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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(913) 788-3000 Phone (913) 788-3398 Fax
http://www.grantprofessionals.org
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 the following year, 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 1,000 and annual conference attendance reached 480. In 2007, membership reached 1,400 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, and several independent contractors. Gail Vertz became AAGP's first Chief Executive Officers (CEO). In 2009 our membership grew to over 1,700 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 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, new networking opportunities were created through a new website and with the addition of Special Interest Groups (SIGs). The annual conference held in Las Vegas, NV had 545 attendees and membership grew to almost 2,000 individuals with 39 active chapters.

2012 brought a host of new membership benefits as well as the official launch of a Volunteer Relations Program. The GPA Bookstore was upgraded and networking opportunities were again expanded to include electronic discussions through the online GPA Community. The annual conference was held in Indianapolis, IN and had 553 attendees. Membership remained near the 2,000 mark with 40 active chapters.

This annual report demonstrates the growth of GPA in 13 years.

We connect the grant writing community.
On behalf of the current GPA Board of Directors, I am proud to present the 2012 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 2012 National Conference in Indianapolis was a huge success. By all accounts, the 2012 National Conference was the best conference ever, providing attendees with more than 70 professional development workshops, top-notch key-note speakers from the field and opportunities for networking. Conference attendees reported that “it was the best conference I have ever attended.”

The year was not without its challenges. Many nonprofits and government agencies continue to face significant cut-backs that are, 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. Change for most of us is difficult and uncomfortable but we often recognize that change is necessary and exciting for continued growth. We look forward to additional changes as we seek to hire a new CEO for the Association.

As we move into 2013, 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.

Debbie DiVirgilio, GPC
2012 Board President
2012 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
Educational Co-op

Sharon Skinner
Secretary
Citywide Grants Coordinator
City of Mesa, AZ

Shelia McCann
Executive Committee
Member
Managing Partner
Beddows McCann Consulting LLC

Linda Butler
Board Member
President
Butler Consulting

Karen Cassidy
Board Member
Principal
Governmental Grants

Nathan Medina
Board Member
Director of Foundation Relations
Lydia Home Association

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

Bernard Turner
Board Member
Assistant Professor
Social Entrepreneurship
Belmont University
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 continually strives to improve the Association’s overall financial health.

Below are some of the activities undertaken in 2012:

- Development and approval of the 2012 Association Budget.
- Development and approval of the 2012 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.
- Began work to revise the Finance Policy and Procedures Manual
- Secured fluid investment instruments to enable growth of the Association.
## Income Statement, 12/31/12

### Income
- Conference Income: 365,608.02
- GPCI-Credit Card Process Reiml: 0.00
- GPCI-Late Payment: 0.00
- Interest Earned: 0.00
- Journal Income: 0.00
- Regular Membership Dues: 285,605.71
- Legacy Membership Dues: 650.00
- Job Placement: 29,728.75
- Marketing Items Revenue: 7,846.41
- Miscellaneous Income: 2,654.15
- Webinars: 7,029.41

### Expenses
- Administrative Assistant: 8,123.00
- Admin Assistant Benefits: 0.00
- Attorney: 2,218.00
- Audit - Outside Service: 0.00
- Authority Committee Expenses: 5,181.43
- Awards Program: 0.00
- Bank Fees & CC Processing: 12,850.18
- Board Expenses: 8,324.70
- CEO Salary: 82,796.86
- CEO-Benefits: 4,801.01
- Chaplary Expenses: 4,278.43
- Charity Channel Member Benefit: 3,600.00
- Compensation Fund: 40.17
- Conference Calls: 1,783.68
- Conference Expenses: 162,722.10
- Contractual-CPA: 8,810.00
- Contractual-Journal Editor: 9,759.96
- Contractual-Marketing: 5,200.00
- Contractual-Web Admin: 18,426.25
- Employee Appreciation: 284.65
- Equipment: 2,935.36
- Foundation Relations: 1,185.70
- Furnishings: 0.00
- GPCI-Expenditure: 0.00
- Graduation Membership: 18,760.00
- Insurance-D & O Liability: 3,470.40
- Internet Access: 1,416.70
- Lease Office: 18,897.20
- Marketing Items: 5,177.34
- Meeting Expenses: 20.26
- Marketing & Outreach: 13,755.51
- Membership Director: 58,905.12
- Membership Director Benefits: 5,022.38
- Memberships - A&SAP, etc.: 650.00
- Membership Services: 17,526.39
- Mileage Reimbursement: 179.68
- Office & Volunteer Rel Manager: 57,505.16
- Office & Volunteer Mgr Benefits: 4,936.31
- Office Supplies: 4,788.48
- Payroll Taxes: 12,707.81
- Postage: 3,697.26
- Professional Development: 389.00
- Printing: 9,399.25
- Regional Conference Support: 3,801.20
- Telephone: 4,956.16
- Travel - Other: 2,919.86
- Travel - STAFF: 15,826.11
- Volunteer Retention & Recog: 552.65
- Website Hosting: 1,228.12

### Total Expenses:
327,974.22

### Net Ordinary Income:
160,631.31

### Other Income/Expense

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other Income</td>
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</tr>
<tr>
<td>Chapter Dues</td>
<td>0.00</td>
</tr>
<tr>
<td>Total Other Income</td>
<td>0.00</td>
</tr>
</tbody>
</table>

### Other Expense
- CEO Recruitment Fee: 5,600.00
- Revolution-AEFE Exp>Incurred: 10,260.76
- Unbudgeted Expenses: 10,774.24

### Total Other Expense:
32,635.00

### Net Other Income:
422,155.30

### Net Income:
582,786.61

## Balance Sheet, 12/31/12

### Current Assets
- Checking/Savings: 68,766.62
- UWG Checking: 18,841.61
- UWG Certificate of Deposit: 54,127.65
- GPA Chaplarying: 1,575.15
- Total Checking/Savings: 122,475.46
- Accounts Receivable: 483.60
- Total Accounts Receivable: 483.60
- Other Current Assets: 3,870.43
- Receivable - GPCI: 2,907.63
- Receivable - Invest & Orange Co: 969.80
- Prepaid Expense: 13,927.39

### Total Other Current Assets: 19,469.78

### Fixed Assets
- Computer & Printers: 5,890.60
- Furniture & Equipment: 6,369.60
- Accumulated Depreciation: 13,066.60

### Total Fixed Assets: 6,060.20

### Other Assets
- Security Deposit-1332 Meadow: 617.00

### Total Other Assets: 1,034.20

### Liabilities
- Current Liabilities
  - Accounts Payable: 1,481.18
  - Total Accounts Payable: 1,481.18
- Credit Cards: 1,530.40
- Total Credit Cards: 1,530.40
- Other Current Liabilities: 4,465.00
- Study Guide-Designated Fund: 5,810.63
- Payroll Liabilities: 5,810.63
- Total Other Current Liabilities: 10,275.66

### Total Current Liabilities: 10,756.72

### Total Liabilities: 19,034.42

### Equity
- Unrestricted (retained earnings): 77,792.26
- Net Income: 54,086.31

### Total Equity: 131,878.57

### Total Assets: 19,529.53

### Total Liabilities & Equity: 19,529.53
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 Association of Fundraising Professionals and other professions dedicated to serving the greater public good.”
GPA 2012 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 12 years. In 2012, we gained 557 new members and finished the year with 1,846 active. GPA clearly continues to fill a much-needed role for grant professionals throughout the world.
GPA Membership 2012—Into a Bright Future

GPA introduced a new membership category, Retiree, in 2012 to meet the needs of and retain our older members. We also added many new membership benefits and increased our partnerships with other associations to keep the value of a membership at a high level.

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. Three new chapters formed this year but we also had a few chapters go inactive bringing the total to 40 active chapters at the end of 2012.

GPA’s Special Interest Groups (SIGs) continue to grow and are thriving. In 2012 we had 19 groups, led by volunteer chairpersons to help facilitate discussions. We launched the GPA Community to enable these groups to have online discussions and better opportunities to network.

GPA believes that having members engaged is vitally important, and since GPA is a small staff association, we depend on volunteers from our membership. Therefore, we launched a Volunteer Relations Program in 2012. This program was designed to invite all our members to get involved and also to say Thank-You for all they do. The goals for the program in 2012 were; to have 300 volunteers, four chapter leadership webinars and to appropriately recognize our volunteers.
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 provides 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 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, Streamlink Software (AmpliFund), American Funding Innovators, Foundation Directory online, GPA Health Programs, Office Depot, and many others.
<table>
<thead>
<tr>
<th>Chapter</th>
<th>President</th>
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<tbody>
<tr>
<td>AR - Arkansas</td>
<td>Richard Redfearn</td>
</tr>
<tr>
<td>AZ - Arizona</td>
<td>Lauren Daniels</td>
</tr>
<tr>
<td>AZ - Yuma</td>
<td>Nancy Ngai</td>
</tr>
<tr>
<td>CA - Inland Empire</td>
<td>Hattie Byland</td>
</tr>
<tr>
<td>CA - Los Angeles</td>
<td>Marilyn King</td>
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<tr>
<td>CA - NorCal</td>
<td>Y'andal Burrell</td>
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<tr>
<td>CA - Orange County</td>
<td>Ann Giordano</td>
</tr>
<tr>
<td>CO - Colorado</td>
<td>Cynthia Bullock</td>
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<tr>
<td>DC - National Capital</td>
<td>Leslye Fulwider</td>
</tr>
<tr>
<td>FL - Broward Co</td>
<td>Renee Richards-Lukehart</td>
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<tr>
<td>FL - Miami</td>
<td>Bentonne Snay</td>
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<tr>
<td>GA - Georgia</td>
<td>Kimberly Hays</td>
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<tr>
<td>IL - Chicago</td>
<td>Christina Douglas</td>
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<tr>
<td>IN - Central Indiana</td>
<td>Cindi Zenkert-Strange</td>
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<tr>
<td>IN - South Shore</td>
<td>Mary McShane</td>
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<tr>
<td>KY - Kentucky</td>
<td>Becky Crump</td>
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<td>MD - Maryland</td>
<td>Mary Beth Stapleton</td>
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<tr>
<td>MA - Massachusetts</td>
<td>Karen Watkins-Watts</td>
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<tr>
<td>MO/KS - Heart of America</td>
<td>Julie Assel</td>
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<tr>
<td>MN - NorthStar</td>
<td>Suzanne Begin</td>
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<td>MO - St. Louis</td>
<td>Kent Hornberger</td>
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<tr>
<td>NE - Nebraska</td>
<td>Frank Shimerdla</td>
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<td>NJ - New Jersey</td>
<td>Stacey Abate</td>
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<td>NV - Nevada</td>
<td>Fern Percheski</td>
</tr>
<tr>
<td>NY - Mohawk/Hudson</td>
<td>Lisa Smith</td>
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<tr>
<td>OH - Central Ohio</td>
<td>Carolyn Caldwell</td>
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<td>OH - Greater Cincinnati</td>
<td>Amy Merritt</td>
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<td>OH - Miami Valley</td>
<td>Genevieve Richardson</td>
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<tr>
<td>OH - Northern</td>
<td>Bill O'Brien</td>
</tr>
<tr>
<td>OR &amp; SW Washington</td>
<td>Rick Horton</td>
</tr>
<tr>
<td>PA - SE Pennsylvania</td>
<td>Monica Simon</td>
</tr>
<tr>
<td>PA - Western</td>
<td>Katherine Heart</td>
</tr>
<tr>
<td>SC - South Carolina</td>
<td>Steve Harrington</td>
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<tr>
<td>SD - South Dakota</td>
<td>Sarah Campbell</td>
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<tr>
<td>TN/AR/MS - MidSouth</td>
<td>Lori Brougher</td>
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<tr>
<td>TN - Tennessee</td>
<td>Brandie Haywood</td>
</tr>
<tr>
<td>TX - Austin</td>
<td>Cecilia Blanford</td>
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<tr>
<td>TX - Southeast Texas</td>
<td>Shanceler Terry</td>
</tr>
<tr>
<td>UT - Utah</td>
<td>Roxanna Johnson</td>
</tr>
<tr>
<td>VA - Central Virginia</td>
<td>Dawn Farrell-Moore</td>
</tr>
</tbody>
</table>
Special Interest Groups

Special Interest Group.......................... Chairpersons

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

Authority .............................................................. Debbie DiVirgilio
Bylaws ........................................................................... Jay Janssen
Chapter Advisory Task Force ........................................ Susan Webster
Conference .............................................................. Debbie DiVirgilio
E-Newsletter ............................................................... Eden Freeman
Ethics............................................................................ Bonnie Houk
Executive ................................................................. Debbie DiVirgilio
Finance ...................................................................... Johna Rodgers
GPCI Affiliate............................................................ Lisa Jackson
GP Foundation Affiliate ................................................... Lisa Chutjian
Human Resources ......................................................... Pat Bohse
Journal.................................................. Amy Lamborg & Barbara Roberts
Long Range Planning ..................................................... Allen Hailey
Membership ............................................................... Denise Katula
Nominating .............................................................. Eden Freeman
Pioneer Awards ....................................................... Kristen Barrett & Jodi Pearl
Professional Growth & Development ................................. Karen Cassidy
Social Media.................................................................. John Bromels
Training Task Force......................................................... Leslie Mitchell
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 553 attendees at the 2012 Indianapolis (IN) Conference. The 2012 Conference gave over 70 opportunities for attendees to further their education and professional development. The 2012 Conference was the second year we had a title sponsor, GrantWriting USA, and near record attendance.
Our national conference is held 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.
In 2012, BIG THINGS HAPPENED! GPCI did not offer an exam until June of 2012 because we were busy moving the exam to an electronic format. That is right, if you missed the news, please read this closely. **Now you can take the exam at approximately 500 host sites on an all-electronic format!** No more waiting for the exam to be held near you, or traveling half-way across the country to take the exam. It’s waiting for you now at your local testing center! Of course you still need to go through the eligibility process and pay your fees, but you can choose the date you want to take the exam and then head over to a nearby testing center and take it. This may not seem like a big move, but believe me; it took hundreds of hours and a small army of volunteers to pull this off. So now would be a great opportunity for me to tell all of those volunteers “Thank You!!”

We really are dependent on all the wonderful volunteers that help GPCI in so many ways. They have helped us again and again, working tirelessly to make the exam the best it can be. For a while, we had a part-time staff person who was located at GPA’s office, but Talitta has left and we don’t anticipate rehiring that position for a while, so we will again be depending on the good graces of our volunteers.

In 2012, we held our second GPC party at the GPA conference and we had a blast. Thank you to all who came to our party to help us celebrate. In 2012, we also gave away four exam scholarships thanks to donations to GPCI and the GPA Foundation. Congratulation to the four candidates that have received the scholarships and good luck taking the exam!!

At the end of 2012, I stepped off the board and we have a wonderful new slate of officers. So when you next talk to, email with or call one of these individuals, please offer them your congratulations and appreciation for what they are doing as a volunteer board member. Amanda Day from Georgia is the President, Bonnie Houk from Kansas is the Vice President, Laura Gore from Tennessee is the Secretary and Ericka Harney from Kentucky is the Treasurer. The GPCI board also added two new board members for the 2013 year, so please help me welcome Sylvia Redic of Georgia and Ann Giordano of California.

Also in 2012, the GPCI board awarded the Pauline G. Annarino Award to Rod Helm of GrantWriting USA for his efforts to promote the GPC exam and professional standards it represents. The President Award was given to Walter Chason for his past and on-going support of GPCI and our services and products. These two men are making a difference in the grant profession!

GPCI again 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. The GPA Board awarded GPCI with funds to assist us in obtaining our credential from the Institute of Credentialing Excellence. This credential will inflate the significance of your GPC by measuring our testing process against a standardized methodology. Wish the GPCI application committee good luck as they develop their application. It’s a big process but fortunately, the committee members have the right skill sets to accomplish this goal.

So in closing let me say I was proud to be a part of this team, I will miss working on the many projects and activities GPCI was involved with and I will miss the wonderful people. Good luck to all those who are still involved and working with GPCI.

Lisa Jackson, GPC
President
The Grant Professionals Foundation (the Foundation) was established in 2006 as an affiliate agency of the Grant Professionals Association with 501(c)(3) tax-exempt status.

The Foundation strengthens nonprofits and advances the grants profession by providing funding for scholarships for the Grant Professionals Association’s annual and regional conferences, GPA membership, Grant Professionals Certification exams, and support for educational opportunities.

The Foundation partners in its mission with the Grant Professionals Association which educates and advocates for grant professionals, and the Grant Professionals Certification Institute which defines the benchmark standards of the grant professional through credentialing.

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 2012 accomplishments and highlights of the Grant Professionals Foundation include:

- Continuation of the annual Grant Professionals Community Impact Survey
- Establishment of a formal Development Plan (2012-2015) to guide Foundation efforts
- Professionalization of the business functions of the Foundation
- Expansion of scholarship opportunities to membership and regional conferences with renewed support for professionals taking the Grant Professional Certified (GPC™) exam
- Nationwide expansion of the Every Chapter Challenge resulting in record donations
- Eight broad and diverse awards of scholarship to the GPA national conference, including
  - Generous support from Bernard Turner Consulting
  - The Georgia Grant Professionals Association’s Peach State Scholarship
  - The Kester Group Grants Consultants support of a conference scholarship for the Arkansas Chapter
  - The management of a scholarship for members of the New Jersey GPA Chapter
  - Nationwide support for the Chuck Howard Legacy Scholarship led by the Oregon/SW Washington GPA Chapter
  - Generous support of the Susan Kemp GPA Scholarship led by Dr. Beverly Browning and Susan Kemp’s daughter, Dr. Bahiyah Maroon
- Recognition of the Broward Chapter as our 2012 Star Chapter
- Successful fundraising through the Foundation’s Silent Auction at the national conference
- Election of new directors and officers for 2013!

We look forward to partnering with you to advance our profession in 2013.

Lisa M. Chutjian
Chair