As AFP advances the fundraising profession, we help to change the world—in ways big and obvious (like the tremendous amount of funds raised every year) and small and subtle (ensuring that fundraisers abide by the Code of Ethics in everything they do). But program, service or guidance we create is designed through this lens: to help fundraisers generate the money and support they need—ethically and effectively—to achieve their missions and create long-term change.

This was our focus in 2015, guided by our strategic plan and its four key pillars: Inclusion and Influence; Advocacy, Policy and Ethics; Relevant Quality Education; and Capacity to Invest in Opportunity.

From these pillars came some of our most critical accomplishments in 2015: New research from our Compensation and Benefits Report and Fundraising Effectiveness Project; products such as our State of the Sector Review and diploma programs; and legislative victories such as the permanent extension of the IRA Rollover provision and the defeat of a new, duplicative reporting form proposed by the Internal Revenue Service that would have required charities to collect donor Social Security numbers. We also made great strides in the areas of inclusion, with the launch of our Fellowship in Diversity and Inclusion program, New Faces of Fundraising initiative and Collegiate Chapter Conference.

These are just some of the important actions AFP took on behalf of the fundraising profession that are cataloged in this annual report—Advancing the Profession, Changing the World. It is both a review of our work in 2015 and a look ahead to the future, showing the foundation that we have laid for accomplishments into 2016 and beyond. It is also a way to say thank you—to our partners, sponsors and collaborators, as well as to you, our members, for being a part of our great community.

We have a long way to go. After all, our goal is nothing less than to raise enough funds and support so that charities can create the massive change needed to address the problems communities face around the world. But it’s doable, step by step, working together as a community, and this annual report outlines our latest steps towards reaching that goal.
2015 PROGRAMS, INITIATIVES, ACHIEVEMENTS AND MILESTONES

Capacity to Invest in Opportunity
- Added six new chapters
- Grew membership to more than 33,000 with 9,000 new members.
- Worked with the Mexican government to have the AFP Foundation for Philanthropy–Mexico receive Asociación Civil status.
- Expanded efforts internationally to reach out to fundraisers in South Africa, Indonesia, Egypt and Hong Kong.

Relevant Quality Education
- Graduated the first class of 12 fundraisers from the International Advanced Diploma in Fundraising.
- Welcomed six new ACFREs (Advanced Certified Fundraising Executives), bringing the total number to 108 at the end of 2015.
- Produced ground-breaking research through the Fundraising Effectiveness Project, Nonprofit Research Collaborative and the Compensation and Benefits Analysis.
- Provided 20 webinars for members featuring leaders in the fundraising field.

Inclusion and Influence
- Held the second National Philanthropy Day (NPD) Honors in New York City, while supporting more than 100 NPD chapter events.
- Released the first State of the Sector report, a broad overview of the philanthropic landscape.
- Hosted the first Collegiate Chapters Conference, supporting young people interested in the profession.
- Conducted a survey to develop a baseline of information on diversity in the profession.

Advocacy Policy and Ethics
- Chaired the Charitable Giving Coalition and led efforts to make the IRA Rollover permanent.
- Stopped an IRS proposal to require charities to collect donor Social Security numbers.
- Helped launch the first Parliament Hill Lobby Day for Canadian charities.
- Raised more than $39,000 for the AFP Political Action Committee.
- Released a new reformatted look for the AFP Code of Ethical Principles and Standards.
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Being able to give back to the profession that I love—especially a profession that makes such an incredible difference in our world—is one of the most satisfying and inspiring aspects of my life. Seeing a colleague attend a conference for the first time, or funding research that expands our knowledge of fundraising—these are real, concrete achievements that affect individual members and our entire profession. As our profession advances, so does our ability to effect long-term change.

That’s why it’s always been important to me to support fundraising, and everything that fundraising makes possible, through the AFP Foundation for Philanthropy. I know many of you feel the same, and as chair of the foundation, I want to thank you for your support in 2015. Whatever your relationship is to the foundation—donor, volunteer, chapter leader, corporate partner, foundation, or board member—your commitment, generosity and leadership made for a productive and impactful year.

Some of the highlights and milestones of the Foundation’s 2015 work included:

- **Making Educational Opportunities Available**—For the 2015 AFP International Fundraising Conference in Baltimore, the Foundation provided 131 Chamberlain Scholarships (for first-time attendees), 19 Diverse Community Scholarships and 11 Collegiate Scholarships, giving scholars the opportunity to engage with thousands of fundraisers at the largest fundraising conference in the world. The Foundation also granted 8 Leadership Scholarships for members to attend the 2015 Leadership Academy.

- **Supporting AFP Chapters**—The Foundation distributed more than $119,108 back to chapters who achieved or exceeded their BE the CAUSE fundraising goals. Chapters then used these funds to fund a variety of professional education, leadership development, ethics and public awareness programs in their communities. For example, the Idaho, Central Chapter used their distribution in 2015 to provide two scholarships to the local AFP conference in Omaha.

- **Elevating Continuing Education**—The Foundation helped fund the curriculum revision of the AFP CFRE Review Course, which covers key areas and issues organized around the CFRE exam domains. The Foundation also continued its support of the TypeCoach project, which explores personality and working styles, providing insights on how fundraisers can better create relationships with potential supporters and others.

- **Mentoring Young Professionals**—The Foundation provided program and research support for the inaugural AFP Collegiate Leadership Conference in Orlando in May 2015. The conference brought together 38 collegiate members and faculty advisors to discuss emerging trends, leadership and ways to encourage the next generation of fundraisers to continue their commitment to the profession.

- **Enhancing Stewardship and the Donor Experience**—The Foundation revamped its website to showcase recipients of its support, including testimonials sharing the impact of grants and scholarships, and improved its online donation page, resulting in increased online gifts.

Finally, I’d like to take a moment to acknowledge the passing of former AFP Foundation President Curtis Deane. Curtis served as president from 2005 until his retirement in 2011. We thank Curtis for everything he did for the Foundation and the profession, and continue our work in his memory.
Some of the highlights and milestones of the Foundation’s 2015 work included:

- **Supporting Local Initiatives**—The Foundation granted more than $37,000 back to chapters to help fund programs on the community level that advanced fundraising and philanthropy. These grants included scholarships to local programs and offering fundraising education in the community. In addition, nine chapters received a total of $4,500 to support mentorship programs, helping fundraisers new to the profession.

- **Making Education Opportunities Available**—Fifty-one individuals were able to attend high-quality educational events, including the AFP International Fundraising Conference, AFP Toronto Congress, AFP Leadership Academy, AFP Banff Compass, and local/regional gatherings, through $37,000 in scholarships granted by the Foundation and its National Scholarship Program.

- **Advancing Fundraising Knowledge**—Two critical webinars, *The 2015 AFP Congress: Why Mobile Matters Now and What You Need to Do About It* and *AFP Banff Compass 2015 With June Bradham: Are You Ready For a Campaign*, were held with the Foundation’s support. The Foundation also funded new innovative research on *Responsible Investing in Canada’s Charitable Sector*. In addition, the Foundation began work on translating the AFP Dictionary into French and completed the survey work for the third iteration of the *What Canadian Donors Want* research, which was released in early 2016.
• **Promoting Diversity and Inclusion**—Through a grant from the Ontario Ministry of Citizenship, Immigration and International Trade, the Foundation welcomed its first cohort of Fellows in Diversity and Inclusion, a project to bring new fundraisers from underserved and underrepresented populations into the fundraising profession. Fellows have mentors, work on projects and write blogs on their experiences and perspectives on fundraising and inclusion. See [www.afpinclusivegiving.ca](http://www.afpinclusivegiving.ca) for more information. In addition, the Canadian Foundation offered two scholarships for individuals from diverse communities.

• **Enhancing the AFP Experience**—The Foundation worked to strengthen the connection between itself and AFP members and chapters. New stewardship and recognition programs were implemented and enhanced, including the Leadership Society, which resulted in increased giving, while the Foundation looked at ways it could collaborate with its U.S. counterpart on the Chapter Impact Campaign.

We are proud of all of these accomplishments that were only made possible through your involvement and support. Every campaign the Foundation ran in 2015 exceeded its goal because you believe in our work and the work of the AFP community. Thank you for everything you gave to AFP in 2015—your support, your time, your energy and your commitment. Because of you, we are making the world a better place, step by step, program by program.
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David E. Wiercinski, CFRE
Jeffrey R. Wilcox, CFRE
Karen D. Willson, CFRE
John D. Winnett
Amy Wolfe, CFRE
Angela Lynn Young, CFRE

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Lorie Abernethy, CFRE, MA
Guy Adams
AFP AR, Arkansas Chapter
AFP AZ, Greater Arizona Chapter
AFP CA, Greater San Fernando Valley Chapter
AFP AB, Edmonton & Area Chapter
AFP MB, Manitoba Chapter
AFP QC, Quebec Chapter
AFP SK, Regina Chapter
AFP BC, Vancouver Chapter
AFP FL, Indian River Chapter
AFP FL, Southwest Chapter
 AFP IA, Greater Tri-State Chapter
AFP IL, Chicago Chapter
AFP IN, Indiana Chapter
AFP KY, Bluegrass Chapter
AFP KY, Greater Louisville Chapter
AFP NC, Charlotte Chapter
AFP NC, Triangle Chapter
AFP NC, Western Chapter
AFP NE, Nebraska Chapter
AFP NH, Northern New England Chapter
AFP OH, Greater Dayton Region Chapter
AFP OK, Oklahoma Chapter
AFP PA, Eastern Chapter
AFP SC, Piedmont Chapter
 AFP TN, Nashville/Middle Tennessee Chapter
AFP TX, Central Chapter
AFP TX, Greater Austin Chapter
AFP VA, Central Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Shenandoah Chapter
AFP WA, Advancement Northwest Chapter
AFP WI, Northeast Chapter
AFP WI, Southeastern Wisconsin Chapter
Greg Albright
Kim Anthony, CFRE
Paula Attfield
Nicole Beaulieu
Michael Bergler
Brenda K. Betts, CFRE
Christopher Bicknell, JD
Julie Elizabeth Billings, CFRE
Diane Boyle
Patricia Broughton, CFRE
Barbara Racklin Bushnell, CFRE
John Thomas Butler
Helene Conway-Long, CFRE
Kitty Cook Ramsey, CFRE
Meghan E. Cummings, CFRE
Patricia Chambers Daly
Jolayne Davidson Gardner, CFRE
John W. Dawe, CFRE
Kelly Dreibelbis
Lois A. Flemming, CFRE
R. Scott Fortnum, ACFRE, MA
Ian M. Fraser
Nadine Gabai-Botero, CFRE
Neil Galliaford
Karen J. Gallardo, CFRE
Karla Garrett Harshaw, CFRE
Kay Sprinkel Grace
Natalie Gupton
Cheryl I. Hamelin, CFRE
Michelle Cole Hamilton, CFRE
Marcy Heim, CFRE
Eileen R. Heisman, ACFRE
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James Hilborn
Susan Horvath, CFRE
John Huebler, CFRE
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Nicci Noble, CFRE    
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Rick Politte, CFRE
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Richard P. Reiss
Pamela Gail Simmons
Skystone Partners
Marnie A. Spears
Andrea Spirtos, CFRE
Barbara L. Tesner
Sanae Tokumura, ACFRE, APR
Mark Douglas Trask
Julie Varee, CFRE
Jon Wagner, CFRE
Ann Charles Watts, CFRE, ACFRE
Luanne M. Williams, CFRE
Susan A. Wineland, CFRE
Julie K. Wirtanen, CFRE    
Donna Zuiderweg

**Ambassador's Club—Ruby ($250–$499)**

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AFP CA, Capital Chapter
AFP CA, Desert Communities Chapter
AFP CA, Santa Barbara/Ventura Counties Chapter
AFP ON, Canada South Chapter
AFP ON, Golden Horseshoe Chapter
AFP NS, Nova Scotia Chapter

AFP SK, Saskatoon Chapter
AFP CO, Colorado Chapter
AFP HI, Aloha Chapter
AFP IA, Central Chapter
AFP IA, Eastern Chapter
AFP IL, East Central Chapter
AFP IN, Northeast Chapter
AFP LA, Greater Baton Rouge Chapter
AFP MI, Greater Detroit Chapter
AFP MO, Central Chapter
AFP MO, Mid-America Chapter
AFP NC, Triad Chapter
AFP NV, Las Vegas Chapter
AFP NY, Western Chapter
AFP OR, Oregon and Southwest Washington Chapter
AFP PA, Allegheny Mountains Chapter
AFP PA, Berks Regional Chapter
AFP TX, Lubbock Area Chapter
AFP WI, Upper Mississippi Valley
Laura Amerman, CFRE
Lisa Anderson
Erin Armstrong
Andrea Arthur, CFRE
Steve Baker    
Lynn Baran McCarthy
Benjamin Gibson Barbour
Christina Barwinsky, CFRE
Jacqueline Belsito
Timothy Benz
Nina P. Berkheiser, CFRE
Leyna Bernstein
Victoria Bixel
Janice Bobo, CFRE
Jacquelyn M. Bonavia, CFRE
Debra Bond-Gorr, CFRE
Marc Breslaw
Kate Brueggemann, CFRE
Donna M. Bruner, CFRE
Daniel P. Brunette
Ray Brush
**Ambassador’s Club—Sapphire ($100–$249)**

Vanessa Abaya, CFRE
Jennifer Walker Abbott
De Ann Acosta, CFRE
Lora M Adams, CFRE
Kelli Lynn Adanick
Aimee Adashek
Lori Admiral

Affinity

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AFP AR, Northwest Chapter
AFP AZ, Northern Chapter
AFP CA, Inland Empire Chapter
AFP CA, Monterey Bay Chapter
AFP CA, Yosemite Chapter
AFP NF, Newfoundland & Labrador Chapter
AFP ON, South Eastern Ontario Chapter
AFP BC, Vancouver Island Chapter
AFP FL, Greater Polk County Chapter
AFP FL, Nature Coast Chapter
AFP FL, Treasure Coast Chapter
AFP FL, Volusia/Flagler Chapter
AFP GA, Middle Chapter
AFP IL, Quad Cities Chapter
AFP IL, Rockford Area Chapter
AFP KS, Greater Wichita Chapter
AFP LA, North Chapter
AFP MA, Western Chapter
AFP Mexico, Guadalajara Chapter
AFP Mexico, Mexico City Chapter
AFP MI, West Michigan Chapter
AFP NM, New Mexico Chapter
AFP NY, Hudson-Mohawk Chapter
AFP NY, Long Island Chapter
AFP OH, Mahoning Shenango Chapter
AFP PA, Central Chapter
AFP SC, Central Carolina Chapter
AFP SC, Lowcountry Chapter
AFP SC, Piedmont Chapter
AFP TN, Memphis Chapter

AFP TX, Texas Plains Chapter
AFP WA, South Sound Chapter
AFP WI, Greater Madison Chapter
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F. Raymond Agnew, CFRE
Julia Bey Ahmet
Mide Akerewusi
E. Cecilia Alatriz, CFRE
Jessica E.M. Aleksy
Marc Alexander
Jane C. Alexander
Sabrina Ali
Vicki Allen
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Jane Pope Arnett, CFRE
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Siobhan Aspinall
Kay R. Atkins
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Kimberley Bailey
Tracey Bailey, CFRE
Angela Bailey
Tucker Branham, CFRE
Cindi Kaiser Brawner
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Linda Marie Clark
Adam L. Clevenger, CFRE
Christine Clouse, CFRE
Debie M Coble
Sharon Cocuzza
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<th>Laura H. Edman, CFRE</th>
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<tr>
<td>E. Paul Dietrich, CFRE</td>
<td>Sandra Edwards</td>
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<td>Christopher Jungers, CFRE, CAP</td>
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<td>Paulanne Jushkevich, CFRE, MA</td>
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<td>Robin L. Kares, CFRE</td>
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<td>Jane F. Karlin</td>
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<td>Fran Karliner</td>
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Mark N. Niles
Matt Noble
Gail G. Nordheimer, CFRE
Mayme H. Norman
Diane O’Brien, CFRE
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CHAPTER AWARD WINNERS

2015 Annual Campaign Award of Excellence
• Group One: AFP MN, Southern Minnesota Chapter ($3,075)
• Group Two: AFP WI, Upper Mississippi Valley Chapter ($5,475)
• Group Three: AFP MB, Manitoba Chapter ($9,535)
• Group Four: AFP AB, Calgary & Area Chapter ($22,194)
• Group Five: AFP ON, Greater Toronto Chapter ($42,705)

2015 Greatest Increase in Participation from Previous Year
• Group One: AFP MO, Central Chapter (568%)
• Group Two: AFP WI, Upper Mississippi Valley Chapter (54%)
• Group Three: AFP ON, Ottawa Chapter (58%)
• Group Four: AFP PA, Western Chapter (25%)
• Group Five: AFP MO, St. Louis Regional Chapter (96%)

2015 Highest Chapter IMPACT Gift
• Group One: AFP IA, Greater Tri-State Chapter ($550)
• Group Two: AFP KY, Bluegrass Chapter ($640)
• Group Three: AFP LA, Greater New Orleans Chapter ($1,750)
• Group Four: AFP AB, Calgary & Area Chapter ($3,000)
• Group Five: AFP MO, St. Louis Regional Chapter ($1,561)

2015 Highest Percent Member Participation
• Group One: AFP LA, Greater Northshore Chapter (47%)
• Group Two: AFP WI, Upper Mississippi Valley Chapter (69%)
• Group Three: AFP LA, Baton Rouge Chapter (44%)
• Group Four: AFP AB, Calgary & Area Chapter (31%)
• Group Five: AFP ON, Greater Toronto Chapter (26%)

Group One: 15–50 members; Group Two: 51–100 members; Group Three: 101–250 members; Group Four: 251–400 members; and Group Five: 401+ members.
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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 Los Angeles Chapter  
AFP CA, Greater San Fernando Valley Chapter  
AFP CA, Inland Empire Chapter  
AFP CA, Monterey Bay Chapter  
AFP CA, Orange County Chapter  
AFP CA, San Diego Chapter  
AFP CA, Santa Barbara/Ventura Counties Chapter  
AFP CA, Silicon Valley Chapter  
AFP CA, Yosemite 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, First Coast Collegiate Chapter at UNF  
AFP FL, Greater Polk County Chapter  
AFP FL, Indian River Chapter  
AFP FL, Nature Coast  
AFP FL, Palm Beach County Chapter  
AFP FL, Southwest Chapter  
AFP FL, Suncoast Chapter  
AFP FL, Treasure Coast Chapter  
AFP FL, Volusia/Flagler 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, Central Illinois Chapter  
AFP IL, Chicago Chapter  
AFP IL, East Central Chapter  
AFP IL, Quad Cities Chapter  
AFP IL, Rockford Area Chapter  
AFP IN, Indiana Chapter  
AFP IN, Northeast Chapter  
AFP IN, Northwest Chapter  
AFP KS, Greater Wichita Chapter  
AFP KY, Bluegrass Chapter  
AFP KY, Greater Louisville Chapter  
AFP LA, Greater Baton Rouge Chapter  
AFP LA, Greater New Orleans Chapter  
AFP LA, Greater Northshore Chapter  
AFP LA, North Chapter  
AFP LA, Southwest Chapter  
AFP MA, Western Chapter  
AFP MB, Manitoba Chapter  
AFP MD, Maryland Chapter  
AFP MD, Western Chapter
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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Amy Wolfe, MPPA, CFRE
*Ernest W. and Karen Wood
Angela L. Young, MLA, CFRE

*Deceased
Reported as of December 31, 2015
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<table>
<thead>
<tr>
<th>Chapter Name</th>
<th>Chapter Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFP AB, Calgary &amp; Area Chapter</td>
<td>AFP Minnesota Chapter</td>
</tr>
<tr>
<td>AFP AB, Edmonton &amp; Area Chapter</td>
<td>AFP MN, Southern Chapter</td>
</tr>
<tr>
<td>AFP Alaska Chapter</td>
<td>AFP Mississippi Chapter</td>
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<tr>
<td>AFP Alabama Chapter</td>
<td>AFP MO, Mid-America Chapter</td>
</tr>
<tr>
<td>AFP AL, North Chapter</td>
<td>AFP MO, St. Louis Regional Chapter</td>
</tr>
<tr>
<td>AFP Arkansas Chapter</td>
<td>AFP NC, Triad Chapter</td>
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<tr>
<td>AFP AR, Northwest Chapter</td>
<td>AFP NC, Triangle Chapter</td>
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<tr>
<td>AFP AZ, Greater Arizona Chapter</td>
<td>AFP New Mexico Chapter</td>
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<tr>
<td>AFP AZ, Southern Chapter</td>
<td>AFP NV, Las Vegas Chapter</td>
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<tr>
<td>AFP BC, Vancouver Chapter</td>
<td>AFP NY, Genesee Valley Chapter</td>
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<tr>
<td>AFP CA, Desert Communities Chapter</td>
<td>AFP NY, Mid-Hudson Valley Chapter</td>
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<td>AFP CA, Golden Gate Chapter</td>
<td>AFP OH, Central Chapter</td>
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<td>AFP CA, Greater Los Angeles Chapter</td>
<td>AFP OH, Greater Cincinnati Chapter</td>
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<td>AFP CA, Orange County Chapter</td>
<td>AFP OH, Greater Cleveland Chapter</td>
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<td>AFP CA, Santa Barbara/Ventura Counties Chapter</td>
<td>AFP OH, Greater Dayton Region Chapter</td>
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<td>AFP CA, Silicon Valley Chapter</td>
<td>AFP OH, Northeast Ohio Chapter</td>
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<tr>
<td>AFP CA, Yosemite Chapter</td>
<td>AFP OH, Northwest Chapter</td>
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<td>AFP DC, Washington DC Metro Area Chapter</td>
<td>AFP OK, Eastern Chapter</td>
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<td>AFP FL, Central Chapter</td>
<td>AFP ON, Canada South Chapter</td>
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<td>AFP FL, First Coast Chapter</td>
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<td>AFP FL, Miami Chapter</td>
<td>AFP ON, Ottawa Chapter</td>
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<td>AFP FL, Nature Coast Chapter</td>
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<td>AFP FL, Palm Beach County Chapter</td>
<td>AFP PA, Greater Philadelphia Chapter</td>
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<td>AFP FL, Polk County Chapter</td>
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<td>AFP FL, Suncoast Chapter</td>
<td>AFP SC, Lowcountry Chapter</td>
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<td>AFP GA, Greater Atlanta Chapter</td>
<td>AFP SC, Piedmont Chapter</td>
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<td>AFP IL, Central Chapter</td>
<td>AFP SK, Saskatoon Chapter</td>
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<td>AFP IL, Chicago Chapter</td>
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<td>AFP LA, Baton Rouge Chapter</td>
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<td>AFP LA, Greater New Orleans Chapter</td>
<td>AFP TX, Greater Houston Chapter</td>
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<td>AFP LA, North Chapter</td>
<td>AFP TX, Texas Plains Chapter</td>
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<tr>
<td>AFP Maryland Chapter</td>
<td>AFP VA, Hampton Roads Chapter</td>
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<tr>
<td>AFP Massachusetts Chapter</td>
<td>AFP WA, Advancement Northwest Chapter</td>
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<tr>
<td>AFP MA, Western Chapter</td>
<td>AFP WI, Greater Madison Chapter</td>
</tr>
<tr>
<td>AFP MI, West Chapter</td>
<td>AFP WI, Southeastern Wisconsin Chapter</td>
</tr>
</tbody>
</table>
2015 DIVERSE COMMUNITIES NAMED SCHOLARSHIPS

Thank you very much to the donors who supported the AFP Diverse Communities in Fundraising Scholarship Program in 2015. Through their generosity, 23 scholars attended the 2016 AFP International Fundraising Conference in Boston, MA.

African American Development Officers Network
AFP DC, Washington DC Metro Area Chapter
AFP Foundation for Philanthropy–Canada
ASAE Foundation
National Trust for Historic Preservation
David Disend, CFRE

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AFP AB, Calgary & Area Chapter
AFP MO, St. Louis Regional Chapter
AFP OH, Greater Cincinnati Chapter
AFP, OK, Eastern Oklahoma Chapter
AFP PA, Greater Philadelphia Chapter
AFP GA, Greater Atlanta Chapter
### AFP & AFP FOUNDATION CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

**AUDITED • DECEMBER 31**

#### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>1,365,602</td>
<td>1,274,702</td>
</tr>
<tr>
<td>Investments</td>
<td>$996,401</td>
<td>1,023,704</td>
</tr>
<tr>
<td>Accounts Receivable, net</td>
<td>573,977</td>
<td>613,379</td>
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<tr>
<td>Pledges Receivable, net</td>
<td>354,607</td>
<td>355,664</td>
</tr>
<tr>
<td>Prepaid Expenses and other</td>
<td>511,514</td>
<td>661,670</td>
</tr>
<tr>
<td>Inventory</td>
<td>95,555</td>
<td>102,291</td>
</tr>
<tr>
<td>Property, equipment and leasehold improvements, net</td>
<td>1,833,015</td>
<td>2,116,071</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>5,730,671</strong></td>
<td><strong>6,147,481</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$539,179</td>
<td>543,691</td>
</tr>
<tr>
<td>Accrued Wages and Benefits</td>
<td>$22,159</td>
<td>78,733</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>4,107,309</td>
<td>4,242,182</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>1,403,467</td>
<td>1,509,731</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>6,072,114</strong></td>
<td><strong>6,374,337</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>(2,616,912)</td>
<td>(2,284,731)</td>
</tr>
<tr>
<td>Board Designated</td>
<td>355,544</td>
<td>264,688</td>
</tr>
<tr>
<td>Total unrestricted net assets (deficit)</td>
<td>(2,261,368)</td>
<td>(2,020,043)</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>1,303,315</td>
<td>1,177,577</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>616,610</td>
<td>615,610</td>
</tr>
<tr>
<td><strong>Total net assets (deficit)</strong></td>
<td><strong>(341,443)</strong></td>
<td><strong>(226,856)</strong></td>
</tr>
</tbody>
</table>

**Total liabilities and net assets** | **5,730,671** | **6,147,481** |
## AFP & AFP FOUNDATION CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

**AUDITED • DECEMBER 31**

### CHANGES IN UNRESTRICTED NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues, support and gains:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Dues</td>
<td>5,861,898</td>
<td>5,811,823</td>
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<tr>
<td>International Conference</td>
<td>2,355,775</td>
<td>2,120,606</td>
</tr>
<tr>
<td>Royalty Income</td>
<td>1,435,685</td>
<td>1,383,562</td>
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<tr>
<td>Registration Fees</td>
<td>742,787</td>
<td>708,408</td>
</tr>
<tr>
<td>Contributions and Grants</td>
<td>633,378</td>
<td>707,656</td>
</tr>
<tr>
<td>Advertising and Sponsorships</td>
<td>602,904</td>
<td>632,088</td>
</tr>
<tr>
<td>Sales of merchandise</td>
<td>198,780</td>
<td>186,470</td>
</tr>
<tr>
<td>Management Fees</td>
<td>85,856</td>
<td>100,836</td>
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<tr>
<td>Donated Services</td>
<td>—</td>
<td>43,500</td>
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<tr>
<td>Investment Income</td>
<td>67,987</td>
<td>58,794</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>(81)</td>
<td>9,446</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>11,984,969</strong></td>
<td><strong>11,763,189</strong></td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>91,612</td>
<td>201,632</td>
</tr>
<tr>
<td><strong>Total Revenues and Support</strong></td>
<td><strong>12,076,581</strong></td>
<td><strong>11,964,821</strong></td>
</tr>
</tbody>
</table>

### Expenses:

#### Program services
- Marketing and Communications: 2,071,685, 2,573,514
- Member and Chapter services: 1,414,194, 1,432,196
- International Conference: 1,398,363, 1,317,895
- Professional Advancement: 577,068, 654,525
- Conferences, Other: 522,942, 563,350
- Board Governance and Ethics: 475,840, 415,784
- International Development: 297,784, 302,403
- Advocacy: 247,947, 252,218
- Foundation Grants: 166,927, 139,465

**Total Program Services** 7,172,750 7,651,350
## Changes in Unrestricted Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
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<tbody>
<tr>
<td><strong>Expenses continued:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Support Services</strong></td>
<td></td>
<td></td>
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<tr>
<td>Management and general</td>
<td>4,608,673</td>
<td>3,838,871</td>
</tr>
<tr>
<td>Resource Development</td>
<td>373,530</td>
<td>347,127</td>
</tr>
<tr>
<td><strong>Total support services</strong></td>
<td>4,982,203</td>
<td>4,185,998</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>12,154,953</td>
<td>11,837,348</td>
</tr>
<tr>
<td>Change in unrestricted net assets</td>
<td>(78,372)</td>
<td>127,473</td>
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</tbody>
</table>

## Changes in Temporarily Restricted Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
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</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>212,498</td>
<td>268,020</td>
</tr>
<tr>
<td>Investment Income (Loss)</td>
<td>4,852</td>
<td>49,669</td>
</tr>
<tr>
<td>Transfer of net assets from permanently restricted</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Net Assets released from restrictions</td>
<td>(91,612)</td>
<td>(201,632)</td>
</tr>
<tr>
<td><strong>Change in temporarily restricted net assets</strong></td>
<td>125,738</td>
<td>116,057</td>
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</tbody>
</table>

## Changes in Permanently Restricted Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>1,000</td>
<td>28,100</td>
</tr>
<tr>
<td>Transfer of net assets to temporarily restricted</td>
<td>—</td>
<td>—</td>
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<tr>
<td>Net assets released from restrictions</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>Change in permanently restricted net assets</strong></td>
<td>1,000</td>
<td>28,100</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>48,366</td>
<td>271,630</td>
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<tr>
<td>Net assets, beginning of year</td>
<td>(389,809)</td>
<td>(498,486)</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td>(341,443)</td>
<td>(226,856)</td>
</tr>
</tbody>
</table>
2015 CONSOLIDATED INCOME (AUDITED)

- Membership: 48.5%
- Conference: 19.5%
- Advertising/Sales/Other: 20.4%
- Contributions and Grants: 5.2%
- Registrations: 6.2%

2015 CONSOLIDATED EXPENSES (AUDITED)

- Management and General: 37.9%
- Marketing and Communications: 17.0%
- Resources Development: 3.1%
- ICON: 11.5%
- Member/Chapter Services: 11.6%
- Professional Advancement: 4.7%
- Conferences, Other: 4.3%
- Board Governance and Ethics: 3.9%
- International Development: 2.4%
- Advocacy: 2.0%
- Foundation and Grants: 1.4%
- Conference: 19.5%
## AFP FOUNDATION FOR PHILANTHROPY—CANADA
### FOUNDATION DE PHILANTHROPIE AFP—CANADA

**AUDITED STATEMENT OF REVENUE AND EXPENSES**

**FOR THE YEAR ENDED DECEMBER 31, 2015**

### RESTRICTED FUNDS

<table>
<thead>
<tr>
<th>Fund</th>
<th>Designated Funds</th>
<th>Endowment Funds</th>
<th>General Funds</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Designated</td>
<td>$97,756</td>
<td>$0</td>
<td>$1,110</td>
<td>$98,866</td>
<td>$92,456</td>
</tr>
<tr>
<td>Member</td>
<td>47,695</td>
<td>0</td>
<td>89,542</td>
<td>137,237</td>
<td>133,342</td>
</tr>
<tr>
<td>Investment income</td>
<td>5,000</td>
<td>2,533</td>
<td>16,409</td>
<td>23,942</td>
<td>20,575</td>
</tr>
<tr>
<td>Inclusive giving project income</td>
<td>123,111</td>
<td>0</td>
<td>0</td>
<td>123,111</td>
<td>163,281</td>
</tr>
<tr>
<td>TOTAL REVENUE</td>
<td>$273,562</td>
<td>$2,533</td>
<td>$107,061</td>
<td>$383,156</td>
<td>$409,654</td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Designated Funds</th>
<th>Endowment Funds</th>
<th>General Funds</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Regional designated allocations</td>
<td>66,258</td>
<td>0</td>
<td>0</td>
<td>66,258</td>
<td>38,609</td>
</tr>
<tr>
<td>National designated allocations</td>
<td>89,557</td>
<td>3,500</td>
<td>0</td>
<td>93,057</td>
<td>38,520</td>
</tr>
<tr>
<td>Inclusive giving project</td>
<td>123,111</td>
<td>0</td>
<td>0</td>
<td>123,111</td>
<td>163,281</td>
</tr>
<tr>
<td>Translation</td>
<td>4,170</td>
<td>0</td>
<td>0</td>
<td>4,170</td>
<td>12,209</td>
</tr>
<tr>
<td>Program Support</td>
<td>28,512</td>
<td>0</td>
<td>0</td>
<td>28,512</td>
<td>22,410</td>
</tr>
<tr>
<td>Administration and fundraising (note 12)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administrative support</td>
<td>0</td>
<td>0</td>
<td>9,796</td>
<td>9,796</td>
<td>9,260</td>
</tr>
<tr>
<td>Bank and credit card fees</td>
<td>0</td>
<td>0</td>
<td>4,631</td>
<td>4,631</td>
<td>5,230</td>
</tr>
<tr>
<td>Donor recognition</td>
<td>0</td>
<td>0</td>
<td>5,442</td>
<td>5,442</td>
<td>2,961</td>
</tr>
<tr>
<td>Every Member Campaign</td>
<td>0</td>
<td>0</td>
<td>2,245</td>
<td>2,245</td>
<td>1,346</td>
</tr>
<tr>
<td>Fundraising software</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>281</td>
</tr>
<tr>
<td>Fundraising consulting support</td>
<td>0</td>
<td>0</td>
<td>20,818</td>
<td>20,818</td>
<td>15,591</td>
</tr>
<tr>
<td>Meeting Expenses</td>
<td>0</td>
<td>0</td>
<td>1,600</td>
<td>1,600</td>
<td>2,093</td>
</tr>
<tr>
<td>Office supplies</td>
<td>0</td>
<td>0</td>
<td>104</td>
<td>104</td>
<td>410</td>
</tr>
<tr>
<td>Postage and Courier</td>
<td>0</td>
<td>0</td>
<td>1,125</td>
<td>1,125</td>
<td>1,756</td>
</tr>
<tr>
<td>Printing and reproduction</td>
<td>0</td>
<td>0</td>
<td>1,991</td>
<td>1,991</td>
<td>673</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>0</td>
<td>0</td>
<td>38,454</td>
<td>38,454</td>
<td>37,487</td>
</tr>
<tr>
<td>Reserve for uncollectible pledges</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>25</td>
</tr>
<tr>
<td>Telephone and fax</td>
<td>0</td>
<td>0</td>
<td>2,269</td>
<td>2,269</td>
<td>2,808</td>
</tr>
<tr>
<td>Travel</td>
<td>0</td>
<td>0</td>
<td>8,302</td>
<td>8,302</td>
<td>8,828</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>0</td>
<td>0</td>
<td>688</td>
<td>688</td>
<td>266</td>
</tr>
<tr>
<td>Website</td>
<td>0</td>
<td>0</td>
<td>74</td>
<td>74</td>
<td>0</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>$311,608</td>
<td>$3,500</td>
<td>$97,539</td>
<td>$412,647</td>
<td>$364,044</td>
</tr>
</tbody>
</table>

**NET REVENUE FOR THE YEAR**

<table>
<thead>
<tr>
<th></th>
<th>Designated Funds</th>
<th>Endowment Funds</th>
<th>General Funds</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>$(38,046)</td>
<td>$(967)</td>
<td>$(9,522)</td>
<td>$(29,491)</td>
<td>$45,610</td>
<td></td>
</tr>
<tr>
<td>RESTRICTED FUNDS</td>
<td>TOTAL</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------</td>
<td>-------</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2015</td>
<td>2014</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Designated Funds</td>
<td>$227,231</td>
<td>$26,079</td>
<td>$78,272</td>
<td>$331,582</td>
<td>$285,972</td>
</tr>
<tr>
<td>Endowment Funds</td>
<td>(38,046)</td>
<td>(967)</td>
<td>9,522</td>
<td>(29,491)</td>
<td>45,610</td>
</tr>
<tr>
<td>General Funds</td>
<td>39,573</td>
<td>0</td>
<td>(39,573)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Balance, end of the year</strong></td>
<td><strong>$228,758</strong></td>
<td><strong>$25,112</strong></td>
<td><strong>$48,221</strong></td>
<td><strong>$302,091</strong></td>
<td><strong>$331,582</strong></td>
</tr>
</tbody>
</table>
"As a pebble thrown into a lake creates ripples, so AFP touches lives and affects philanthropy in countless, unknown ways."

—William Simms, AFP Co-founder