Total Other Assets	617.00
TOTAL ASSETS	124,549.01
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Study Guide-Designated Fund	2,480.00
Payroll Liabilities	4,583.26
Total Other Current Liabilities	7,063.26
Total Current Liabilities	7,063.26
Total Liabilities	7,063.26
Equity	
Unrestrict (retained earnings)	70,911.90
Net Income	46,573.85
Total Equity	117,485.75
TOTAL LIABILITIES & EQUITY	124,549.01



Annual Conference



The 2011 Conference was again co-hosted by CharityChannel. Members from each organization attended all workshops to further their understanding of grants and fundraising.



Since seven grant professionals first convened in 1997 to set the stage for what was to become AAGP (now GPA), a national conference has been the centerpiece of our association's yearly calendar. Beginning in 1999 in Chicago, with a total of 22 attendees, the annual conference has grown to 545 attendees at the 2011 Las Vegas (NV) Conference.

Annual Conference



Our national conference is generally in the fall and represents an opportunity to elect Board Members, conduct association business, network, and most importantly, learn about 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.



Code of Ethics

The Grant Professionals Association (GPA), a nonprofit membership association, is committed to serving the greater public good by practicing the highest ethical and professional standards. Ethics refer to the rules or standards governing the conduct of a person or members of a profession.

Members have joined forces to be 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. Members' foundation is stimulated by the rich diversity within the grant profession.

The GPA Code of Ethics includes the following:

- 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
- Continually improve their professional knowledge and skills
- 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 GPA'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 as outlined in the Code are subject to disciplinary sanctions.

"The GPA Code of Ethics reflects only the highest standards in professional behavior and incorporates the standards promulgated by American Fundraising Professionals and other professions dedicated to serving the greater public good."



Membership Benefits

GPA Membership offers a wide range of benefits, including:

Conference

GPA's annual fall conference has become the PREMIER grants event of the year, offering more than 70 workshops featuring the nation's top experts, round table discussions, funder presentations, exhibitors, and the popular individual proposal review sessions. GPA's annual gathering brings together grant 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 GPA 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.

Credentialing

GPA members receive discounted rates to take the GPC exam offered by our affiliate, The Grant Professionals Certification Institute (GPCI).

E-Newsletter

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

Journal

The *GPA Journal*, published since 2004, is an annual publication. It is a great benefit for members, providing a forum for scholarly examination of the profession. Submissions come from grant professionals around the world. The *Journal* peer review process is double-blind. Authors receive feedback about their articles' scores, content, and structure. All archived issues of the *Journal* are available to non-members as well as members; the current issue of the *Journal* is available to GPA members only. GPA members may receive their copies of the *Journal* by mail or electronically as a benefit of their membership.

Members Only Section on the GPA Website

Members, via password, have access to "behind the scenes" at the GPA website. Additional information, resources and direct access to some fabulous member benefits are only a few highlights of our Members Only page.

Consultants' Directory

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

Consumer Discounts and Other Special Offers

GPA 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. Some of the companies that we have partnered with to provide discounts include: GrantStation (Free Membership), Streamlink Software (AmpliFund), American Funding Innovators, GPA Health Programs, Office Depot, and many others.

Committees

Committees Chairpersons

Authority	Dena Hartigan
Bylaws	Sandra Van Horn
Chapter Advisory Task Force	Lauren Daniels
Conference	Gail Vertz
E-Newsletter	Eden Freeman
Ethics.....	Bonnie Houk
Executive	Debbie DiVirgilio
Finance	Johna Rodgers
GPCI Affiliate.....	Lisa Jackson
GP Foundation Affiliate	Danny Blich
Human Resources	Pat Bohse
Journal.....	Amy Lamborg & Barbara Roberts
Long Range Planning.....	Dmitiri Melius
Membership	Teri Blandon
Nominating	Eden Freeman
Pioneer Awards	Kristen Barrett & Jodi Pearl
Professional Growth & Development	Cheryl Kester
Social Media.....	John Bromels
Training Task Force.....	Stacey Abate

Special Interest Groups

Special Interest Group..... Chairpersons

Advocacy.....	No Chair
Arts & Culture	Andrea O'Naghten & Maribeth Stahl
Canadian	No Chair
Consultants.....	Julie Assel & Alan Tiano
Environmental.....	Yvette Murray
Faith-Based	Mary Cosgrove & Martha McCabe
Government.....	Denise Katula
Grant Management	Leslie Colston
Healthcare.....	Alice Parisi & Michelle Wall
Higher Education	Kent Hornberger & Bernard Turner
Human Services	Kathy Tacke
International Development.....	No Chair
K-12 Education.....	Susan Jordan & Tonia Mallet Smith
Law Enforcement	James Cook & Gloria Gallardo
Libraries.....	Nancy Kalikow Maxwell & Sandra Saad
Safety	No Chair
Social Justice	Mary Tufts
Tribal Nations.....	Chuck Fisher & Cindy Grounds

Active Chapters

Chapter **President**

AR - Arkansas Melanie Palmer

AZ - Arizona Lauren Daniels

AZ - Yuma Nancy Ngai

CA - Inland Empire Hattie Byland

CA - Los Angeles Marilyn King

CA - NorCal Matthew Taylor

CA - Orange County Ann Ronan

CO - Colorado Cynthia Bullock

DC - National Capital Jesse Buggs

FL - Broward Co Renee Richards-Lukehart

FL - Miami Lisa Chutjian

FL - West Central Christine Alday

GA - Georgia Eden Freeman

IL - Chicago Nathan Medina

IN - Central Indiana Amy Shankland

KY - Kentucky Tina Sharp

LA - Louisiana Martha Collins

MD - Maryland Mary Beth Stapleton

MA - Massachusetts Lisa Glickstein

MO/KS - Heart of America Mark Dunlap

Chapter **President**

MO - St. Louis Mary Neal

NE - Nebraska Jaimie Anderson-Hoyt

NJ - New Jersey Stacey Abate

NV - Nevada Fern Percheski

NY - Mohawk/Hudson Lisa Smith

OH - Central Ohio Hal Merz

OH - Greater Cincinnati Laurel Humes

OH - Miami Valley Andrea Hoff

OH - Northern Bill O'Brien

OR & SW Washington Rick Horton

PA - SE Pennsylvania Jolene Ewing

SC - South Carolina Gail Widner

SD - South Dakota Sarah Campbell

TN/AR/MS - MidSouth Robyn Gibboney

TN - Tennessee Timothy Hooper

TX - Austin Cecilia Blanford

TX - Southeast Texas Jerri Monbaron

UT - Utah Cynthia Talbot-Holz

VA - Central Virginia Dawn Farrell-Moore



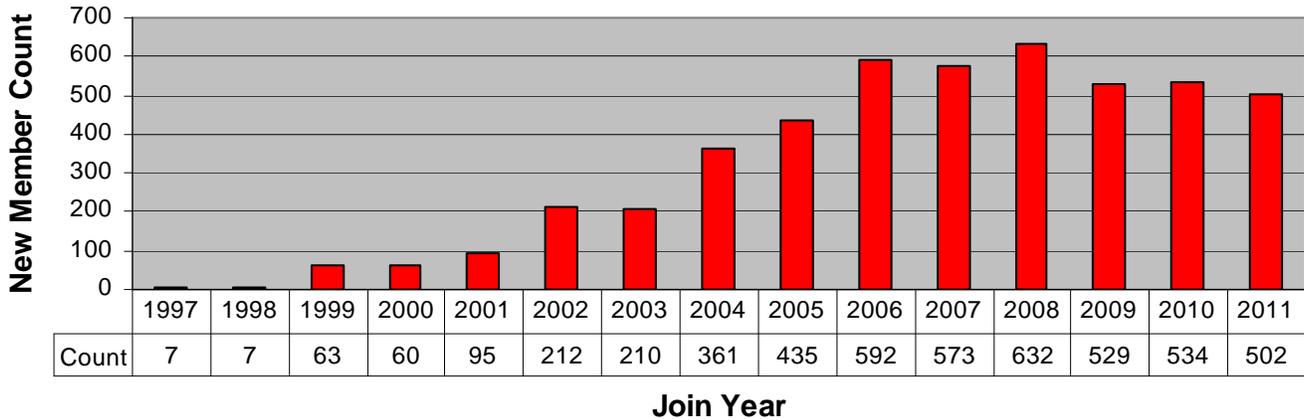
State Representatives

State..... Representative

Alabama	Jeffrey Bastuscheck
Arkansas.....	Cheryl Kester
Florida	Christine Heft
Indiana	Cynthia Oda
Kentucky.....	Johna Rodgers
Louisiana.....	Jennifer Bergeron
Michigan	Jeanne Donado
Nebraska.....	Susan Stratta
New Jersey.....	Dena Hartigan
New York	Mary Tufts
Ohio	Crystal Jones
Pennsylvania	Dena Hartigan
South Carolina	Steve Harrington
South Dakota.....	Lisa Kilawee
Texas	Yvonne Lane
Utah	Roxanna Johnson
Washington	Laura Lundahl
Wisconsin.....	Marcie Pfeifer-Soderbloom

Growth

New Members by Join Year



GPA 2011 ANNUAL REPORT -GROWTH

GPA has experienced remarkable growth since 1997. That growth built upon the dedication and vision of seven grant professionals. The seven became 77 by 1999, demonstrating the need and interest in an association. Membership grew significantly over the next eleven years. In 2011, we gained 502 new members and finished the year with 1,723 active. Though our new memberships were down in 2011, our membership retention (73%) helped us continue to grow. GPA clearly continues to fill a much-needed role for grant professionals throughout the world.

INTO A BRIGHT FUTURE

GPA 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. In the spring of 2004, the first local chapter was formed by members in Birmingham, Alabama. Three new chapters formed this year, bringing the total to 39 active chapters at the end of 2011.

GPA believes that members having the opportunity to network with their peers helps the individual and the grants profession. This led to the official launch of the Special Interest Groups (SIGs). This initiative began at the annual conference in 2008 and has continued to be such a success that it has now grown to 18 groups. In 2011, volunteer chairpersons led each group to help facilitate discussions and assist the National Office to meet the needs of our membership.

Grant Professionals Certification Institute

In 2011, GPCI held exams in Tennessee, Nevada, New Jersey, Ohio, and Washington DC. We also decided that these exams would be our last completed using paper and pencil. We have set our sights on electronic exams in 2012. At the end of 2011, there were a total of 331 GPCs. It is our hope the new electronic exam process will help us increase these numbers significantly in the coming year.

In 2011 the first GPC party was held at the GPA conference. Thank you to all who came. We started our 4+1 Club where individuals can donate just \$5.00 to help purchase a scholarship exam as well as help support the operating costs of the Foundation. This is our profession giving back to itself! Please join the club if you can, and look for an announcement in 2012 for how to apply for the scholarship. In 2011, four exam scholarships were awarded thanks to donations to GPCI and the GPA Foundation.

This past year, we published an updated literature review for the exam, and the GPCI board wants to thank Michael Wells for his hard work on this task. Please find this new document on our GPCI website under the tab, THE EXAM/PREPARATION.

The GPCI board hired our first staff person in 2011, Talitta Bell. She has been very helpful to the board. In addition, the board welcomed two new board members: Bonnie Houk from Kansas and Nancy Smallwood from Georgia.

In 2011 the GPCI board awarded the Pauline G. Annarino Award, to Broward County GPA chapter for their efforts to promote the GPC exam and professional standards it represents. The President Award was awarded to Jerry Dillehay for his past and on-going support of GPCI and our services and products. It's important that we honor the people who have made such a difference in our profession!

GPCI wants to thank the GPA membership and board for your unwavering support of our mission and the standards of excellence we are striving to obtain. 2012 will be another epic year for us and we look forward to all the opportunities it will bring.



Lisa Jackson, GPC
President



Grant Professionals Foundation

The Grant Professionals Foundation (GPF) is the fundraising arm of the Grant Professionals Association. Its purpose is to support the association and its members, the grants profession as an industry, the nonprofits that employ our members, and the communities they serve. We do this by building resources to support the professional development of grant professionals and strengthen the grant field. The members of the Board of Directors of the Grant Professionals Foundation are deeply grateful to our volunteers, partners and donors for another terrific year!

The 2011 accomplishments and highlights of the Grant Professionals Foundation include:

- Initiation of the annual Grant Professionals Community Impact Survey, the results of which were presented at the annual conference in Las Vegas, Nevada
- Establishment of a formal Marketing Plan (2011-2014) for the Foundation
- Continuation of our work with The Snay Group to identify funding opportunities through private foundations
- Expansion of scholarship opportunities with new support for professionals seeking the Grant Professional Certified (GPC™) credential
- Partnership with the Grant Professionals Certification Institute (GPCI) to select four GPC Scholarship recipients
- Nationwide expansion of the Every Chapter Challenge program
- Eleven broad and diverse awards of scholarship to the GPA national conference, including:
 - The Chicago Chapter scholarship in honor of Dawn Bluhm
 - The Central Indiana Chapter scholarship in honor of V.C. League
 - Generous support from Bernard Turner Consulting
 - The Georgia Grant Professionals Association contribution to the Peach State Scholarship
 - The Kester Group Grants Consultants establishment of a new conference scholarship for the Arkansas Chapter
 - The establishment of a new scholarship by the Tennessee Chapter and Bernard Turner Consulting
 - A partnership between the Foundation and the Grant Professionals Association to offer a new Chuck Howard Legacy Scholarship
 - Support of the Susan Kemp GPA Scholarship initiated by Dr. Beverly Browning
- Recognition of the Chicago Area, Illinois Chapter as our 2011 Star Chapter
- Successful fundraising through the Foundation's Silent Auction at the national conference
- Engagement of Linda Lysakowski of Capital Venture to conduct a Board retreat and planning session
- Election of new officers for 2012!

We look forward to working with you in 2012.



Danny W. Blich, GPC
Chairman



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