

2012 ANNUAL REPORT
ASSOCIATION OF FUNDRAISING PROFESSIONALS

CHANGE & IMPACT



EDUCATE **ADVOCATE**
COLLABORATE



CHANGE That **IMPACTS**
Peoples' Lives Through
Advocacy, Education
and Collaboration.

TO ADVOCATE:

To speak or write in favor of; support or urge
by argument; recommend publicly.

TO EDUCATE:

To develop the faculties and powers of (a person)
by teaching, instruction, or schooling.

TO COLLABORATE:

To work, one with another; cooperate.

FUNDRAISERS CHANGE THE WORLD

It's easy to be cynical in our nonstop, 24-7, information-at-your-fingertips, everyone-in-your-face world. Even the most sincere and meaningful efforts are questioned, analyzed, criticized, tagged, disliked and torn down with amazing ease from behind the anonymous wall of a keyboard and online discussion room. Is it any wonder that many people scoff at the idea of changing the world, beaten down by this constant wave of negativism?

But there is an antidote to this cynicism. There is a way to give people hope and inspire them to action. And it's exactly what you do every day: Philanthropy. Raising funds. Engaging and connecting people to causes—and each other. Creating impact!

The truth is, fundraisers—you!—change the world. It might sound passé or overly optimistic at first, but you do. One person at a time. One program at a time. It's not one huge event that turns the tide, but little steps that—taken altogether—create incredible impact in our communities and around the world.

We see it time and again—a person is inspired to engage with a cause for the first time, then wants to continue. Change is incremental: one person, then another and another. That's how true progress is measured.

That's how fundraisers change the world.

Helping you in that endeavor is what AFP has been committed to since our creation in 1960. And we continued that course in 2012: providing meaningful services and programs to assist you in inspiring people—one at a time—to create impact and change.

It wasn't one huge event, but a series of programs and actions—little steps—that combined to influence the fundraising environment and create significant change across the philanthropic sector. By collaborating, educating, advocating, nurturing and inspiring, AFP—and its more than 230 chapters across the globe—helped fundraisers and charities not only meet, but exceed their goals, allowing them in turn to create impact and change.

The following pages show a thriving community that IS changing the world, and we're indebted to you for being part of that community. Your work is the remedy to pessimism and apathy. Your vision is what helps change the world. Thank you for your work and service to ethical and effective fundraising and philanthropy, and to the goal of changing the world every day.



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President and CEO



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Nonprofit Management Specialist
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Andrew Watt, FInstF

Association of Fundraising Professionals
Arlington, VA

Recognition of **NATIONAL PHILANTHROPY DAY®**

by the Canadian federal government as a day to celebrate giving, volunteering and charitable actions. Canada is the first country to permanently recognize NPD.



Passage of the **IRA ROLLOVER PROVISION** after AFP, as chair of the Charitable Giving Coalition, cohosted a Lobby Day on Capitol Hill, drawing

hundreds of nonprofit representatives from across the U.S to help fight against limits on the charitable deduction and encourage Congress to pass additional giving incentives.

Introduction of **NEW MEMBERSHIP CATEGORIES**, the Young Professional and the Nonprofit Organizational, Large and Small, designed to reach out to a broader and more diverse spectrum of fundraisers and charities.



2012 MILESTONES IN EDUCATION, COLLABORATION AND ADVOCACY



Launch of the **ONLINE KNOWLEDGE CENTER**, linking all of AFP's educational resources and training in one place, and the eLearning Fundamentals of Fundraising

Course, AFP's popular course that offers a complete overview of the development function.

Release of **NEW DONOR RESEARCH:**

What Canadian Donors Want, along with the NRC Year-End Fundraising Survey, the Fundraising Effectiveness Project and the annual Compensation and Benefits Survey.



Collaboration between AFP, and the Ontario Ministry of Citizenship and Immigration's Partnership Project Office to offer a series of one-day conferences focused on the charitable activities of underserved and underrepresented community groups entitled **DIVERSITY TO INCLUSION IN PHILANTHROPY**.



ADVOCATE

Nov 15th

PUBLIC POLICY

NATIONAL PHILANTHROPY DAY

PUBLIC OUTREACH

Chair of the Charitable Giving Coalition

Members include more than **60** diverse philanthropic groups

1,680

AFP members wrote to Congress

“Protect Giving—DC Days”

Lobby Day drew nearly

300

nonprofit representatives from across the U.S.

Helped lead to passage of IRA Charitable Rollover Act

In 2012, Canada passed legislation to become the first country to recognize **National Philanthropy Day**® permanently

The legislation, Bill S-201, was sponsored by Sen. Terry Mercer, CFRE.



“This bill will spur more Canadians to see how easy and important it is to give and volunteer, and how fulfilling and inspiring it can be to help our neighbors.” –Terry Mercer

Over 100
NPD Events across North America

More than 295 tweets
on NPD through the

“How Are You Changing the World” Campaign in Canada, Supported by Telus

Awards for Philanthropy



In 2012, AFP honored some of the top philanthropists in the country. Carter (12) and Olivia (10) Ries received the Outstanding Youth in Philanthropy Award for their work in recycling and saving endangered species.

Social Media

9,048

TWITTER

7,471

FACEBOOK

18,000

LINKEDIN

5,000

VIEWS ON YOUTUBE

EDUCATE

PROFESSIONAL ADVANCEMENT

Launched Online Knowledge Center

ATTEND

50th AFP International Conference on Fundraising

3,170

attendees

148

Educational Session Offerings

5.32
out of **7**

for overall session ratings

25

CFRE Review Courses held face-to-face

35

Fundamentals of Fundraising Courses held face-to-face

1,341

participants among both courses

eLEARNING

23

Webinars hosted

28,163

participants

584

members used the online **Ethics Assessment Inventory** to improve their ethical knowledge and practices

Launched Fundamentals of Fundraising eLearning Course



"I began an internship in a development department after completing the Fundamentals of Fundraising course. It was fantastic to know what my colleagues were talking about. I would've been completely overwhelmed without the course!!"

—Caroline Fox, Development Intern, Newseum

RESOURCES

Nonprofit Research Collaborative fundraising study

58%

of charities raised more money in 2012 than 2011

Fundraising Effectiveness Project

Improvement in donor retention as the economy slowly improves

Compensation and Benefits Survey

Fundraising salaries in the U.S. increased by

9%

while salaries in Canada by

13%

27

Hot Topics

2 NEW

Ethics and Fundraising Basics

Resource Center Addressed

3,295

Queries

"Thanks so much for your response and this good information. Please know that I truly appreciate the Resource Center and actively promote it as an important AFP Member Benefit." —Emma Lee Twitchell,

CFRE, Director of Development, Oakland Zoo

COLLABORATE

MEMBERSHIP

28,588 Members

New Membership Categories

Young Professionals

1,889 members
80% new to AFP

Small Nonprofit Org

741 Members
57% new to AFP

230 Chapters

1 New Professional Chapter

4 New Collegiate Chapters

51 Chapters with Friends of Diversity designation



121 10 Star Chapters



“Diversity to Inclusion in Philanthropy” program

Five Partners:

- AFP IHQ
- AFP Foundation for Philanthropy – Canada
- AFP Toronto Chapter
- AFP Ottawa Chapter
- Ontario Governments Partnership Project Office

\$300,000

committed over three years to support program



This project represents the beginning of a movement that recognizes the importance of cross-cultural dialogue and understanding. Our communities are being transformed through inclusion and diversity fundraising programs.

—Krishan Mehta, Executive Director, Marketing and Advancement, Seneca College of Applied Arts and Technology.

Like many fundraisers, I didn't train for this profession and have been learning as I've worked. I was astounded with the generosity of all of the chapter members at events and their commitment to staying in touch. The mentoring I have received in just one year as a member is worth far more than the \$75 for membership. Thank you to AFP for the benefits and opportunities they are offering to young fundraisers!"

—Nicole Dawe, MBA, Coordinator, Fund Development, Cardel Place, Calgary, Alberta



2012 TEN STAR CHAPTERS



AFP AB, Calgary & Area Chapter
 AFP AB, Edmonton & Area Chapter
 AFP AK, Alaska Chapter
 AFP AL, Alabama Chapter
 AFP AR, Arkansas Chapter
 AFP AR, Northwest Chapter
 AFP AZ, Greater Arizona Chapter
 AFP AZ, Northern Chapter
 AFP AZ, Southern Chapter
 AFP BC, Vancouver Chapter
 AFP BC, Vancouver Island Chapter
 AFP CA, Capital Chapter
 AFP CA, Desert Communities Chapter
 AFP CA, Golden Gate Chapter
 AFP CA, Greater San Fernando Valley Chapter
 AFP CA, Orange County Chapter
 AFP CA, Greater Los Angeles Chapter
 AFP CA, Inland Empire Chapter
 AFP CA, Monterey Bay Chapter
 AFP CA, Silicon Valley Chapter
 AFP CA, Valley Chapter
 AFP CO, Colorado Chapter
 AFP CT, Fairfield County Chapter
 AFP DC, Washington DC Metro Area Chapter
 AFP FL, Central Chapter
 AFP FL, First Coast Chapter
 AFP FL, Fort Lauderdale/Broward Chapter
 AFP FL, Indian River Chapter
 AFP FL, Nature Coast Chapter
 AFP FL, Southwest Chapter
 AFP FL, Suncoast Chapter
 AFP FL, Treasure Coast Chapter
 AFP GA, Greater Atlanta Chapter
 AFP GA, Middle Chapter
 AFP HI, Aloha Chapter

AFP IA, Central Chapter
 AFP IA, Eastern Chapter
 AFP IA, Greater Tri-State Chapter
 AFP IL, Capital Area Chapter
 AFP IL, Central Chapter
 AFP IL, Chicago Chapter
 AFP IL, East Central Chapter
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 AFP MO, St. Louis Regional Chapter
 AFP MO, Mid-America Chapter
 AFP MO, St. Louis Regional Chapter
 AFP MS, Mississippi Chapter
 AFP NC, Charlotte Chapter
 AFP NC, Triangle Chapter
 AFP ND, Northern Plains Chapter
 AFP NE, Nebraska Chapter
 AFP NF, Newfoundland and Labrador Chapter
 AFP NH, Northern New England Chapter
 AFP NJ, New Jersey Chapter
 AFP NJ, Southern New Jersey Chapter
 AFP NM, New Mexico Chapter
 AFP NS, Nova Scotia Chapter
 AFP NV, Sierra Chapter
 AFP NY, Central Chapter
 AFP NY, Genesee Valley Chapter
 AFP NY, Hudson-Mohawk Chapter
 AFP NY, Mid-Hudson Valley Chapter
 AFP OH, Central Chapter

AFP OH, Greater Cincinnati Chapter
 AFP OH, Greater Cleveland Chapter
 AFP OH, Greater Dayton Region Chapter
 AFP OH, Mahoning-Shenango Chapter
 AFP OH, North Central Chapter
 AFP OH, Northwest Chapter
 AFP OK, Oklahoma Chapter
 AFP OK, Eastern Chapter
 AFP ON, Golden Horseshoe Chapter
 AFP ON, Greater Toronto Chapter
 AFP ON, Ottawa Chapter
 AFP ON, South Eastern Ontario
 AFP PA, Berks Regional Chapter
 AFP PA, Central Chapter
 AFP PA, Eastern Chapter
 AFP PA, Greater Philadelphia Chapter
 AFP PA, Northeast Chapter
 AFP PA, Northwestern Chapter
 AFP PA, Western Chapter
 AFP QC, Quebec Chapter
 AFP RI, Rhode Island Chapter
 AFP SC, Lowcountry Chapter
 AFP SC, Piedmont Chapter
 AFP SK, Regina Chapter
 AFP SK, Saskatoon Chapter
 AFP TN, Nashville Chapter
 AFP TN, Memphis Chapter
 AFP TX, Coastal Bend Chapter
 AFP TX, Fort Worth Metro Chapter
 AFP TX, Greater Austin Chapter
 AFP TX, Greater Dallas Chapter
 AFP TX, Greater Houston Chapter
 AFP TX, Lubbock Area Chapter
 AFP TX, San Antonio Chapter
 AFP TX, Texas Plains Chapter
 AFP TX, West Texas — Southern New Mexico
 AFP VA, Hampton Roads Chapter
 AFP VA, Shenandoah Chapter
 AFP WA, South Sound Chapter
 AFP WA, Washington Chapter
 AFP WI, Greater Madison Chapter
 AFP WI, Southeastern Chapter
 AFP WI, Upper Mississippi Valley Chapter



ONE

NEW PROFESSIONAL CHAPTER CHARTERED:

- **AFP FL, Volusia/Flagler Chapter**



FOUR

NEW COLLEGIATE CHAPTERS CHARTERED:

- **AFP Paul Quinn College Collegiate Chapter,**
- **AFP IA, University of Iowa Collegiate Chapter,**
- **AFP OH, Lakeland Community College Collegiate Chapter,**
- **AFP MN, University of St. Thomas Collegiate Chapter**

THANK YOU TO OUR SPONSORS AND PARTNERS!

AFP's Strategic Sponsors support the fundraising profession, as well as the broader philanthropic community, and work with the association to advance ethical and effective fundraising.



2012 INTERNATIONAL CONFERENCE ON FUNDRAISING

Sponsors

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2012 AFP FOUNDATION FOR PHILANTHROPY

The AFP Foundation for Philanthropy, the 501 (c) (3) charitable affiliate of the Association of Fundraising Professionals, cultivates relationships and secures resources to create a platform of integrated programs to help fundraising professionals build the capacity of philanthropy. “Gifts from our loyal donors enable the AFP Foundation to continually focus on and investment in strategic areas within the domain of the fundraising profession that will have the greatest influence on the sustainable impact of philanthropy,” stated Gary Good, CFRE, senior executive for special campaigns for the Pacific Symphony in Santa Ana, Calif., and Chair of the AFP Foundation for Philanthropy.

In 2012, the AFP Foundation supported two key AFP strategic initiatives: 1) to seed and nurture the next generation of fundraisers and 2) to increase diversity and inclusion in the profession. The importance of promoting ethical and effective philanthropy at this critical time motivated Marjorie K. and Stephen M. Levy, CFRE to fund a unique leadership and development opportunity for emerging AFP Collegiate Chapter leaders at the International Conference. “The spirit of innovation and leadership are at the heart of the Levy’s decision to create the Philanthropic Professional Education Fund as an investment in education and professional development. This is mutually beneficial to our profession and the communities in which fundraisers work to raise the bar for philanthropy,” said Good.

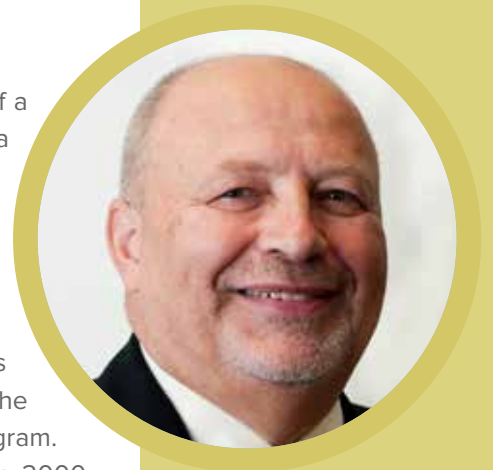
The AFP Diversity and Inclusion Scholarship initiative, which promotes broad representation of experiences, perspectives, opinions and cultures within the fundraising community, reflects the values of continuity of purpose and action. “We leveraged the momentum of a highly successful grassroots fundraising campaign to provide scholarships for the AFP International Conference on Fundraising,” said Martha Kirkland, Executive Vice President of the AFP Foundation for Philanthropy. “These schol-

arships are available to fundraisers who are members of a diverse community or work for an organization serving a diverse community.” And, 2012 marks the 11th consecutive year the Diversity Art Showcase and Diversity Workshop were presented through a generous corporate gift from The Alford Group.

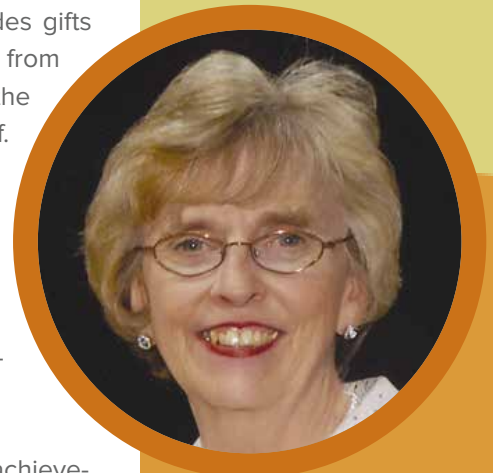
In 2012, 111 first-time attendees received scholarships to participate in the International Conference through the Foundation’s longstanding Chamberlain Scholars program. They join the ranks of more than 1,500 scholars, since 2000, who are the beneficiaries of the vision of the program’s namesake Ralph E. Chamberlain.

The AFP Foundation received over 5700 gifts in excess of \$640,000 to our annual giving campaigns. This includes gifts from individual members and Chapters, major gifts from members of the AFP and AFP Foundation boards, and the significant support of both AFP and AFP Foundation staff. “This great success would never have been possible without the dedication and commitment of so many chapter leaders and volunteers. In addition, we were privileged to partner again this year with RuffaloCODY of Cedar Rapids, Iowa, who generously provided their services on a pro bono basis for the Every Member Campaign calling program,” said Good.

Reflecting on a year of transition, we recognize that the achievements of the Foundation are the result of meaningful gifts and the intentional actions. AFP members, our colleagues and friends are amazing individuals who are committed to advancing ethical and effective fundraising, thereby, improving society as a whole.



GARY L. GOOD, CFRE
Chair




MARTHA KIRKLAND
Executive Vice President


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2012 AFP FOUNDATION FOR PHILANTHROPY – CANADA

The AFP Foundation for Philanthropy – Canada inspires extraordinary change across Canada and around the world by raising money and administering programs that implement our case for support. There are four key foundation goals that underpin our mission of furthering the fundraising profession and helping donors create impact:

- 1. Create sector advocates through education**
- 2. Build philanthropic leaders through scholarships**
- 3. Strengthen the sector through career mentoring**
- 4. Foster understanding through research**

The foundation's success in meeting these goals in 2012 has been made possible through the generous support of our Canadian members and donors. Their commitment to the profession, and the leadership that they have provided, has helped the fundraising profession grow tremendously over the past year.

We enjoyed a monumental 2012, with our Every Member Campaign exceeding its goal by eight percent and increasing our Alpha Society memberships—the foundation's monthly giving program which has been a model for other foundations to follow in sustaining operations throughout the year.

The foundation took an important leadership role in research through a collaboration with Ipsos Reid. "What Canadian Donors Want" was ground-breaking research that looked at how donors give, how they view charities and what they want when they support a charitable cause. The foundation supported an educational webinar in support of this exciting research, which was funded through our major gifts program.

We would like to thank both A.K.A. New Media—for providing pro bono online giving websites for all sixteen Canadian chapters—and Strategic Communications (Stratcom) for conducting two telefundraising campaigns during 2012. Their important, ongoing and generous support helped the foundation reach its goals.

The foundation is excited about the \$300,000 grant it received from the Ministry of Citizenship and Immigration on "Community Building through Community Partnerships." The foundation partnered with the AFP Greater Toronto Chapter and the AFP Ottawa Chapter in securing money for this important initiative, which will be implemented over the next three years. We had a launch event and press conference about this grant in October 2012.

In addition to our fundraising success, the foundation implemented new guidelines on developing programs to strengthen the resources we provide fundraising professionals throughout Canada.

The AFP Foundation for Philanthropy-Canada's capacity to advance ethical and effective fundraising is based on the dedication and generosity of our supporters. Thank you to everyone who supported the foundation in 2012, and we look forward to continuing our mission of educating and training fundraisers to inspire extraordinary change in our world.



**PATI
GREENWOOD,
CFRE**
Chair



**LORI
GUSDORF,
CAE**
Executive
Director

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Food Banks Canada
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Anne Melanson, CFRE

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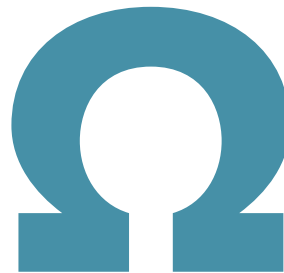
Andrew Watt, FInstF — EX-OFFICIO

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Canadian Mental Health Association
Windsor, Ontario

2012 CLASS INCREASES THE OMEGA CIRCLE TO 223 MEMBERS



The AFP Foundation for Philanthropy and the AFP Foundation for Philanthropy – Canada inducted 14 members of the 2012 Omega Circle Class during the Leadership Academy in Houston, Texas. Members of this class uniformly acknowledge that the great impact AFP has made on their careers motivated them to make a planned gift to secure the advancement of professional fundraising. “It is an unparalleled personal opportunity to leave a legacy that will enrich our profession in years to come,” said Gary L. Good, CFRE, and Chair of the AFP Foundation for Philanthropy.

OMEGA CIRCLE Class of 2012

Roger D. Ali, MBA, CFRE Ω

Lisa Baranello Ω

Stephanie Cory, CFRE Ω

Matthew S. Cottle, MBA, CFRE Ω

Leah Eustace, CFRE Ω (2010)*

Marshall Ginn, CFRE Ω

Val Lay Ω

Sylvie Meyers Ω and **Michael Meyers-Jouan** Ω

Roberto M. Soto-Acosta (2nd Planned Gift) Ω

David E. Wiercinski, CFRE Ω

Julie Wirtanen, CFRE Ω

Amy Wolfe, MPPA, CFRE Ω



Pictured here are five members of the 2012 Omega Circle Class following their induction in Houston, Texas. From left to right are Lisa Baranello, Val Lay, Julie Wirtanen, CFRE, Roger Ali, MBA, CFRE and Stephanie Cory, CFRE.

Other members of the 2012 Omega Circle Class include: Matthew Cottle, MBA,CFRE, Leah Eustace, CFRE, making her second planned gift to the Omega Circle, Marshall Ginn, CFRE, Sylvie Meyers and Michael Meyers-Jouan, Roberta Soto-Acosta, making his second planned gift to the Omega Circle, David E. Wiercinski, CFRE, Amy Wolfe, MPPA, CFRE.

*Denotes year of prior Omega Circle Planned Gift Commitment

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RuffaloCODY **

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James K. Looney λ
Strategic Communications Inc.

PATRON (\$5,000 – \$9,999)

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Bob E. Carter, CFRE λ Ω
Paul M. Gardner, Ph.D., CFRE λ Ω
Tom Gay
Robbe A. Healey, MBA, NHA, ACFRE λ Ω α
Christopher Looney λ α
Andrea McManus, CFRE λ Ω
Susan F. Rice, ACFRE, Ed.D λ Ω
Andrew Watt, FlnstF λ Ω

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Gary L. Good, CFRE λ Ω α
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Linda Lysakowski, ACFRE λ Ω α
Richard K. Martin, CFRE
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Colette M. Murray, JD, CFRE λ Ω
Mark A. Neville, CFRE λ Ω α
Whitney Nifong
Mark S. Peterson, CFRE λ α
John J. Scales, CFRE
Martha H. Schumacher, ACFRE λ Ω α
Scott C. Staub, ACFRE λ Ω
Christopher Watson
David P. Whitehead

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Leadership Society members actively support the work of AFP, the AFP Foundation for Philanthropy and the AFP Foundation for Philanthropy - Canada as board and committee members, mentors, and advisors. Members of the Leadership Society demonstrate sustaining commitments to the profession through their individual, cumulative giving of at least \$10,000 and annual gifts of \$1000 or more.



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Lucinda and Andrew Watt, FlnstF Ω

Reported as of December 31, 2012. Charter members appear in bold type. Ω Omega Circle Members

λ Leadership Society

Ω Omega Circle

α Alpha Society

* Denotes multi-year commitment

** Denotes In-Kind gift

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(\$1,000 – \$1,999)

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Stuart Reid
Sandra Renner, CFRE
Patricia Rich, ACFRE λ α

AFP FOUNDATION FOR PHILANTHROPY ENDOWMENTS

AFP Foundation for Philanthropy manages endowments and other funds that provide resources for scholarships, research, awards, and professional education and leadership programs. Many were established in honor of esteemed colleagues whose vision and true spirit of giving inspire excellence in fundraising through an abiding commitment to the profession and the development of future leaders.

Margye S. Baumgardner Endowment Fund
Benevolence Fund
Alphonse J. Brown, Jr. Endowment for Excellence in Leadership
Tim J. Burchill Memorial Fund
Donald A. Campbell, Jr., Scholarship Fund
Ron and Pam Carroll Endowment for International Development
Certification Advancement Fund
Ralph E. Chamberlain, Sr., Fund
Gale Clarke Ellsworth Endowment Fund
First Course Faculty Scholar Endowment Fund
Mary Jean Gillman-Gilbert Endowment Fund
Maurice Gurin Endowment Fund
Charles L. Lawson Endowment Fund
Marjorie K. and Stephen M. Levy
Philanthropic Professional Education Endowment Fund
Marjorie K. and Stephen M. Levy
Temporarily Restricted

Philanthropic Professional Education Fund
Patricia F. Lewis Ethics Endowment Fund
Claudia A. Looney Fund for Ethics in Education
Barbara H. Mulville Endowment Fund
Carol J. Numrich Endowment Fund
Pierpont/Welde Research Library Fund
Professional Education and Development Fund
Jeanne De Lille Memorial Scholarship Fund
Donald Johnson Memorial Fund
John R. Miltner Leadership Development Fund
Edgar Powell Memorial Fund
Blair Schreyer Endowment Fund
Peggy Torosian Endowment Fund
Henry Rosso Endowment Fund
Site Services/Mirman Endowment Fund
Skystone Ryan Research Endowment Fund
Washington, DC, Chapter Endowment Fund
J. Richard Wilson Memorial Fund
Ernest W. Wood Endowment Fund

CHAPTER TREASURY CAMPAIGN

The AFP Foundation's annual Chapter Treasury Campaign gives chapters in North America an opportunity to add a discretionary incentive to support the profession's most pressing strategic initiatives. Chapter Treasury gifts promote: professional education through grants and seed funding for programs such as the Executive Leadership Institute and the Faculty Training Academy; research through funding to the AFP Research Council; diversity and inclusion scholarships; ethics education and cultivating the development of the next generation of fundraising professionals.

Critical projects such as these empower fundraising professionals and equip them with the resources to effectively advance the philanthropic missions of the organizations and communities they serve. All AFP members, colleagues in related disciplines and concerned citizens have access to, and benefit from, the programs and services generated through the AFP chapters' collective support.

Thank you to the members of the 147 chapters that made Chapter Treasury Gifts in 2012 totaling over \$90,000. The list of contributing chapters may be found in the chapter donors listing below.

PATRON

\$5,000 – \$9,999

AFP TX, Greater Houston Chapter

FOUNDERS' CLUB

\$3,500 – \$4,999

AFP PA, Greater Philadelphia Chapter

STEWARDS' CLUB

\$2,000 – \$3,499

AFP CA, Silicon Valley Chapter
AFP PA, Western Chapter
AFP TX, Greater Dallas Chapter
AFP CA, Orange County Chapter

PRESIDENT'S CLUB

\$1,000 – \$1,999

AFP LA, Greater New Orleans Chapter
AFP OH, Greater Cincinnati Chapter
AFP CT, Fairfield County Chapter
AFP MO, St. Louis Regional Chapter
AFP AZ, Southern Chapter
AFP Canada, Calgary & Area Chapter
AFP FL, Suncoast Chapter
AFP OH, Greater Dayton Region Chapter
AFP Canada, Greater Toronto Chapter
AFP OH, Central Chapter
AFP OH, Northwest Chapter
AFP NY, Genesee Valley Chapter

AFP OK, Eastern Chapter
AFP FL, First Coast Chapter
AFP TN, Nashville Chapter
AFP OH, Greater Cleveland Chapter
AFP TX, San Antonio Chapter
AFP AR, Arkansas Chapter
AFP AZ, Greater Arizona Chapter
AFP CA, Golden Gate Chapter
AFP CA, San Diego Chapter
AFP CT, Connecticut Chapter
AFP DC, Washington DC Metro Area Chapter
AFP FL, Ft. Lauderdale/Broward Chapter
AFP FL, Palm Beach County Chapter
AFP HI, Aloha Chapter
AFP MD, Maryland Chapter
AFP MN, Minnesota Chapter
AFP NC, Triangle Chapter
AFP TX, Fort Worth Metro Chapter

PLATINUM MEDALIST

\$750 – \$999

AFP AK, Alaska Chapter
AFP FL, Central Chapter
AFP MS, Mississippi Chapter
AFP SD, South Dakota Chapter
AFP NC, Charlotte Chapter
AFP NE, Nebraska Chapter
AFP PA, Northeastern Chapter

GOLD MEDALIST

\$500 – \$749

AFP WA, Washington Chapter
AFP Canada, Edmonton & Area Chapter
AFP FL, Southwest Chapter
AFP KY, Bluegrass Chapter
AFP NH, Northern New England Chapter
AFP VA, Hampton Roads Chapter
AFP OK, Oklahoma Chapter
AFP CA, Greater Los Angeles Chapter
AFP CA, Greater San Fernando Valley Chapter
AFP Canada, Golden Horseshoe Chapter
AFP Canada, Manitoba Chapter
AFP Canada, Nova Scotia Chapter
AFP Canada, Ottawa Chapter
AFP Canada, Vancouver Chapter
AFP GA, Greater Atlanta Chapter
AFP IA, Central Chapter
AFP IA, Greater Tri-State Chapter
AFP IL, Chicago Chapter
AFP IN, Michiana Chapter
AFP KY, Greater Louisville Chapter
AFP MN, Southern Minnesota Chapter
AFP ND, Northern Plains Chapter
AFP NY, Central Chapter
AFP NY, Westchester Chapter
AFP PA, Eastern Chapter
AFP TN, Memphis Chapter
AFP TX, Central Chapter
AFP VA, Central Chapter
AFP VA, Shenandoah Chapter
AFP WI, Southeastern Wisconsin Chapter
AFP WI, Upper Mississippi Valley Chapter

STERLING MEDALIST

\$250 – \$499

AFP CA, Desert Communities Chapter
AFP NY, Western Chapter
AFP Canada, Regina Chapter
AFP FL, Indian River Chapter
AFP PA, Northwestern Chapter
AFP SC, Piedmont Chapter
AFP AL, Central Chapter
AFP Canada, Quebec Chapter
AFP CO, Colorado Chapter
AFP NC, Western Chapter
AFP WI, Northeast Chapter
AFP MA, Western Chapter
AFP AZ, Northern Chapter
AFP Canada, Saskatoon Chapter
AFP CA, Santa Barbara/Ventura Counties Chapter
AFP FL, North Central Chapter
AFP FL, Treasure Coast Chapter
AFP IL, East Central Chapter
AFP IN, Indiana Chapter

AFP MI, Greater Detroit Chapter
AFP MO, Mid-America Chapter
AFP NC, Cape Fear Region Chapter
AFP NJ, New Jersey Chapter
AFP NV, Sierra Chapter
AFP NY, Long Island Chapter
AFP OR, Oregon Chapter
AFP PA, Berks Regional Chapter
AFP RI, Rhode Island Chapter
AFP TN, Southeastern Chapter
AFP TX, Coastal Bend Chapter
AFP TX, Texas Plains Chapter
AFP TX, West-Southern NM Chapter

DONOR

Up to \$249

AFP IL, Quad Cities Chapter
AFP AR, Northwest Chapter
AFP Canada, Canada South Chapter
AFP Canada, Vancouver Island Chapter
AFP CA, Valley Chapter
AFP NM, New Mexico Chapter
AFP PA, Central Chapter
AFP SC, Lowcountry Chapter
AFP WI, Greater Madison Chapter
AFP CA, Monterey Bay Chapter
AFP IA, Eastern Chapter
AFP IL, Rockford Area Chapter
AFP KS, Topeka Chapter on Philanthropy Chapter
AFP OH, Mahoning Shenango Chapter
AFP TN, Great Smoky Mount Chapter
AFP TX, Greater Austin Chapter
AFP TX, Lubbock Area Chapter
AFP CA, Inland Empire Chapter
AFP CA, Wine Country Chapter
AFP CA, Yosemite Chapter
AFP FL, Nature Coast Chapter
AFP GA, Augusta Chapter
AFP GA, Middle Chapter
AFP ID, Idaho Chapter
AFP IL, Capital Area Chapter
AFP KS, Greater Wichita Chapter
AFP NY, Hudson-Mohawk Chapter
AFP NY, Mid-Hudson Valley Chapter
AFP OH, North Central Chapter
AFP WA, South Sound Chapter
AFP IA, Northeast Chapter
AFP Canada, South Eastern Ontario Chapter
AFP VA, First Chapter
AFP CA, Capital Chapter
AFP Canada, AB, Southern Chapter
AFP Canada, Newfoundland & Labra Chapter
AFP FL, Greater Polk County Chapter
AFP IL, Central Chapter
AFP IN, Northwest Chapter

PRESIDENT'S CLUB (CONTINUED)

John E. Rivas, CFRE
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Karen Rotko-Wynn, CFRE **Ω α**
St. Boniface Hospital
Marc S. Saffren, CFRE **Ω α**
Cynthia L Schmidt, CFRE **Ω**
Philip G. Schumacher, ACFRE **λ Ω α**
Steven S. Smith, CFRE **λ α**
Catherine Squires, CFRE
Dennis Stefanacci, ACFRE **λ Ω**
Susan Storey, CFRE
J. Scott Stuckey, CFRE **Ω**
Barbara Ellen Talisman, CFRE **λ α**
Cheryl Taylor
Don W. Taylor, CFRE **λ α**
Eugene R. Tempel, CFRE, Ed.D **λ Ω**
Daryl Upsall, FlntF
Patricia Valteau, CFRE
Jon Wagner, CFRE
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David E Wiercinski, CFRE
Karen D. Willson, CFRE
Julie K. Wirtanen, CFRE **Ω**
Amy Wolfe, MPPA, CFRE **Ω**
Tammy L. Zonker

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Ron Bailey, CFRE
Barbara Racklin Bushnell, CFRE
Matthew S. Cottle, MBA, CFRE **α**
Grace Hong **α**
Alma Jane Shepard, CFRE **α**

GOLD MEDALIST (\$500 – \$749)

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Ric Alessio
Mary Attfield
Lisa Maria Baranello **Ω α**
Jan F. Brazzell, ACFRE, PHD
Birgit Smith Burton **α**
Keith Burwell, CFRE
Mollie O'Hara Butler, CFRE
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Carole Chabot, CFRE

Brent P. Chambers, CFRE
Robert N. Croft, CFRE **α**
Lynn Croneberger, CFRE **α**
David Currah
Karen Dackiw, CFRE
Patricia Chambers Daly **α**
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Bobby Dean, CFRE **α**
Michael Driebe, CFRE
Heidi A Droegemueller, CFRE **α**
Michilynn Dubeau, Ph.D, CFRE
Suzanne Dube, CFRE
Steven Duckor, MD
Kenneth C. Frisch, ACFRE
Karen E. Galentine
Neil Galliaford
Natalie Gupton, MPA
Christopher Haig
Mark Hierlihy, CFRE
Jim D. Hilborn
Susan Horvath, CFRE
Duane J. Jasper
Dave Jese-Ross Jenkin
Magnus Johnsson, CFRE
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John E. Kearsey
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Linda Lindsay, CFRE
Carla A. Long
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Lisa Maska, CFRE
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Alisa Pettey-Torres
Jamie Phillippe, CFRE
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Louise Pujo

PARTNERING FOR SUCCESS

In 2012, the AFP Foundation for Philanthropy continued its partnerships with RuffaloCODY of Cedar Rapids, Iowa and AFP. For the fourth consecutive year, RuffaloCODY generously provided pro bono services valued at over \$122,000 to conduct the Every Member Campaign (EMC) calling program. More than 6,600 AFP members were contacted and \$157,245 was raised through the 2012 Every Member Campaign.

The AFP Foundation for Philanthropy – Canada is grateful for the ongoing partnerships with two organizations. Strategic Communications, Inc. provides pro bono calling to our Canadian members and A.K.A. New Media provides websites for our Canadian members to make online donations. These two programs provide important infrastructure to the Foundation and are very much appreciated.

In-kind administrative and professional services are generously provided to the AFP Foundation each year by AFP. This collaboration is the hallmark of our partnership and shared mission to promote ethical and effective fundraising as the bridge to building the capacity of philanthropy.

“Gifts ‘in-kind’ are invaluable assets that enrich the Foundation and provide opportunities that we might not otherwise have. We are most appreciative of these investments in our work” said
Martha Kirkland, executive vice president.

GOLD MEDALIST (CONTINUED)

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Terry Rauh
Craig A. Rocklin
Garen Smith
Lynn Smith, CMP Ω
Dyan Sublett
Vicki Thompson, CFRE
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Lise D. Twiford α
Dedee Wilner-Nugent, CFRE
Karen C. Wilson, CFRE
Carolyn Young, CFRE
Margaret Zellmer

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Darcie Acton, CFRE Ω
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E. Cecilia Alatriz, CFRE Ω
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Jacqueline Belsito
Katherine Benston, CFRE
Timothy Benz
Nina P. Berkheiser, CFRE
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Alicia Billard
Victoria Bixel
Jean Bjorseth
Samantha Blauwkamp α
Janice Bobo, CFRE α
Michael J. Boersma, CFRE
Jacquelyn M. Bonavia
Debra Bond-Gorr, CFRE

2012 ANNUAL FUND AWARD WINNERS ANNOUNCED

The AFP Foundation for Philanthropy and the AFP Foundation for Philanthropy–Canada recognize outstanding chapter performance in the annual fund each year. There are three award categories in which awards are given to chapters that reach the highest level within each group of like-size chapters: the Every Member Campaign Award of Excellence, Highest Percent Member Participation and the Highest Chapter Treasury Gift.

“2012 was a record-breaking year for the Every Member Campaign in Canada for many reasons—the considerable generosity of our members, the dedication of our volunteers and the support of our partners, Stratcom and A.K.A. New Media,” says Lori Gusdorf, CAE, executive director of the AFP Foundation for Philanthropy — Canada. “We are very proud of our Alpha Society monthly giving program, which represented 54 percent of donations in 2012. Our success came about as result of a total team effort, and on behalf of the AFP Foundation for Philanthropy–Canada it’s my pleasure to offer sincere thanks and congratulations to all participants.”

“The accomplishments of the award-winning chapters are a great credit to the commitment and hard work of their members,” adds Martha Kirkland, executive vice president of the AFP Foundation. “We congratulate and thank our colleagues for their inspiration and support.”

The award winners are formally recognized at AFP’s International Conference on Fundraising during the Chapter Presidents’ Council meeting, and each award comes with a certificate and a monetary gift to use for chapter activities.

2012 EVERY MEMBER CAMPAIGN AWARD OF EXCELLENCE

- 15–50 members: AFP CA, Desert Communities Chapter – **\$4,662**
- 51–100 members: AFP WI, Upper Mississippi Valley Chapter – **\$5,791**
- 101–250 members: AFP CA, Orange County Chapter – **\$10,620**
- 251–400 members: AFP AB, Calgary & Area Chapter – **\$24,881**
- 401+ members: AFP ON, Greater Toronto Chapter – **\$37,203**

2012 HIGHEST PERCENT MEMBER PARTICIPATION

- 15–50 members: AFP FL, Polk County Chapter – **100 percent**
- 51–100 members: AFP CA, Inland Empire Chapter – **100 percent**
- 101–250 members: AFP LA, Baton Rouge Chapter – **48.36 percent**
- 251–400 members: AFP NJ, New Jersey Chapter – **35.13 percent**
- 401+ members: AFP DC, Washington DC Metro Chapter – **21.22 percent**

2012 HIGHEST CHAPTER TREASURY GIFT

- **15–50 members:**
 - AFP CA, Greater San Fernando Valley Chapter – **\$500**
 - AFP IA, Greater Tri-State Chapter - **\$500**
 - AFP MN, Southern Minnesota Chapter – **\$500**
 - AFP NY, Westchester Chapter – **\$500**
- **51–100 members:**
 - AFP SD, South Dakota Chapter – **\$800**
 - AFP MS, Mississippi Chapter – **\$800**
- **101–250 members:**
 - AFP LA, Greater New Orleans Chapter – **\$1,750**
- **251–400 members:**
 - AFP CA, Silicon Valley Chapter – **\$2,500**
 - AFP PA, Western Chapter - **\$2,500**
 - AFP TX, Greater Dallas Chapter - **\$2,500**
- **401+ members:**
 - AFP TX, Greater Houston Chapter – **\$5,000**

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Trish Bronsch
Beth Brown
Nancy M. Brown, CFRE **α**
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Linda Buchanan
Penelope Burk
Ron E. Burke
Kirsten Brondsted Bullock, CFRE **α**
Adam Burk, CFRE
Stephen R. Burns, CFRE
Steve Byers, CFRE
Suzanne P. Cabrera, CFRE **α**
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Stan Campbell, CFRE
Matthew Campo
Carol L. Carbary, CFRE
Craig T. Chindemi, CFRE
Carlene Anne Chrumka, CFRE
Pamela Clapp Larmee, CFRE **α**
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Trevor M. Clark, CFRE
Jennifer Jeffress Collins
Judy Comeau-Hart
Maureen Cover-Bryan **α**
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Walt Eilers
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Ellen Ewert, CFRE
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J.B. Michael Farrell, CFRE, FAHP
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R. Scott Fortnum, ACFRE
Jay Frey, CFRE
Jeffrey L. Fuller, CFRE **α**
Nadine Gabai-Botero, CFRE
Millicent E. Gale, CFRE
Jon W. Galloway
Michelle Gallucci, CFRE
Len Gamache, CFRE
J. T. Garabrant, CFRE
Colleen C. Garland
Scott Garrepy
Janet Gaskins, CFRE
Sue M. Gaub, CFRE **α**
Elizabeth Gauthier, CFRE
Cary Gaymond, CFRE
Steve Geidt
Chantal Gelinis, CFRE
Danielle Gentry-Barth, CFRE
Lyman Gifford, CFRE
John G. Goettler, CFRE
Wanda R. Gottschalk
Kay Sprinkel Grace, CFRE
George R. Graham
Christine H. Grant, MBA, CFRE
Geoff Green
Susan A Hacker, CFRE
Brighid H. Hansen, CFRE
Peter H. Hansen, CFRE
Frederic J. Happy
Sarah Lynn Hayes
Caleb A. Hegna
Jane V. Helfrich, CFRE **α**
Stacey Vanden Heuvel
Andrea Hlady
Trish Vail Hobson
Valerie Hoey, CFRE
John Montgomery Hogewood, CFRE



FRIENDS OF DIVERSITY ASSOCIATION OF FUNDRAISING PROFESSIONALS 2012

AFP AB, Calgary & Area Chapter
AFP Alaska Chapter
AFP AZ, Greater Arizona Chapter
AFP AZ, Northern Chapter
AFP CA, Greater Los Angeles Chapter
AFP CA, Golden Gate Chapter
AFP CA, Orange County Chapter
AFP CA, Silicon Valley Chapter
AFP CA, Yosemite Chapter
AFP DC, Washington DC Metro Area Chapter
AFP FL, Miami Chapter
AFP FL, Suncoast Chapter
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2012 AFP CHAMBERLAIN SCHOLARS

AFP and the AFP Foundation for Philanthropy welcomed 111 Chamberlain Scholars to the 49th AFP International Conference on Fundraising in Vancouver, British Columbia, held April 1 – 3, 2012.

The spirit of the 2012 Class of Chamberlain Scholars was electric, and their collective energy was felt throughout the AFP International Conference experience. The words of Anna Magnusson from the AFP Greater Dayton Region Chapter reflect the enthusiasm of this group of first-time conference attendees, “The Conference was absolutely incredible and I learned so much while being able to network with other fundraising professions. After the Conference was over, I couldn’t wait to go home to share ideas and bring what I learned into my daily efforts.” Raul Castillo from the AFP Greater San Fernando Valley Chapter found the technology tips he picked up at the Conference very useful and immediately applicable within his own organization. Raul said, “I found the topic of Asian Philanthropy very educational. I really didn’t know much of the Asian philanthropic culture until I heard from Julian Marland, Young Woo Choi, and John Cerniglia.”

Each year, the AFP Foundation is privileged to support the Chamberlain Scholars program. This program provides the opportunity for first-time attendees from each AFP chapter to attend AFP’s International Conference on Fundraising. Individuals who work in nonprofit organizations use this opportunity to develop their knowledge and skills in fundraising and to exchange ideas with colleagues from all over the world. These scholarships are funded by contributions to the Every Member Campaign and through a planned gift from Ralph E. Chamberlain, CFRE, a deeply committed philanthropist and volunteer who began his distinguished career in 1960.



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The Alpha Society is the Foundation's monthly giving program that provides donors with a convenient way to make a gift to the Every Member Campaign. The AFP Foundation for Philanthropy and the AFP Foundation for Philanthropy — Canada recognize these donors for their commitment to the profession. Alpha Society donors are designated with the "α" symbol in the donor lists throughout this report.

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ASSETS	2012	2011
Cash and cash equivalents	\$1,024,074	\$1,767,018
Investments	1,028,512	1,116,535
Accounts Receivable, net	538,326	545,530
Pledges Receivable, net	269,759	347,262
Prepaid Expenses and other	457,914	483,208
Inventory	115,880	125,758
Property, equipment and leasehold improvements, net	2,460,820	2,488,352
Total Assets	\$5,895,285	\$6,873,663
LIABILITIES AND NET ASSETS	2012	2011
Liabilities:		
Accounts payable and accrued expenses	\$1,008,480	\$796,070
Accrued Wages and Benefits	169,919	315,080
Deferred revenue	4,227,477	4,276,512
Deferred rent	1,638,180	1,661,990
Total Liabilities	7,044,056	7,049,652
Net Assets:		
Unrestricted		
Undesignated	(2,979,366)	(1,885,810)
Board Designated	225,962	210,715
Total unrestricted net assets (deficit)	(2,753,404)	(1,675,095)
Temporarily Restricted	850,676	787,627
Permanently Restricted	753,957	711,479
Total net assets (deficit)	(1,148,771)	(175,989)
Total liabilities and net assets	\$5,895,285	\$6,873,663

AFP & AFP FOUNDATION CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

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CHANGES IN UNRESTRICTED NET ASSETS	2012	2011
Revenues, support and gains:		
Membership Dues	5,765,577	6,045,834
International Conference	2,016,108	2,489,148
Royalty Income	1,359,662	1,318,894
Registration Fees	721,835	561,899
Contributions and Grants	709,361	697,669
Advertising and Sponsorships	643,020	795,707
Sales of merchandise	143,738	161,403
Management Fees	142,687	133,526
Donated Services	124,268	135,474
Investment Income	34,802	27,560
Miscellaneous	638	12,563
	11,661,696	12,379,677
Net assets released from restrictions	91,307	70,418
Total Revenues and Support	11,753,003	12,450,095
Expenses:		
Program services		
Marketing and Communications	2,647,051	2,276,608
Member and Chapter services	1,509,189	1,479,144
International Conference	1,467,338	2,187,227
Professional Advancement	884,136	824,051
Conferences, Other	672,183	431,358
Board Governance and Ethics	660,150	676,225
International Development	457,939	353,442
Advocacy	270,745	248,971
Foundation Grants	87,431	112,605
Total Program Services	8,656,162	8,589,631

CHANGES IN UNRESTRICTED NET ASSETS	2012	2011
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Expenses (continued):

Support Services

Management and general	3,817,918	3,715,332
Resource Development	357,232	309,713
Total support services	4,175,150	4,025,045

Total Expenses	12,831,312	12,614,676
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<i>Change in unrestricted net assets</i>	<i>(1,078,309)</i>	<i>(164,581)</i>
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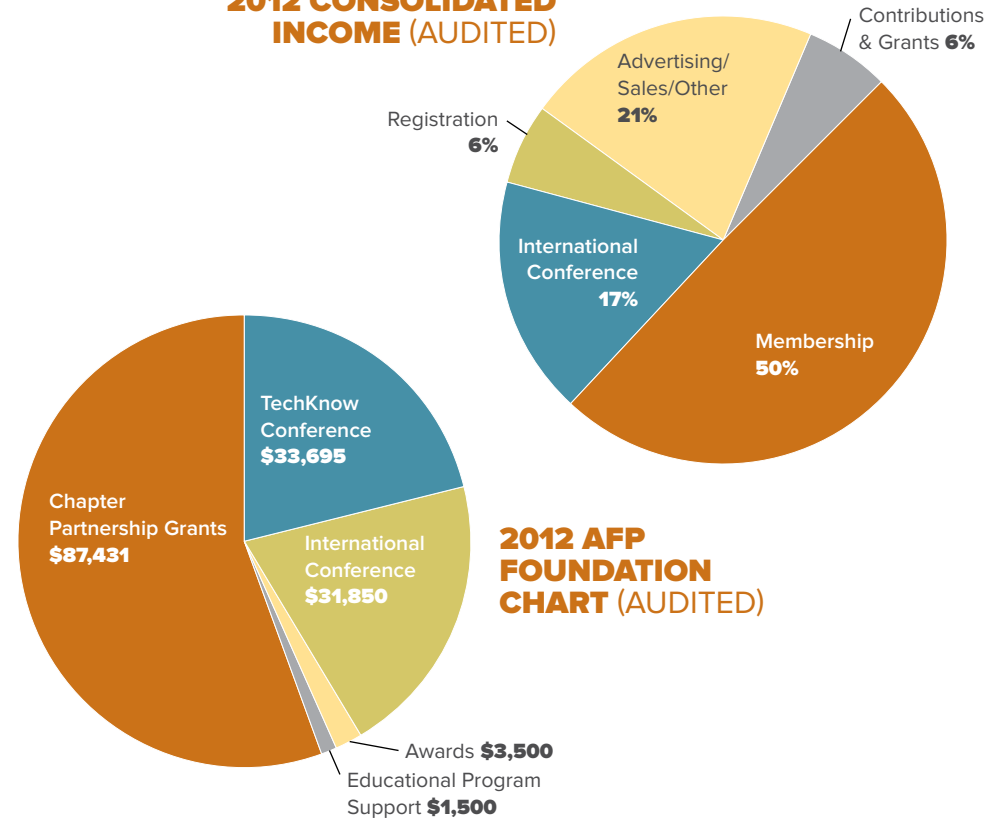
Changes in temporarily restricted net assets

Contributions	79,916	43,101
Investment Income (Loss)	74,440	(28,317)
Transfer of net assets from permanently restricted	-	143,505
Net Assets released from restrictions	(91,307)	(60,378)
Change in temporarily restricted net assets	63,049	97,911

Changes in permanently restricted net assets

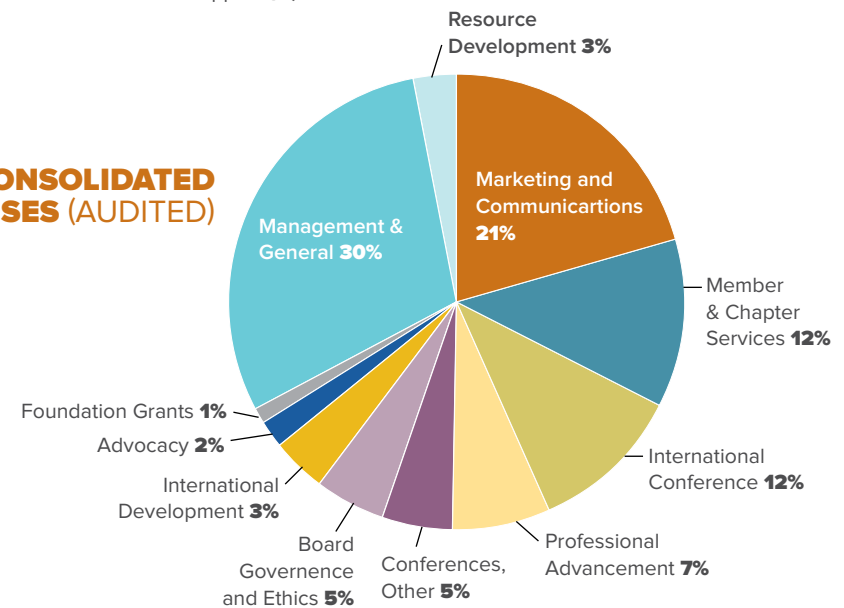
Contributions	42,478	68,952
Transfer of net assets to temporarily restricted	-	(143,505)
Net Assets released from restrictions	-	(10,040)
Change in permanently restricted net assets	42,478	(84,593)
Change in net assets	(972,782)	(151,263)
Net assets, beginning of year	(175,989)	(24,726)
Net assets, end of year	(1,148,771)	(175,989)

2012 CONSOLIDATED INCOME (AUDITED)



2012 AFP FOUNDATION CHART (AUDITED)

2012 CONSOLIDATED EXPENSES (AUDITED)



AFP FOUNDATION FOR PHILANTHROPY – CANADA FOUNDATION DE PHILANTHROPIE AFP – CANADA

AUDITED STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2012

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2012	2011
CURRENT ASSETS					
Cash	\$170,172	\$0	\$202,038	\$372,210	\$107,895
Guaranteed investment certificates	0	25,000	504	25,504	176,760
Accrued amounts receivable	0	0	10,972	10,97	26,373
Pledges receivable (note 4)	0	0	1,046	1,046	4,487
TOTAL ASSETS	\$170,172	\$25,000	\$214,560	\$409,732	\$295,515
CURRENT LIABILITIES					
Accounts payable	\$0	\$0	\$9,090	\$9,090	\$8,913
Deferred revenue	0	0	78,984	78,984	500
TOTAL LIABILITIES	0	0	88,074	88,074	9,413
NET ASSETS					
Internally restricted (note 8)	136,016	0	0	136,016	60,246
Externally restricted (note 8)	34,156	25,000	0	59,156	58,827
Unrestricted	0	0	126,486	126,486	167,030
TOTAL NET ASSETS	170,172	25,000	126,486	321,658	286,103
TOTAL LIABILITIES AND NET ASSETS	\$170,172	\$25,000	\$214,560	\$409,732	\$295,515

AFP FOUNDATION FOR PHILANTHROPY – CANADA FOUNDATION DE PHILANTHROPIE AFP – CANADA

AUDITED STATEMENT OF REVENUE AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2012

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2012	2011
REVENUE					
Donations					
Designated	\$ 45,412	\$ 0	\$ 0	\$ 45,412	\$ 45,496
Undesignated	0	0	6,867	6,867	1,650
Member	39,877	0	88,544	128,421	133,308
Interest	0	329	1,199	1,528	2,055
Government grant	19,066	0	0	19,066	0
Translation	0	0	0	0	0
TOTAL REVENUE	104,355	329	96,610	201,294	182,509
EXPENSES					
Programs					
Regional designated allocations	50,111	0	0	50,111	41,319
National designated allocations	14,014	0	10,654	24,668	29,934
Government grant	19,066	0	0	19,066	0
Translations	5,394	0	0	5,394	488
Program Support	14,821	0	0	14,821	15,541
	103,406	0	10,654	114,060	87,282
Administration and fundraising (note 9)					
Administrative support	0	0	3,510	3,510	1,423
Bank and credit card fees	0	0	4,604	4,604	4,478
Donor recognition	0	0	2,745	2,745	1,289
Every Member Campaign	0	0	318	318	4,672
Fundraising software	0	0	286	286	832
Meeting Expenses	0	0	2,719	2,719	1,449
Office	0	0	124	124	0
Postage and Courier	0	0	456	456	216
Printing and reproduction	0	0	1,630	1,630	2,784

Administration and fundraising (continued)

Professional Fees	0	0	25,030	25,030	25,882
Reserve for uncollectible pledges	0	0	780	780	951
Telephone and fax	0	0	313	313	0
Travel	0	0	8,874	8,874	3,212
Miscellaneous	0	0	290	290	0
	0	0	51,679	51,679	47,188
TOTAL EXPENSES	103,406	0	62,333	165,739	134,470
NET REVENUE FOR THE YEAR	\$ 949	\$ 329	\$ 34,277	\$ 35,555	\$ 48,039

AFP FOUNDATION FOR PHILANTHROPY – CANADA FOUNDATION DE PHILANTHROPIE AFP – CANADA

AUDITED STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2012

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2012	2011
Balance, beginning of the year	\$94,402	\$24,671	\$167,030	\$286,103	\$238,064
Net revenue for the year	949	329	34,277	35,555	48,039
Transferred	74,821	0	74,821	0	0
Balance, end of the year	\$170,172	\$25,000	\$126,486	\$321,658	\$286,103