



Authority

Advocate

Support



Impact

Community



*Looking Back
Stepping Forward*
2016 Annual Report



Training

Network



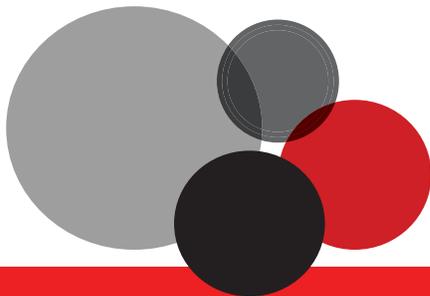


MISSION

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

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2016 GPA Board President



This has been an exciting year to be president of GPA. We have great members and I am proud to be part of a professional association that is setting the standard for the grant profession. We have a great board of directors that is committed to advancing our profession. The Grant Professionals Certification Institute (aka “GPCI”) is committed to certifying professionals, and the Grant Professionals Foundation has been actively involved in funding professionalism. We are continuing to work closely with our affiliate boards to improve the communication and cohesion of our activities.

We are continuing to grow as an association and we are continuing to discuss strategies for engaging additional members. This includes targeting individuals in the industry through other venues and promotional efforts in national journals and newspapers.

Conference membership is also continuing to grow. Our 2016 conference was the largest in our history with 676 attendees. Over the past few years, our conferences have been completely sold out and we are now pursuing venues that can handle our continued growth. In addition to membership and conferences, we are also growing in chapters. Our chapters put on many local events and regional conferences throughout the country. This provides easy access for grant professionals throughout the country to stay connected and on top of their game. I encourage you to find a local chapter, get plugged in, and get involved.

GPA is continuing to provide a great variety of professional development opportunities through webinars, regional conferences, approving trainers, publications, and other resources that include journals, strategy papers, articles, and newsletters. In addition to having the opportunity to network at our conferences and chapter events, I am very excited about our new online community, GrantZone. This provides all members with an excellent opportunity to communicate with each other within a professional network of peers.

As we continue to grow, we are continuously improving the quality of our services. Our national office is also growing. We now have five employees who are overseeing the national operations. I am very confident that this team will continue to move our association forward in being the authority in the grant profession. In addition to bringing in and training new staff, we have also been updating our policies and procedures to ensure that we are providing quality services that are in compliance with regulatory standards and best practices.

GPA is continuing to grow as the authority in our profession by being the leader in the field. As we work closely with many other great agencies, others are also looking to us as being the experts in the grant profession. We are in the process of completing our next strategic plan this year and I am excited to see where we will be five years from now. Thank you for reading our 2016 Annual Report and I look forward to meeting you at one of our events or on our online community.

Sincerely,

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

Nathan Medina, GPC

Chief Executive Officer



Dear Grant Professionals,

I wrote to you in our last annual report about the work GPA accomplished in 2015 to establish a foundation for the association to enable our future growth and development. This past year GPA has continued its work to grow membership, strengthen our chapters and establish GPA as The Authority in the grants profession.

GPA membership has sustained its growth in the past year, reaching 2,320 members by the end of 2016. We looked for ways to get and keep members engaged with this growing community of grant professionals and at the end of the year launched GrantZone, our new private online community for GPA members. We expect this virtual community to be a valuable resource for GPA members to share ideas, resources, and work together to assist other GPA members solve daily challenges.

Chapters serve as the local connection for many GPA members and we are committed to increasing resources for chapters to provide the education, networking, and leadership opportunities you need. During 2016 we implemented new financial management procedures for chapters to relieve administrative burdens and to ensure GPA and its chapters meet financial reporting requirements. We also expanded the GPA Headquarters staff by adding the position of Chapter Relations Manager to serve as a resource and guide for our chapters. This position will allow us to work directly with chapters to improve their programs, recruit new members, and assist with chapter leadership development.

GPA is forging ahead with the work to establish itself as “The Authority in the Grants Profession” through leadership and relationship development. GPA demonstrated leadership in recognition of the profession through the second annual International Grant Professionals Day celebration in March. We continue to be a leader in professional development for grant professionals through the largest conference dedicated to the advancement of the grants profession. GPA members completed a comprehensive review of all GPA webinars for recency and relevance and added GPCI competencies to make sure we are providing the highest quality, relevant information for the profession. GPA leadership represented the profession at national and international events including the Grantstation Forum on Philanthropy and the Association of Fundraising Professionals International Fundraising Conference.

The work we have done in 2016 has continued the path we started on in 2015 to strengthen GPA and our chapters. We will grow together to advance the grants profession and you as grant professionals. I am excited about the progress we have made in the last year and look forward to working with you, the GPA Board of Directors and the GPA staff to make GPA The Authority in the grants profession, while supporting a vibrant community of grant professionals committed to serving the greater public good.

Sincerely,

A handwritten signature in black ink that reads "Mike Chamberlain". The signature is fluid and cursive, with a long horizontal stroke at the end.

Mike Chamberlain, MBA, CAE

International Grant Professionals Week

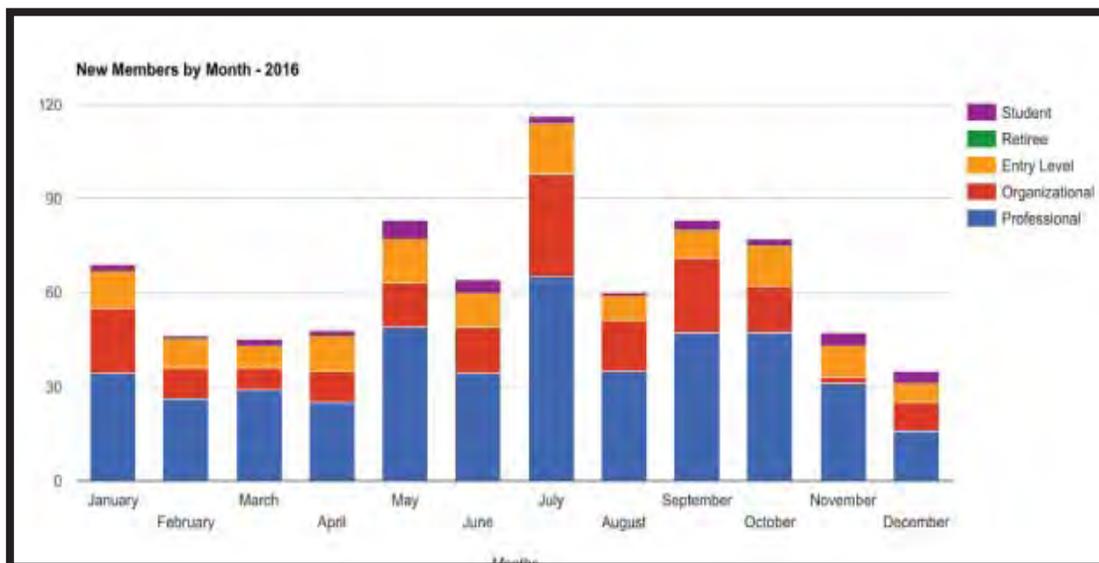
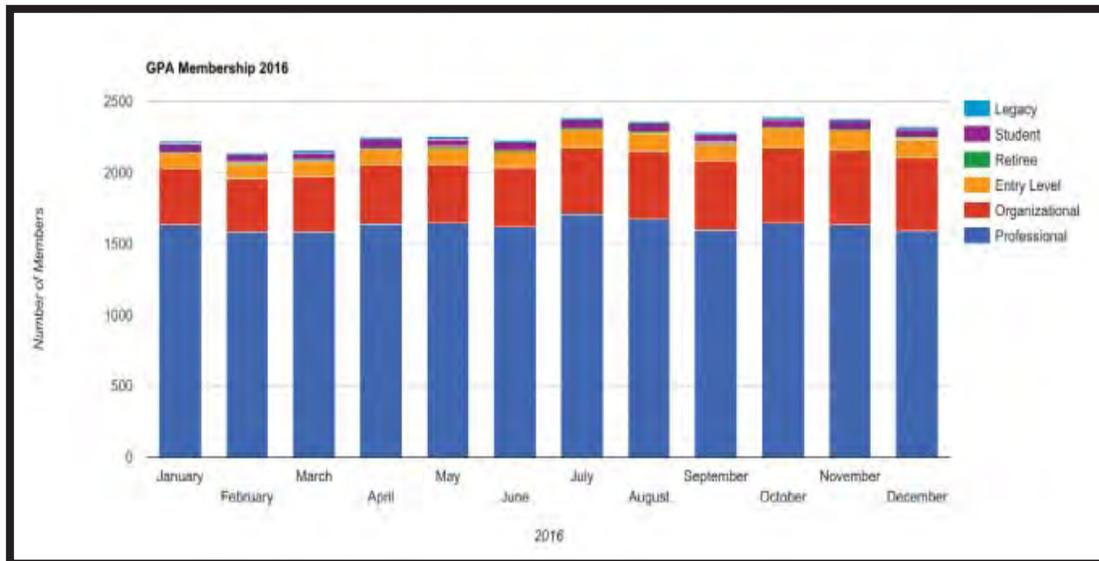
The second annual International Grant Professionals Day and Week was held on March 14-18, 2016. This important week recognized the amazing work of grant professionals, administrators, consultants, managers, grantmakers and proposal writers, and their contributions to the profession and to communities around the world. The week's excitement culminated on Friday, March 18 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 the International Grant Professionals Day/Week Task Force and supported by GPA Headquarters Staff. The Staff and Task Force also worked closely with GPA Board Members, affiliates (GPCI, GPF), chapters, partners and volunteers to spread the news!

Through our combined efforts we reached 672,953 individuals via traditional and web media, word-of-mouth, social media and e-newsletters. We had 33 partners support this year's events. We also had 17 chapters participate in a variety of celebrations.



Membership



Growth

GPA has experienced fantastic growth in 2016. We gained 773 new members and ended 2016 with 2,320 active members. With the help of word-of-mouth and referral programs such as the Member-Get a-Member (MGM) Campaign and advertising/marketing efforts, we were able to grow our membership. GPA clearly continues to fill a much-needed role for grant professionals throughout the world.

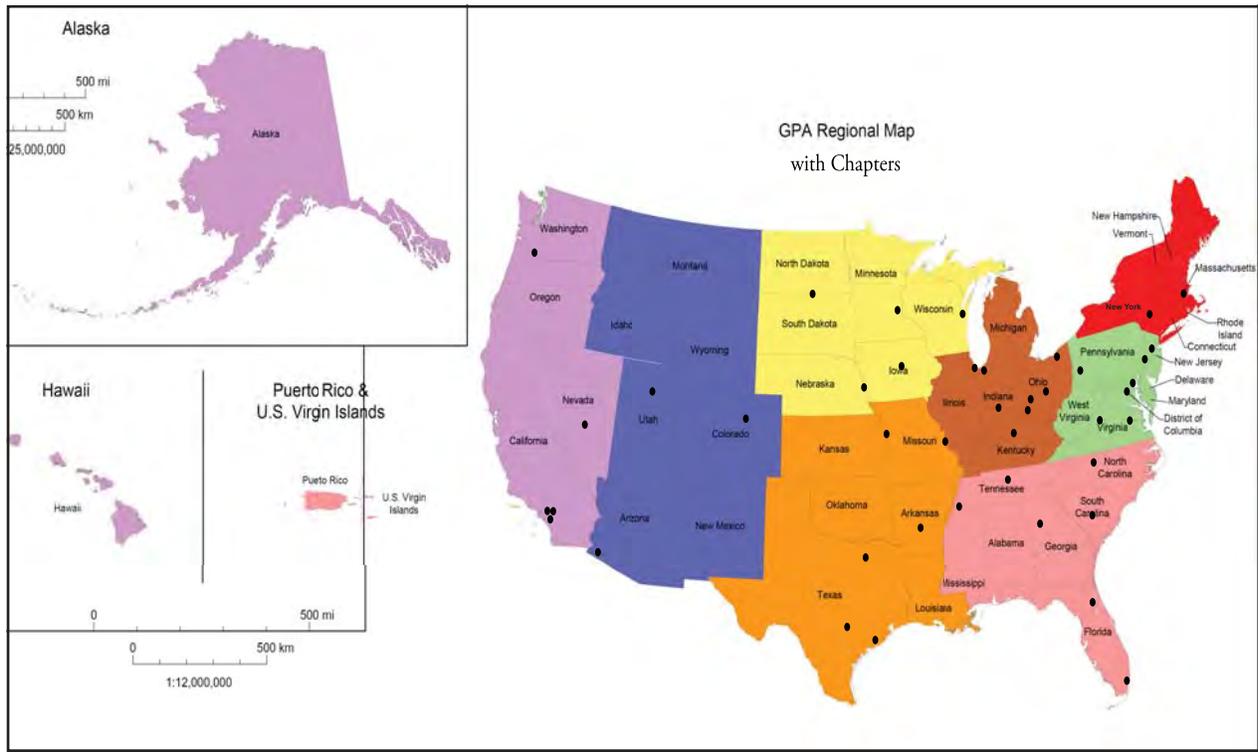
Membership



Highlights

- Membership dues rates remained unchanged for 2016
- Launched GrantZone, GPA's online community in December
- Hosted 12 live webinars for free to GPA members
- Published over 50 articles in our GPA *Grant News* weekly e-newsletter
- Published Volume 14 of the GPA *Journal*
- Staffed a membership booth at the GPA Annual Conference to help promote GPA, member benefits and answer questions.
- Partnered with HotelStorm and WealthEngine to offer their products as a member benefit
- Published the 11th Annual Grant Professionals Salary and Benefits Survey

Chapters



Chapter Update:

Strengthening GPA chapters is one of the strategic priorities in the current GPA Strategic Plan. Our focus during 2016 has been to develop support mechanisms for the chapters. We started with new financial management procedures to reduce the administrative burden on chapters and ensure appropriate financial reporting. GPA revised the chapter conference grants program to provide opportunities for more chapters to receive funds to support chapter and regional conferences. The GPA Board of Directors approved a plan to reorganize our regions from six regions to eight regions to provide more support to chapters through the Regional Representatives. Johna Rodgers, GPC served as Regional Representative Administrator to assist the Regional Representatives and prepare for the hiring of a Chapter Relations Manager. We hired a Chapter Relations Manager in August 2016 and began the process of updating and organizing chapter resources. We will continue to work to make the chapter experience a great opportunity for GPA members to connect and learn on the local level to support their personal and professional growth while establishing GPA and GPA chapters as "The Authority" in the grants profession.

Chapter Presidents & Regional Representatives

Arkansas - Merritt Royal
Arizona-Founding - Mara Gerst
Arizona-Southern - Carolyn Owens
Arizona-Yuma - Laura Neinast
California-Inland Empire - Christopher Francisco
California-Los Angeles - Lori Port
California-Orange County - Kimberly Sanchez
Colorado - Leigh Noell
District of Columbia-National Capital Area - David Lindeman
Florida-North Florida - Christy Smith
Florida-South Florida - Carla Taylor-Bennett
Georgia - DeaRonda Harrison
GPA of the Dakotas - Kristi Crawford
Iowa-Central Iowa - Ramona Gaukel
Illinois-Chicago Area - Sara Cohen
Indiana-Central Indiana - Laura Cochran
Kentucky - Karen Jones
Massachusetts - Maura Harrington
Maryland - Kathleen Browning
Minnesota-Northstar - Wendy Moylan
Missouri-St. Louis Area - Micki Vandeloo
Missouri-Heart of America - Mark Dunlap
Nebraska - Joanne Hull
New Jersey - Denise Katula
Nevada - Lauren Ohlin
New York-Mohawk/Hudson - Lisa Smith
North Carolina - Rebekah Ricardo
Ohio-Miami Valley - Belinda Orrill
Ohio-Central Ohio - Scott Williams
Ohio-Great Lakes Virtual - Heather Stombaugh
Ohio-Greater Cincinnati - Robyn Gibboney
Ohio-Greater Cleveland - Laura Fegan
Oregon/SW Washington - Jennifer Mangieri
Pennsylvania-Western - Katherine Heart
Pennsylvania-Southeastern (SEPA) - Jean Jacobson
South Carolina - Anne Sass
Tennessee-MidSouth - Lori Gilmore
Tennessee - Nicole Sibilski

Texas-Southeast Texas - Stacey Smith
Texas-Austin/Central - Chris Marcum
Texas-North Texas - Kenda Fanzo
Utah - Dale Thompson
Virginia-Central - Stacy Ruble
Virginia-Central - Elaine Mcfadden
Virginia-Blue Ridge - Jacqueline Rearick
Wisconsin - Elizabeth Schaff

Regional Representatives

Region 1: Open

AK, CA, HI, NV, OR, WA

Region 2: Heather Patel

AZ, CO, ID, MT, NM, UT, WY

Region 3: Lori Booth

IA, MN, ND, NE, SD, WI

Region 4: Open

IL, IN, KY, MI, OH

Region 5: Open

CT, MA, MA, NH, NY, RI, VT

Region 6: Lisa Chutjian

DC, DE, MD, NJ, PA, VA, WV

Region 7: Jodi Pearl

AL, FL, GA, MS, NC, SC, TN

Region 8: Gayla Rawlinson-Maynard

AR, KS, LA, MO, OK, TX

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 2016 Annual conference was held in Atlanta, Georgia, November 9-12. This marked the 18th annual conference and drew a crowd of over 650 individuals. The conference kicked off with an outstanding address by keynote speaker Darian Rodriguez Heyman and a panel of national and local foundation executives. Attendees had the opportunity to choose from 102 workshops with topics that included budgeting, proposal development, evaluation, prospect research, professional development and much more. We expanded our Discussion Dens and Human Library offerings based on their success from 2015. We look forward to continuing to grow our professional development opportunities in 2017.



Professional Development



Webinars

GPA offered professional development to the grants profession throughout the year via our regular webinars. During 2016, GPA hosted 12 webinars ranging in topics from "Is Consulting Your Next Calling?" to "Program Evaluation: So Much More than Success or Failure". These webinars provide grant professionals the opportunity to hear from leading experts and educate themselves from the comfort of their own home or office. The GPA Headquarters Staff and Webinar Sub-Committee of the Professional Growth & Development Committee also completed a webinar audit of our recorded webinars to ensure they were up to date and organized by GPC competency.

Publications

The fourteenth edition of the *GPA Journal* was published in the Fall of 2016. The peer-reviewed journal contained six articles which covered topics such as *Best Practices in the Effective Use of Project Management Tools in the Grants Lifecycle* and *Using Altmetrics to Effectively Support and Evaluate Grant Proposals*.

GPA also published four *Strategy Papers* which are a shorter treatise on topics of importance to grants professionals. *Strategy Paper* subjects included *Grant Professionals and Web Development: An Opportunity to Transform Organizations at the Intersection of Strategy and Technology* and *Steps to Develop a Grantsmanship Degree Program*. *Strategy Papers* were included in the fourteenth edition of the *GPA Journal*.

Approved Trainers Program

The GPA Approved Trainers Program provides 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 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 12 GPA Approved Trainers.

Finances

Grant Professionals Association Statement of Financial Position As of December 31*

	2016	2015
ASSETS		
Cash in Checking/Savings	\$ 719,976.39	\$ 604,885.63
Other Current Assets	21,937.04	242.45
Total Current Assets	741,913.43	605,128.08
Fixed Assets (Net of Accumulated Depreciation)	2,681.96	3,424.16
Total Other Assets	3,292.83	3,292.83
TOTAL ASSETS	\$ 747,888.22	\$ 611,765.07
LIABILITIES & NET ASSETS		
Liabilities		
Accounts Payable	\$ 12,643.50	\$ (91.45)
Credit Cards Payable	10,263.27	-
Total Other Current Liabilities	18,762.08	13,372.05
Total Current Liabilities	41,668.85	13,280.60
Total Liabilities	41,668.85	13,280.60
Net Assets		
Unrestricted NA - Not Designated		
GPA Chapters	147,608.36	17,264.95
Study Guide-Designated Fund	775.00	6,065.00
Total Unrestricted NA - Not Designated	148,383.36	23,329.95
Unrestricted Net Assets	574,164.52	424,530.75
Current Year Change in Net Assets	(16,328.51)	150,623.77
Total Net Assets	706,219.37	598,484.47
TOTAL LIABILITIES & NET ASSETS	\$ 747,888.22	\$ 611,765.07

Grant Professionals Association Statement of Activities

For the fiscal years ending 12/31/2016* and 12/31/2015

	<u>2016</u>	<u>2015</u>
Income		
Membership Dues	406,481.20	386,598.96
Legacy Membership Dues	850.00	625.00
Conference Income	384,334.39	373,646.77
Webinars Income	1,050.00	900.00
Subscription Sales	45.00	-
GPCI-Credit Card Process Reimb.	542.46	568.79
GPCI Admin Services	3,600.00	-
Donations	2,600.00	-
Job Postings	20,897.10	23,241.56
Marketing Items/Merchandise	3,551.17	7,550.19
Interest Income	1,848.90	1,158.76
Miscellaneous Income	2,197.54	6,258.27
Total Income	<u>827,997.76</u>	<u>800,548.29</u>
Expense		
Membership Expenses	36,407.81	27,809.60
Chapter Support	17,001.64	22,150.10
Contracted Services	14,702.24	27,507.35
Personnel Expenses	298,007.06	241,994.83
Other Administrative Costs	112,535.35	87,648.51
National Office Expenses	48,685.33	31,085.70
Conference Expenses	340,823.03	197,780.43
Other Expense		
Contingency (GPA, etc. Retreat)	6,153.81	13,948.00
Other Expense	6,153.81	13,948.00
Total Expense	<u>844,326.27</u>	<u>648,924.52</u>
Net Income (unaudited)	<u>(16,328.51)</u>	<u>150,623.77</u>

*The 2016 Financials are pending audit.

Board of Directors

2016 Executive Committee



Nathan Medina, GPC
GPA President
Director of Foundation Relations
Lydia Home Association
Chicago, IL
nmedina@lydiahome.org



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CEO & President
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Our Team



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Kelli Romero
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