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

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GPA is continuing to grow and is increasingly becoming THE leader in the grant profession. Our membership has grown to well over 2,600 members. The attendance at this conference is our highest ever. In 2016, I was proud to announce our largest conference ever (with over 670 attendees). In 2017, we were sold out again with about 760 attendees.

On a chapter level, we have grown to 43 chapters across the country and have even had some inquiries about international chapters. During 2017 we also have an increased number of members who are also chapter members. Our chapters are continuing to put on many local events and regional conferences throughout the country. This provides access for grant professionals throughout the country to stay connected and on top of their game. Knowing that we have these options throughout the country in addition to our national conference reassures me that GPA is growing as the authority and as the leader in the grant profession.

Our three affiliates (Grant Professionals Foundation, Grant Professionals Certification Institute, and Grant Professionals Association) are continuing to work closely together on a regular basis. Last year, board members from all three affiliates worked together on task forces that are focused on improving our mutual governance, authority, and marketing. I believe that by continuing to work together, our collective impact will be evident both internally and externally.

We have started some new initiatives that are taking off. I am very excited to see how GrantZone has taken off this past year. This discussion forum provides a great opportunity for us to stay connected throughout the year with peers from various groups like your local chapter or a special interest group. I have found this resource to be an extremely valuable benefit. This past year we also started a mentoring component that matches experienced mentors with mentees who are able to receive the support and guidance they need to advance in the profession. I have heard many positive comments and quite a few inquiries about how get involved.

GPA is continuing to grow as the authority in our profession by being the leader in the field. Because of our services, expertise, and great volunteers, many public and private agencies are looking to us as the experts in the grant profession. One recent example of this is that Mike Chamberlain, our CEO, participated in a Grant Reporting Roundtable meeting hosted by the DATA Coalition and the Office of Management and Budget.

Our Long Range Planning Committee worked very hard this past year to assist in the development of our new strategic plan. In November, our board reviewed and approved our new strategic plan. This will pave the way for GPA to continue to grow as the leader in our profession. 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.

Thank you for reading our 2017 Annual Report and I look forward to meeting you at one of our events or on our online community. As I roll off of the board, I am thankful to know that we are in good hands. I am extremely impressed by the competency, character, and commitment of each board member and staff member at GPA.

Sincerely,

Nathan Medina, GPC
Dear Grant Professionals,

This past year has brought new milestones for GPA in membership, education, and planning for the future of the association as we enter GPA’s 20th year as an association. This has been the result of the work of dedicated staff, strong volunteer leadership, and the commitment of you and your fellow grant professionals to the growth of ethical practices in grantmanship and the profession.

GPA reached our highest number of professional members with over 2,600 grant professionals belonging to GPA, the highest level in our history. We welcomed nearly 900 new members in 2017, a 15% increase from 2016 and further proof that GPA is becoming the place where grant professionals can say “I found my people!” We are excited about the success of GPA’s private online community, GrantZone. You have made it the place to connect, share resources, and solve problems with your peers. In addition to GrantZone, we have placed new emphasis on providing local resources through our chapters. We made a commitment to chapters at GPA Headquarters with the hiring of a full time Chapter Relations Manager and through our Regional Representatives to provide a steady hand to guide chapters in providing the tools and resources you need in your community.

In November, GPA hosted its largest conference in its history with over 750 grant professionals gathered in San Diego to learn, to meet your peers from across the country, and develop new friendships. We were excited about the conference and the energy you brought to the event. We know you will bring that same energy in 2018 when GPA holds its 20th Annual Conference in Chicago in November.

All of these accomplishments could not happen without the hard work of dedicated volunteers who serve GPA through various committees and task forces. I need to recognize three of these groups this year for their special efforts to provide leadership and guidance to GPA. First is the Mentoring Task Force which developed and launched a new mentoring program for GPA members. This group has done amazing work to develop resources for mentors and mentees, creating a framework where professionals can develop and advance themselves in the profession. We are excited about this resource for GPA members to grow professionally. The second group is the Governmental Advocacy Task Force which developed a framework for GPA to become more engaged in advocating for the grants profession in the halls of government. This is a new area for GPA and we believe it will be critical for the growth of the profession and the role of GPA as "The Authority" in grants. Finally, the Long Range Planning Committee and the GPA Board of Directors worked hard this past year to develop the 2018 - 2020 GPA Strategic Plan. This new plan has four areas of priority to guide the association over the next three years: 1. Establish GPA as the recognized authority for the grants profession; 2. Provide professional development for the grants community; 3. Increase GPA membership; and 4. Support the plan through governance and infrastructure. The plan identifies over 80 action items for GPA to address in achieving the objectives of the plan. You will hear more about the implementation of the plan in 2018 and beyond.

We have made significant strides in the past year to expand GPA membership services, connect grant professionals through GrantZone, strengthen our chapters, and position GPA for the future through our new strategic plan. This strategic plan will guide our efforts to establish GPA as the authority and go-to resource in the grants profession, to develop our educational resources for grant professionals, to increase GPA membership, and provide the governance and infrastructure to lead and support the plan in the coming year. I am excited to work with you, the volunteer leaders of GPA, and the GPA staff to put this plan in action and support a vibrant community of grant professionals committed to serving the greater public good.

Go forth and do great things!

Mike Chamberlain, MBA, CAE
The third annual International Grant Professionals Day and Week was held on March 6-10, 2017. 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 10 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 GPA Headquarters Staff and the International Grant Professionals Day/Week Task Force. The Staff and Task Force worked closely with GPA Board Members, Grant Professionals Certification Institute, Grant Professionals Foundation, chapters, partners and volunteers to celebrate grant professionals everywhere.

Through our combined efforts we reached 632,453 individuals via traditional and web media, word-of-mouth, social media, and e-newsletters.

We had 29 partners support this year’s events.
Growth

GPA has experienced fantastic growth in 2017. We gained 892 new members and ended 2017 with 2,670 active members which is a 12.6% increase from the end of 2016. With the help of word-of-mouth referral programs, and advertising efforts, we were able to grow our membership even more than years past. Membership retention for the year was 73.7% which is a slight increase compared to the past as we placed greater emphasis on retaining and engaging first-year members. GPA clearly continues to fill a much-needed role for grant professionals throughout the world.

THREE YEAR COMPARISON

<table>
<thead>
<tr>
<th>Member Type</th>
<th>2015 Totals</th>
<th>2016 Totals</th>
<th>2017 Totals</th>
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<td>1,756</td>
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<td>Student</td>
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<tr>
<td>Legacy</td>
<td>18</td>
<td>17</td>
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Highlights

- Membership dues rates remained unchanged for 2017
- Celebrated GrantZone’s one-year anniversary in December 2017
- Launched #GrantsWork campaign to showcase how grants impact communities around the world
- Hosted 12 live webinars for free to GPA members
- Published 59 articles in our GPA Grant News weekly e-newsletter
- Published Volume 15 of the GPA Journal
- Published the 12th Annual Grant Professionals Salary and Benefits Survey
- GPA hired Shelley Wales, Chapter Relations Manager to assist chapters in membership growth and retention
Chapter Update:

Strengthening and growing GPA chapters continues to be a priority as we actively work to develop chapter resources. This year GPA hired a new full time Chapter Relations Manager, Shelley Wales, in February. Our chapters exceeded our goal of increasing chapter membership by over 5.5% in 2017. New monthly reports were developed to include statistics allowing chapters to track their growth and enabling them to enhance communications with members. We have strived to maintain a full roster of Regional Representatives and Chapter Advisory Committee members so that chapter concerns and needs are met year-round. Training for Regional Representatives was held in February. Shelley Wales led the chapter leader’s meeting at the Annual Conference in San Diego, where we also welcomed our newest chapter, the San Diego chapter. The chapter leader’s community in GrantZone was introduced, providing a forum for leaders to share ideas and network, as well as library of resources to strengthen procedures and best practices.

Chapters continue to provide GPA members with meaningful ways to network and expand their professional development opportunities and provide the “boots on the ground” work of spreading the mission of supporting grant professionals in their ethical service to their communities.
Chapters & Their Leaders

Arkansas - Cheryl Kester
Arizona-Founding - Mara Gerst
Arizona-Southern - Bekah Collins
Arizona-Yuma - Laura Neinast
California-Los Angeles - Linda Birch
California-Orange County - Kimberly Sanchez
California-San Diego County - Valerie Nelson-White
District of Columbia-National Capital Area - David Lindeman
Florida-North Florida - Christy Smith
Florida-South Florida - Carla Taylor-Bennett
Georgia - Meghann Adams
GPA of the Dakotas - Kristi Crawford
Iowa-Central Iowa - Ramona Gaukel
Illinois-Chicago Area - Toni Rockis
Indiana-Central Indiana - Laura Cochran
Kentucky - Jason Adkins
Massachusetts - Maura Harrington
Maryland - Isazetta Spikes
Minnesota-Northstar - Wendy Moylan
Missouri-St. Louis Area - Micki Vandeloo
Missouri-Heart of America - Roxane Johnson
Nebraska - Joanne Hull
New Jersey - Denise Katula
New York-Mohawk/Hudson - Lisa Smith
North Carolina - Rebekah Ricardo
Ohio-Miami Valley - Belinda Orrill
Ohio-Central Ohio - Donna Spengler
Ohio-Great Lakes Virtual - Heather Stombaugh
Ohio-Greater Cincinnati - Robyn Gibboney
Ohio-Greater Cleveland - Laura Fegan
Oregon/SW Washington - Jennifer Mangieri
Pennsylvania-Southeastern (SEPA) - Jean Jacobson
South Carolina - Anne Sass
Tennessee-MidSouth - Bob Arnold
Tennessee - Janice Lovell
Texas-Southeast Texas - Stacey Smith
Texas-Austin/Central - Meghan Jones

Regional Representatives

Region 1: Rick Horton, GPC
AK, CA, HI, NV, OR, WA

Region 2: Heather Patel, GPC
AZ, CO, ID, MT, NM, UT, WY

Region 3: Lori Booth, GPC
IA, MN, ND, NE, SD, WI

Region 4: Doris Heroff, GPC
IL, IN, KY, MI, OH

Region 5: Ellen Gugel, GPC
CT, MA, MA, NH, NY, RI, VT

Region 6: Lisa Chutjian, CFRE
DC, DE, MD, NJ, PA, VA, WV

Region 7: Jodi Pearl, GPC
AL, FL, GA, MS, NC, SC, TN

Region 8: Gayla Rawlinson-Maynard, GPC
AR, KS, LA, MO, OK, TX
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.

Annual Conference

The 2017 Annual conference was held in San Diego, California, November 8-11. Drawing a crowd of over 750 individuals, the 19th annual conference was the biggest to date. The conference kicked off with an outstanding address on Storytelling by Keynote Speaker, Tom Ahern. Attendees had the opportunity to choose from over 70 workshops with topics that included budgeting, proposal development, evaluation, prospect research, professional development, and much more. We continued to offer innovative ways of connecting through our Discussion Dens and Human Library. We added a new feature, the Demo Den for our sponsors and exhibitors to showcase their products. We look forward to continuing to grow our conference offerings for our 20th annual conference in 2018.
Webinars
GPA offered professional development to the grants profession throughout the year via our regular webinars. During 2017, GPA hosted 12 webinars ranging in topics from "DIY Project Management Tools" to "Evaluation Plan Boot Camp". These webinars provide grant professionals the opportunity to hear from leading experts and educate themselves from the comfort of their own home or office.

Publications
The fifteenth edition of the GPA journal was published in the Fall of 2017. The peer-reviewed journal contained five articles which covered topics such as Increasing Writing Efficiency by Employing Content Library Tools and Essential Features of Nonprofit Sustainability: Towards Clarity for Grants Professionals.

GPA also published two Strategy Papers which are a shorter treatise on topics of importance to grants professionals. Strategy Paper subjects included U.S. Department of Education Proposals: Preparing for the "New Normal" and The Use of Active Voice and Passive in Grant Applications. Strategy Papers were included in the fifteenth 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. In 2017, GPA revamped the application based on the feedback of current trainers as well as updated the GPA Approved Trainer page of the GPA website for ease of use. GPA currently has 14 GPA Approved Trainers.

Mentor Program
The GPA Mentor Program, launched in August 2017, provides an additional benefit to GPA’s members. The program is designed to match members based on criteria chosen by both the mentor and the mentee. Mentees can search for a mentor in our database based on this criteria. The GPA Mentoring Task Force developed resources for mentors to assure a successful relationship with mentees.
Local Pioneer Award Recipient: 
Ellen Browning Scripps Foundation
La Jolla, California

This year’s local Pioneer Award was presented to an organization that is a renowned and well-known grantmaker throughout San Diego and the philanthropic community. The power of the organization’s name and legend of their first major donor continue to stimulate philanthropic gifts to organizations and non-profits in San Diego County. Recent grants from this Foundation to San Diego Zoo Global helped leverage additional matching support for the Zoo’s White Rhino Initiative, enabling the Zoo to greatly exceed its fund-raising goals to help save a near-extinct species. This Foundation has made outstanding investments to schools, colleges, hospitals, research institutions, children’s playgrounds, children’s associations, and natural history societies throughout San Diego and beyond.

Congratulations to the Ellen Browning Scripps Foundation on being named the GPA Local Pioneer Award Winner!

Nominated by: Kelly Craig, GPA Member
The Pioneer Award recognizes the visionary contributions in grantmaking by those grantmakers that have impacted their community and the field of grantsmanship.

International Pioneer Award Recipient:
The Arizona Community Foundation
Phoenix, Arizona

The International Pioneer Award recipient is known statewide and nationally for their impact throughout the state of Arizona in the area of quality education, arts and culture, community improvement and development, environment and sustainability, and health innovations. They are well informed on grantmaking best practices as they are one of the top foundations in the nation. Through strategic investments and partnerships, they support and collaborate with the organizations on the front lines working to meet community needs and enhance a shared quality of life throughout Arizona. Since 1978 they have awarded more than half a billion dollars to organizations and service providers in the state of Arizona. They provide free trainings and workshops to statewide organizations, businesses, and individuals on the importance of grantmaking. They also partner and collaborate with service providers as well as funders to ensure a culture of community by implementing statewide and international initiatives that support grantmaking in local and rural areas.

Congratulations to the Arizona Community Foundation as the GPA International Pioneer Award Winner!

Nominated by: Veronica Shorr, GPA Member
**Grant Professionals Association**  
**Statement of Financial Position**  
**As of December 31,**

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<tr>
<th></th>
<th>2017</th>
<th>2016</th>
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<td><strong>ASSETS</strong></td>
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<td>Current Assets</td>
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<td>Cash in Checking/Savings</td>
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<td>GPA Bank Accounts</td>
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<td>GPA Chapter Bank Accounts</td>
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<td><strong>TOTAL ASSETS</strong></td>
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<td><strong>LIABILITIES &amp; NET Assets</strong></td>
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<tr>
<td>Liabilities</td>
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<td><strong>Total Liabilities</strong></td>
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<td>Unrestricted NA - Bd Designated</td>
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<td>GPA Chapters</td>
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<td>Study Guide-Designated Fund</td>
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*The 2017 Financials are pending audit.*
## Grant Professionals Association
### Statement of Activities
For the fiscal year ending 12/31/2017 & 12/31/2016

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<th>2017</th>
<th>2016</th>
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<td><strong>Income</strong></td>
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<td>Membership Dues</td>
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<td>Legacy Membership Dues</td>
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<td>Conference Income</td>
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<td>Webinars Income</td>
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<td>Subscription Sales</td>
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<td>GPCI-Credit Card Process Reimb.</td>
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<td>GPCI Admin Services</td>
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<td>3,551.17</td>
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<td><strong>Expense</strong></td>
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<td>Other Expense - (GPA Retreat, Strategic Plan)</td>
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<td><strong>Chapter Income/Expense</strong></td>
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<td><strong>Total Net Income</strong></td>
<td>(75,565.10)</td>
<td>123,947.54</td>
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*The 2017 Financials are pending audit.*
2017 Officers

Nathan Medina, GPC
GP A President
Director of Foundation Relations
Litchfield Park, AZ

Jo Miller, GPC
GP A Vice President
CEO & President
Sartell, MN

Kathy Brunot, GPC
GP A Secretary
Manager of Financial Affairs Grants
University of Alabama
Tuscaloosa, AL

Janeen Gaskins, GPC
GP A Treasurer
Grant Professional
Litchfield Park, AZ

Sue Jetter, GPC
GP A Director
Owner
Sue Jetter Consulting Services
Sunnyside, WA

Board Members

Karen Cassidy, GPC
GP A Director
Principal
Governmental Grants Professionals
St. Louis, MO

Lauren Daniels, GPC
GP A Director
Grant Writer
Writing Services
Chandler, AZ

Amanda Day, GPC
GP A Director
Grant Consultant/Trainer
Canton, GA

Janell Harvey
GP A Director
Professor and Faculty Chair
Devry University
Merrillville, IN

Bill Smith, GPC
GP A Director
Senior Director, Grants and Fundraising Services
Second Harvest Food Bank of Middle Tennessee
Joelton, TN

Bernard Turner, GPC
GP A Director
Faculty Member, Consultant & Trainer
Belmont University
Nashville, TN
Our Team

Mike Chamberlain, CAE
Chief Executive Officer
mike@grantprofessionals.org

Kelli Romero
Membership & Marketing Director,
GrantZone Moderator
kelli@grantprofessionals.org

Barb Boggs
Events & Volunteer Relations Manager
barb@grantprofessionals.org

Shelley Wales
Chapter Relations Manager
shelley@grantprofessionals.org

Alicia Cook
Accountant
alicia@grantprofessionals.org