



CHANGING OURSELVES, TRANSFORMING THE WORLD

ASSOCIATION OF FUNDRAISING PROFESSIONALS
AND
ASSOCIATION OF FUNDRAISING PROFESSIONALS'
FOUNDATIONS FOR PHILANTHROPY

2017 ANNUAL REPORT



CHANGING OURSELVES, TRANSFORMING THE WORLD



Ann Hale

There are a lot of great quotes about change, and especially about changing the world. But there's one that I think encapsulates the evolution and work of AFP in 2017. Leo Tolstoy said, "Everyone thinks of changing the world, but no one thinks of changing himself." Perhaps the corollary to that is another quote, this one by the Muslim poet and theologian Rumi: "Yesterday I was clever, so I wanted to change the world. Today I am wise, so I am changing myself."

We all want to change and transform the world. When you get down to it, that's really the goal of AFP—to help you, fundraisers across the globe, transform the world. But you cannot change the world if you are not open to change yourself—and that was the theme and driving principle of AFP in 2017. We HAD to change if we were to help you transform the world.

Our change started with the most basic aspects of our association. Working with a talented Board and a capable staff, we stabilized our financial position in 2017 and placed AFP in a positive net asset position for the first time in a decade. The Board also approved one of the biggest and most important governance transformations in our history, with critical changes to our bylaws and board structure, all of which will help strengthen AFP in the long-term.

But our change was more far-reaching than just our financials and our operations. It represented a shift in our culture and a desire to live up to the principles that our profession and our sector stand for: transparency, equity, diversity, impact and equality.

We added a fifth pillar to our 2017–2019 Strategic Plan, Advance Social Good, reflecting the change that we want to make in the world and not just focus on our programs and departments. We added equity and equality to our diversity and inclusion efforts, because focusing on the latter two principles weren't sufficient in our desire to create a fundraising profession that is open, vibrant and nurturing for all who wish to enter. Our focus on transparency and openness included posting our audited financials and Form 990s on the AFP website, something that hadn't been done before.

Change like this has to come from the top, and AFP was lucky to have been served by two very able presidents and CEOs in 2017. Jason Lee, our interim president for 14 months, came into a difficult situation and begin our remarkable turnaround. I'm forever indebted to him for his dedicated, unselfish and principled leadership.

Then in November, we hired Mike Geiger, MBA, CPA to be our new president and CEO. Few volunteer chairs ever have the opportunity to lead such an important process and help choose a new CEO. I'm honored to have played a part in choosing Mike, along with the search committee chaired by Bob Carter, CFRE. Mike represents the principles and the change that we need to continue to demonstrate as leaders in the profession and the sector.

Change must come from within, and I'm so proud of everything we changed with the help of so many great volunteers and staff. I invite you to take a look at all that we accomplished this year, from education and research to public policy and the work of our foundations, to help you transform the world.

Ann Hale, CFRE
Chair
Association of Fundraising Professionals

LAUNCHING AFP CANADA



Scott Decksheimer

It's an honor to be able to give the very first report from the AFP Canada Board of Directors for the overall AFP annual report for 2017.

AFP Canada was formally incorporated on May 24, 2017 by Corporations Canada after many years of diligent work by the AFP Canada New Horizons Task Force, chaired by Denis Lalonde, and then AFP Canada New Horizons Transition Task Force chaired by Nicholas Offord.

During the first year, there were numerous operational and administrative responsibilities to complete. To help guide these priorities, five committees were created for our inaugural year: Governance, Communications, Strategic Planning, Committee on Directorship and Government Relations.

By the end of the year, just seven months after its creation, the AFP Canada Board had addressed the following priorities:

- Creating a Terms of Reference for the Board of Directors and each committee
- Completing a skills mapping exercise to help recruit the staff position for the first vice president, AFP Canada.
- Beginning work on a significant communications campaign, in partnership with Rogare, a think tank, centered around creating a “new narrative” for the fundraising profession.
- Deciding to create an AFP in Canada Strategic Plan in conjunction with the AFP Foundation for Philanthropy–Canada.
- Implementing a process through the Nominating Committee and involving an all-Canadian-member vote to elect the 2018 Board of Directors
- Held a Day in the Ridings event on November 3, 2017, where Canadian leaders reached out to their members of Parliament through more than 75 different meetings.

It has been an exciting and rewarding inaugural year for AFP Canada and I am proud to serve as the first chair of the Board.

Scott Decksheimer, CFRE
Chair
AFP Canada



The signing ceremony for AFP Canada took place during the AFP International Fundraising Conference in San Francisco, Calif., on May 1, 2017.

2017 PROGRAMS, INITIATIVES, ACHIEVEMENTS AND MILESTONES

Capacity to Invest in Opportunity

- Ended the year with more than 31,500 memberships in 239 chapters around the world.
- Created and launched the new AFP Canada Board of Directors, a body that will lead AFP efforts in that country and provide even greater service, programs and leadership to Canadian fundraisers.
- Added a fifth pillar, Advancing Social Good, to the current Strategic Plan 2017–2019 and developed metrics to measure success in each of the five pillars (including Capacity to Invest in Opportunity, Relevant Quality Education, Inclusion and Influence, and Advocacy, Policy and Ethics)
- Named Mike Geiger, MBA, CPA, to serve as the new president and CEO of AFP.
- Awarded 86 chapters with the Ten Star status and 37 other chapters with the Ten Star Gold status for their work in advancing the strategic plan on the local level.
- To enhance transparency, posted our audited financials and Form 990's on the AFP website.

Relevant Quality Education

- Held a hugely successful International Fundraising Conference in San Francisco, with more than 3,700 people attending and a record number of proposals submitted for educational sessions.
- Updated all three of AFP's core educational courses: Fundamentals of Fundraising, CFRE Refresher and Donor Retention: A Self-Assessment Workshop
- Launched a comprehensive evaluation and audit of the association's professional development offerings, which will conclude in 2018 with recommendations for new educational programs.
- Started several initiatives to build a cadre of well-trained and prepared facilitators to increase the effectiveness of AFP's professional development programs.
- Develop and released groundbreaking research, including the latest *What Canadian Donors Want* Survey, new quarterly reports from the Fundraising Effectiveness Project, and surveys from the Nonprofit Research Collaborative covering fundraising results and trends from across the year.
- Provided more than 30 webinars for members featuring leaders in the fundraising field, including four free presentations.

Inclusion and Influence

- Supported more than 125 chapters in holding National Philanthropy Day events involving more than 50,000 people and recognizing donors, volunteers, corporations, foundations and others around the world.
- Approved a new IDEA (Inclusion, Diversity, Equity, Access) committee and board policy, adding the principles of equity and access to our inclusion and diversity efforts, including plans to launch new programs and campaigns in 2018.
- Awarded the Friends of Diversity designation to 74 chapters.
- Offered 114 Chamberlain Scholarships, 18 Diversity Scholarships and 12 Collegiate Scholarships to attend the 2017 International Fundraising Conference
- Received two grants through the AFP Foundation for Philanthropy–Canada totaling more than \$100,000 to expand the Fellowship in Inclusion and Diversity program across the country.
- Published two special supplements on giving and philanthropy through a partnership with *The Globe and Mail* in Canada.
- Held the 8th International Fundraising Summit attended by 25 CEOs and board members representing 11 different national fundraising associations in San Francisco prior to the International Fundraising Conference.

Advocacy Policy and Ethics

- Educated Congress about the negative impact of expanding the standard deduction in tax reform, resulting in universal charitable deduction legislation or amendments offered by Rep Mark Walker (R-NC), Sen. James Lankford (R-OK), Sen. Ron Wyden (D-OR), and Debbie Stabenow (D-MI).
- Participated in a joint letter with National Council of Nonprofits and others in opposition to the repeal of the Johnson Amendment.
- Chaired the Charitable Giving Coalition and led efforts to ensure the charitable deduction will not be eliminated or modified, including holding a Capitol Hill Fly-In Day to raise awareness about giving and fundraising issues in Congress.
- Raised more than \$43,000 for the AFP Political Action Committee and supported Members of Congress in both parties who pushed legislation supportive of giving and fundraising.
- In Canada, held the first Day in the Ridings event, meeting with more than 70 Members of Parliament, introducing AFP and talking about fundraising and philanthropic policy issues.
- Testified before Parliament on modernizing the charity-government relationship and submitted comments to the Standing Committee on Finance.

THANK YOU TO OUR SPONSORS

AFP thanks all of our sponsors and partners who supported the work of the association in 2017 in advancing ethical and effective fundraising.

AFP Strategic Sponsors

AFP's Strategic Sponsors support the fundraising profession, as well as the broader philanthropic community, and partner with the association on important projects and events.

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2017 International Fundraising Conference Sponsors

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2017 CHAPTER TEN STAR/ TEN STAR GOLD AWARDS

The Chapter Ten Star/Ten Star Gold Awards honor those chapters who have accomplished many of the key objectives outlined in the Strategic Plan. Congratulations to these chapters.

Ten Star Gold Award Chapters

AB, Edmonton & Area Chapter
AK, Alaska Chapter
AL, Alabama Chapter
AL, Northern Alabama
AR, Arkansas Chapter
AR, Northwest Chapter
AZ, Greater Arizona Chapter
AZ, Southern Chapter
CA, Desert Communities Chapter
CA, Golden Gate Chapter
CA, Greater San Fernando Valley Chapter
CA, Yosemite Chapter
FL, Indian River Chapter
FL, Nature Coast Chapter
FL, Suncoast Chapter
IL, Rockford Chapter
LA, Greater Baton Rouge Chapter
LA, Greater New Orleans Chapter
MD, Western Maryland Chapter
MN, Minnesota Chapter
NC, Charlotte Chapter
NC, Triad Chapter
OH, Central Chapter
OH, Greater Cincinnati Chapter
OH, Northeast Chapter
ON, Golden Horseshoe Chapter
OR, Oregon & SW Washington Chapter
PA, Eastern Chapter
SC, Piedmont Chapter
TN, Southeastern Chapter
TX, East Texas
TX, San Antonio Chapter

TX, Texas Plains Chapter
VA, Hampton Roads Chapter
WI, Greater Madison Chapter
WI, Northeast Chapter
WI, Southeastern Wisconsin Chapter

Ten Star Award Chapters

AB, Calgary & Area Chapter
AZ, Northern Chapter
BC, Vancouver Island Chapter
CA, Capital Chapter
CA, Greater Los Angeles Chapter
CA, Inland Empire Chapter
CA, Orange County Chapter
CA, San Diego Chapter
CA, Santa Barbara/Ventura Counties Chapter
CA, Silicon Valley Chapter
CO, Colorado Chapter
CT, Fairfield County Chapter
DC, Washington DC Metro Area Chapter
FL, Central Chapter
FL, First Coast Chapter
FL, Palm Beach County Chapter
FL, Southwest Chapter
GA, Greater Atlanta Chapter
HI, Aloha Chapter
IA, Central Chapter
IA, Eastern Chapter
IA, Greater Tri-State Chapter
IL, Central Chapter
IL, Chicago Chapter
IL, East Central Chapter
IL, Quad Cities Chapter

IN, Indiana Chapter
IN, Northeast Chapter
KY, Bluegrass Chapter
KY, Greater Louisville Chapter
LA, North Chapter
MA, Massachusetts Chapter
MB, Manitoba Chapter
MD, Maryland Chapter
MI, Greater Detroit Chapter
MO, Mid-America Chapter
MO, St. Louis Regional Chapter
MX, Monterrey Chapter
NC, Western Chapter
NE, Nebraska Chapter
NH, Northern New England Chapter
NJ, New Jersey Chapter
NJ, Southern New Jersey Chapter
NM, New Mexico Chapter
NY, Central Chapter
NY, Genesee Valley Chapter
NY, Hudson-Mohawk Chapter
NY, Long Island Chapter
NY, Mid-Hudson Valley Chapter
NY, New York City
NY, Western Chapter
OH, Greater Cleveland Chapter

OH, Greater Dayton Region Chapter
OH, Northwest Chapter
OK, Eastern Oklahoma Chapter
OK, Oklahoma Chapter
ON, Greater Toronto Chapter
ON, South Eastern Ontario
PA, Berks Regional Chapter
PA, Central Chapter
PA, Greater Philadelphia Chapter
PA, Northeast Chapter
PA, Western Chapter
QC, Quebec Chapter
SC, Central Carolina Chapter
SC, Lowcountry Chapter
SK, Regina Chapter
TX, Fort Worth Metro Chapter
TX, Greater Austin Chapter
TX, Greater Dallas Chapter
TX, Greater Houston Chapter
TX, Lubbock Area Chapter
TX, San Antonio Chapter
VA, Central Chapter
VA, Shenandoah Chapter
WA, Advancement Northwest Chapter
WA, South Sound Chapter
WI, Upper Mississippi Valley Chapter

2017 FRIENDS OF DIVERSITY CHAPTERS

The Friends of Diversity Designation recognizes those chapters who have accomplished many of the key objectives outlined in the advancing diversity strategic goal. This designation encourages chapters to perform specific activities designed to increase diversity within fundraising and public awareness of the importance of philanthropy in all cultures.

- AB, Calgary & Area Chapter
- AB, Edmonton & Area Chapter
- AK, Alaska Chapter
- AL, Alabama Chapter
- AL, North Chapter
- AR, Arkansas Chapter
- AR, Northwest Chapter
- AZ, Greater Arizona Chapter
- AZ, Southern Chapter
- BC, Vancouver Chapter
- BC, Vancouver Island Chapter
- CA, Golden Gate Chapter
- CA, Greater Los Angeles Chapter
- CA, Greater San Fernando Valley Chapter
- CA, Inland Empire Chapter
- CA, Orange County Chapter
- CA, San Diego Chapter
- CA, Santa Barbara/Ventura Counties Chapter
- CA, Silicon Valley Chapter
- CA, Yosemite Chapter
- CO, Colorado Chapter
- DC, Washington DC Metro Area Chapter
- FL, Central Chapter
- FL, First Coast Chapter
- FL, Indian River Chapter
- FL, Nature Coast
- FL, Palm Beach County Chapter
- FL, Space Coast Chapter
- FL, Suncoast Chapter
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- IL, Chicago Chapter
- IL, East Central Chapter
- IL, Rockford Area Chapter
- KY, Greater Louisville Chapter
- LA, Baton Rouge Chapter
- LA, Greater New Orleans Chapter
- LA, North Chapter
- MA, Massachusetts Chapter
- MA, Western Chapter
- MB, Manitoba Chapter
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- MI, Greater Detroit Chapter
- MI, West Michigan Chapter
- MN, Minnesota Chapter
- MO, Mid-America Chapter
- MO, St. Louis Regional Chapter
- NC, Triad Chapter
- NJ, New Jersey Chapter
- NJ, Southern Chapter
- NM, New Mexico Chapter
- NY, Genesee Valley Chapter
- OH, Central Chapter
- OH, Cincinnati Chapter
- OH, Greater Cleveland Chapter
- OH, Greater Dayton Region Chapter
- OH, Mahoning-Shenango Chapter
- OH, Northeast Ohio Chapter
- OH, Northwest Chapter
- OK, Eastern Oklahoma Chapter
- ON, Greater Toronto Chapter
- ON, Ottawa Chapter
- PA, Berks Regional Chapter
- PA, Eastern Chapter
- PA, Greater Philadelphia Chapter

PA, Western Chapter
QC, Quebec Chapter
SC, Lowcountry Chapter
SC, Piedmont Chapter
SK, Saskatoon Chapter
TX, East Chapter
TX, Fort Worth Metro Chapter
TX, Greater Austin Chapter

TX, Greater Dallas Chapter
TX, Lubbock Area Chapter
TX, Texas Plains Chapter
VA, Hampton Roads Chapter
VA, Shenandoah Chapter
WA, Advancement Northwest Chapter
WI, Greater Madison Chapter
WI, Southeastern Wisconsin Chapter

AFP FOUNDATION FOR PHILANTHROPY–U.S.




Brian Bonde

In my first year as chair of the AFP Foundation for Philanthropy–U.S. we accomplished a lot. Lori Gusdorf, CAE joined the Foundation staff as the new executive vice president after her long career with AFP as the vice president of membership and chapter services. With her intimate knowledge about AFP, our members and chapters we were able to make great strides in putting a new committee structure into place using our talented Fundraising Board. Committees concentrated on raising funds for BE the CAUSE, Chamberlain Scholarships, Diversity Scholarships, Leadership Academy and stewarding our donors.

The Foundation put itself back on track with a positive bottom line in 2017 and provided many forms of impact for the fundraising profession. Some of the highlights and milestones of the Foundation’s 2017 work included:

- **Making Educational Opportunities Available:** For the 2017 AFP International Fundraising Conference in San Francisco, the Foundation provided 114 Chamberlain Scholarships (for first-time attendees), 18 Diverse Community Scholarships and 12 Collegiate Scholarships, giving scholars the opportunity to engage with thousands of fundraisers at the largest fundraising conference in the world. The Foundation also granted 11 Leadership Scholarships for members to attend the 2017 Leadership Academy in Cincinnati, Ohio.
- **Supporting AFP Chapters:** The Foundation distributed \$69,500 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.
- **Leadership Development:** The AFP Leadership Academy in Cincinnati, Ohio, was sponsored by the AFP Foundation for Philanthropy for the second year. The Foundation is proud to provide this important educational opportunity for our chapter leaders and fundraising professionals on their leadership development.
- **Research:** The Skystone Partners Research Prize was awarded to Dr. Lilya Wagner, for her book, *Diversity and Philanthropy: Expanding the Circle of Giving*.
- **Ethics:** A complimentary webinar: “Accepting Gifts from Pablo Escobar and Other Ethical Dilemmas” was funded through the Claudia A. Looney, CFRE Fund for Ethics in Fundraising.
- **Best Practices:** The Growth in Giving initiative, which creates measurement tools as part of the Fundraising Effectiveness Project, moved to the Foundation’s portfolio. This collaborative research team is providing important information for the sector on a quarterly basis.



As the Foundation provided important resources for the fundraising profession, the strategic need for leadership development for the fundraising profession rose to the top of our priorities. Ensuring that we have qualified fundraising professionals to move into senior positions within the nonprofit sector over the next decade as baby boomers retire is a key strategy that AFP and the AFP Foundation for Philanthropy will concentrate on in the coming years.

Thank you very much to the AFP Foundation for Philanthropy's donors. Your commitment to the fundraising profession and the sector is very much appreciated.

Brian Bonde, ACFRE

Chair

AFP Foundation for Philanthropy–U.S.

AFP FOUNDATION FOR PHILANTHROPY— CANADA



Leah Eustace

The AFP Foundation for Philanthropy—Canada in 2018 is proud of the many achievements and impact made possible through the support of our donors. The Foundation is proud of AFP’s growth in Canada with the creation of the new AFP Canada Board who will be an important partner and collaborator of the Foundation’s work.

There are many remarkable stories of the Foundation doing what it was created to do: supporting the advancement of the fundraising profession, and helping each member reach his or her own true potential. For us, some of the highlights of the year were:

- **Supporting Local Initiatives:** The Foundation granted more than \$41,000 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.
- **Making Education Opportunities Available:** Thirty-one individuals were able to attend high-quality educational events, including the AFP International Fundraising Conference, AFP Toronto Congress, AFP Leadership Academy, and local/regional gatherings, through \$23,961 in scholarships granted by the Foundation through the National Scholarship Program, James Julien Scholarship and Mo Davies Bursary Fund.
- **Advancing Fundraising Knowledge:** *The Disrupters’ Panel: Breaking Barriers, Smashing Ceilings, and Changing Minds through Effective Leadership* livestream was held at the Toronto Congress with the Foundation’s support.
- **Promoting Diversity and Inclusion:** Fellows have mentors, work on projects and write blogs on their experiences and perspectives on fundraising and inclusion. See www.afpinclusivegiving.ca for more information.
- **Research for the Fundraising Profession:** The fourth iteration of “What Canadian Donors Want” data collection was done at the end of 2017 in conjunction with IPSOS.

On July 1, 2017, Roger Ali, MBA, CFRE took the reigns as chair of the Canada Foundation. He has two overarching goals that he identified for his tenure.

1. Strengthen communications with chapter leaders by providing information in a measured and integrated way. With more engagement with the chapters, it will build a supportive network for the Foundation.
2. Develop an integrated fundraising plan that includes the Every Member Campaign, and our major gifts work. It also must include a stewardship component.

At the same time, on June 30, 2017, Leah Eustace, ACFRE completed her two-year term as Board Chair. Under her leadership the Fellowship in Inclusion and Philanthropy Program graduated 61 Fellows over the two years of the program. This program was funded by a grant from the Ontario Ministry of Citizenship, Immigration and International Trade. While many other accomplishments like the ones described above occurred during her leadership, her passion for diversity and inclusion is something to be commended as she has worked diligently in this area on behalf of the Canada Foundation Board since 2011.

Leah Eustace, ACFRE

Immediate Past Chair

AFP Foundation for Philanthropy–Canada

Roger Ali, CFRE

Chair

AFP Foundation for Philanthropy–Canada

AFP FOUNDATION FOR PHILANTHROPY– MEXICO



Carlos Madrid

The AFP Foundation for Philanthropy–Mexico is continuing to make impact for the fundraising and philanthropic sector.

2017 was our second full year of operation, and it has been a year of rewarding partnerships. We received a second generous grant from IBM De México Comercialización Y Servicios, S De R.L. De C.V, which produced two Spanish language webinars on “How to Cultivate Donors” and “Creating Your Development Office”, as well as translation of the book, *Empowering Your Board*, by Marcy Heim. We are grateful to IBM for our continued partnership.

The Foundation also partnered with the Junta de Asistencia Privada of Mexico City in completing the print of the *Empowering Your Board* by Marcy Heim so that the Spanish version of the book could be distributed to fundraising professionals through the Junta’s network. The AFP Mexico Foundation was a sponsor of the Cumbre Iberoamericana 2017 in Mexico City with 450 attendees where Marcy Heim was a keynote speaker.

The 2nd National Encounter of Mexican Chapters was held in Monterrey, Mexico, on March 10-11, 2017. The Chapters partnered with Tec de Monterrey in sponsoring the event with 140 attendees. Jason Lee, Esq., AFP Interim President and CEO, was a keynote speaker at the event.

In addition, the Foundation also continues to work with INDESOL, a Mexican governmental agency, to provide fundraising education and AFP scholarships to small nonprofits across the country. Most importantly, the Foundation is working with INDESOL to develop an organizational code of ethics for all Mexican charities.

The Board would like to thank all of our donors who have supported the Foundation through their gifts of time, money and commitment. Your engagement is what makes our work possible. We look forward to working with you well into the future as we further build the story of the AFP Foundation for Philanthropy–Mexico and its impact upon our country’s fundraising.

Carlos L. Madrid Varela

Chair

AFP Foundation for Philanthropy–Mexico

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Chapter Grouping I:

- Overall Giving: CA, San Luis Obispo Chapter (\$1,922)
- Participation: FL, Nature Coast Chapter (52.38%)
- Increased Participation: ON, Central Chapter (27% Increase)
- Chapter Impact Campaign: CA, Greater San Fernando Valley Chapter (\$750)

Chapter Grouping II:

- Overall Giving: TX, Permian Basin Chapter (\$5,860)
- Participation: TN, Southeastern Chapter (59.26%)
- Increased Participation: IL, Central Chapter (22.24% Increase)
- Chapter Impact Campaign: CA, Desert Communities Chapter (\$1,450)

Chapter Grouping III:

- Overall Giving: MB, Manitoba Chapter (\$9,880)
- Participation: AL, Alabama Chapter (41.09%)
- Increased Participation: ON, Golden Horseshoe Chapter (13% Increase)
- Chapter Impact Campaign: AK, Alaska Chapter (\$2,500), OH, Northwest Chapter (\$2,500), Oregon & SW Washington Chapter (\$2,500)

Chapter Grouping IV:

- Overall Giving: AB, Calgary & Area Chapter (\$18,690)
- Participation: AB, Calgary & Area Chapter (23%)
- Increased Participation: CA, San Diego Chapter (4.37% Increase)
- Chapter Impact Campaign: OH, Greater Cincinnati Chapter (\$10,000)

Chapter Grouping V:

- Overall Giving: ON, Toronto Chapter (\$46,920)
- Participation: ON, Toronto Chapter (25%)
- Increased Participation: GA, Atlanta Chapter (6.08% Increase)
- Chapter Impact Campaign: NJ, New Jersey (\$10,000)

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Each year, the AFP Foundations are privileged to support a variety of scholarship programs to help fundraisers attend the AFP International Fundraising Congress. 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.

One such program is the Chamberlain Scholars program. This program provides the opportunity for a first-time attendee from each AFP chapter to attend the International Conference on Fundraising. These scholarships are funded by contributions to the BE the CAUSE Campaign and through a planned gift from Ralph E. Chamberlain, CFRE, a deeply committed philanthropist and AFP volunteer who began his distinguished career in 1960.

In addition, the Foundations also support the Diverse Communities in Fundraising Scholarship Program, as well as the Collegiate Scholarships Program, for new fundraisers in our collegiate chapters.

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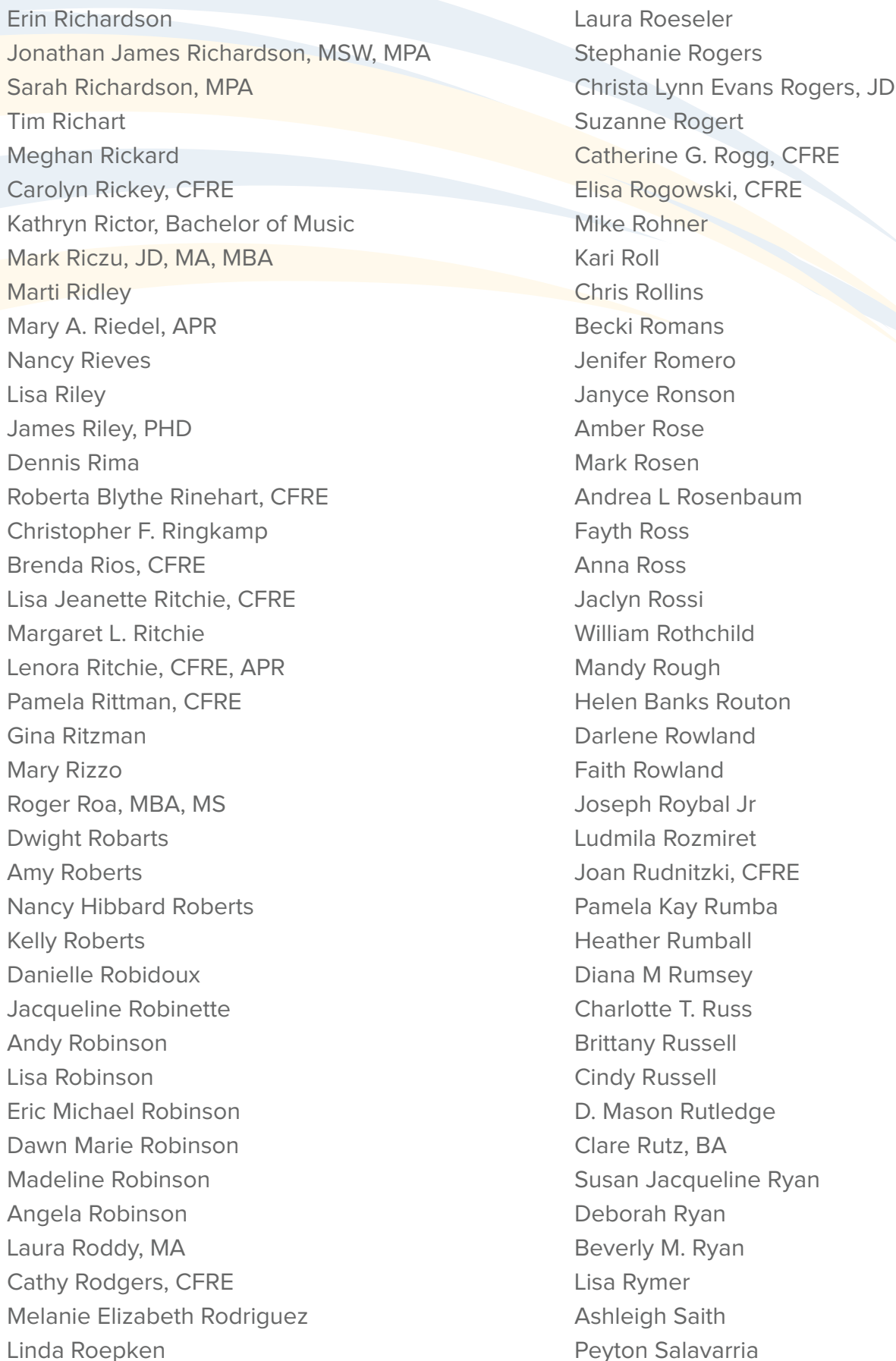
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Melissa Adell Woodard
David Allan Woodruff, MBA, MS
Katelyn Marie Woods
Trudy Woodson
Alison Woody
Alice M. Wright
Erica Wright
Jason S. Wright, CFRE
Latonya Wright
Dr. Nathaniel Wright
Anne R. Wunsch, CFRE
Lynn Wyant, CFRE
Libby Wyatt
Becky Wych
Kathy Kerr Wylam
Ken Wyman, CFRE
James W Wynn
Sheree Wysocki, MS, BS
Kellie Yackley
Tessie Yanez
Joell Yarmel
Catherine Marie Yates
Camille S. Yates
Kitty Yerkes
Tarik Yetken
Phil York
Charles E. Young
Meg Young, MPA
Darcie Yukimura, CFRE
Matthew P. Zarcufsky, CFRE
Alexa Zarins
Paul Zavinsky
Mark Zawacki, CFRE
Jay Zeager



Elinor S. Zedaker, CFRE

Dennis Zehner

Shirley Zhou

Chris Ziemba, CFRE

Sean Zikman

Katharine Zimmerman, BA

Jessica Zimmerman

Gillian Nileene Zinck

Jane Zoellick

Leslie Zornow

Rob Zuback

Brittany Zuckerman

Julie^c Zumas

Marcy Zunk

Kelly Zwink

^c Denotes membership in the Champions Circle

^λ Denotes membership in the Leadership Society

^Ω Denotes membership in the Omega Circle

ASSOCIATION OF FUNDRAISING PROFESSIONALS AND AFP FOUNDATION FOR PHILANTHROPY

Consolidated Statement of Financial Position

DECEMBER 31, 2017

ASSETS	2017	2016
Cash and cash equivalents	\$4,824,009	\$2,753,891
Investments	994,095	937,710
Accounts Receivable, net	92,529	371,689
Pledges Receivable, net	95,269	185,683
Prepaid Expenses and other	400,059	313,345
Inventory	92,767	108,169
Property, equipment and leasehold improvements, net	753,988	1,562,902
Total Assets	\$7,252,716	\$6,233,389
LIABILITIES AND NET ASSETS	2017	2016
Liabilities:		
Accounts payable and accrued expenses	\$609,422	\$498,809
Deferred revenue	4,528,366	4,264,294
Deferred rent	1,102,616	1,268,054
Total Liabilities	\$6,240,404	\$6,031,157
Net assets (deficit):		
Without donor restrictions, as restated	(219,615)	(971,037)
With donor restrictions, as restated	1,231,927	1,173,269
Total net assets (deficit)	\$1,012,312	\$202,232
Total liabilities and net assets	\$7,252,716	\$6,233,389

ASSOCIATION OF FUNDRAISING PROFESSIONALS AND AFP FOUNDATION FOR PHILANTHROPY

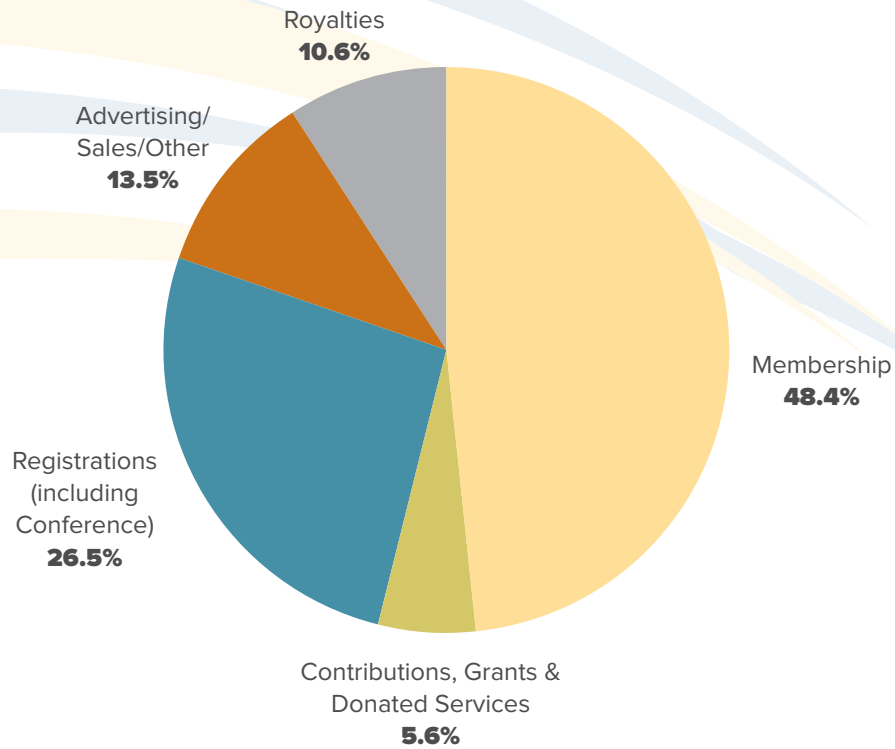
Consolidated Statement of Activities

YEAR ENDED DECEMBER 31, 2017

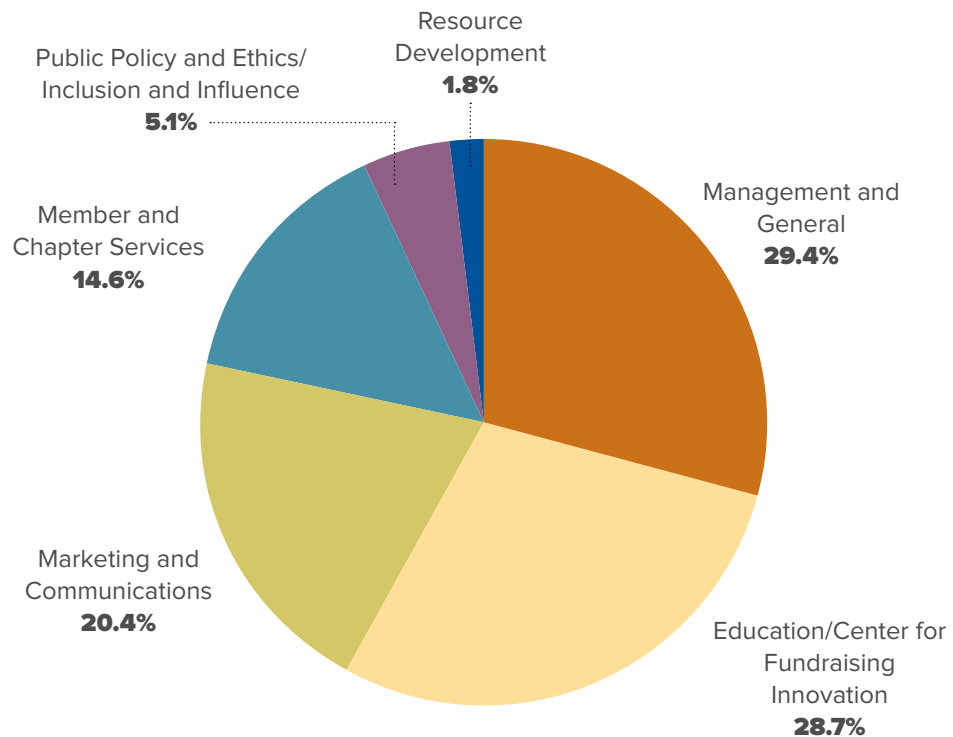
ACTIVITIES WITHOUT DONOR RESTRICTIONS	2017	2016
Revenue and support		
Membership dues	\$5,800,036	\$5,820,400
Registration fees	3,182,691	2,778,309
Royalty income	1,265,921	1,307,860
Advertising and sponsorships	646,017	855,230
Contributions and grants	612,625	581,531
Exhibitor fees	305,785	368,310
Miscellaneous	75,764	108,177
Sales of merchandise	60,000	86,917
Donated services	33,977	66,178
Investment return, net	9,111	6,199
	\$11,991,927	\$11,979,111
Net assets released from restrictions	223,737	218,193
Total Revenues and Support	\$12,215,664	\$12,197,304
Expenses:		
Program services		
Center for fundraising innovation	\$2,821,841	\$2,992,024
Marketing and communications	2,231,226	2,326,352
Member and chapter services	1,599,776	1,895,920
Public policy, advocacy, and ethics	522,077	375,356
Relevant quality education	315,966	305,007
Inclusion and influence	33,619	30,983
Total Program Services	\$7,524,505	\$7,925,642
Supporting services		
Management and general	3,210,219	3,536,551
Resource development	194,228	182,478
Total supporting services	\$3,404,447	\$3,719,029
Total expense	\$10,928,952	\$11,644,671
Change in net assets without donor restrictions	1,286,712	552,633

ACTIVITIES WITH DONOR RESTRICTIONS	2017	2016
Contributions	137,710	173,909
Investment return, net	144,685	35,326
Net assets released from donor restrictions	(223,737)	(218,193)
Change in net assets with donor restrictions	58,658	(8,958)
Change in net assets	\$810,080	\$543,675
Net assets (deficit), beginning of year	202,232	(341,443)
Net assets, end of year	\$1,012,312	\$202,232

2017 CONSOLIDATED INCOME (AUDITED)



2017 CONSOLIDATED EXPENSES (AUDITED)



AFP FOUNDATION FOR PHILANTHROPY—CANADA FOUNDATION DE PHILANTHROPIE AFP—CANADA

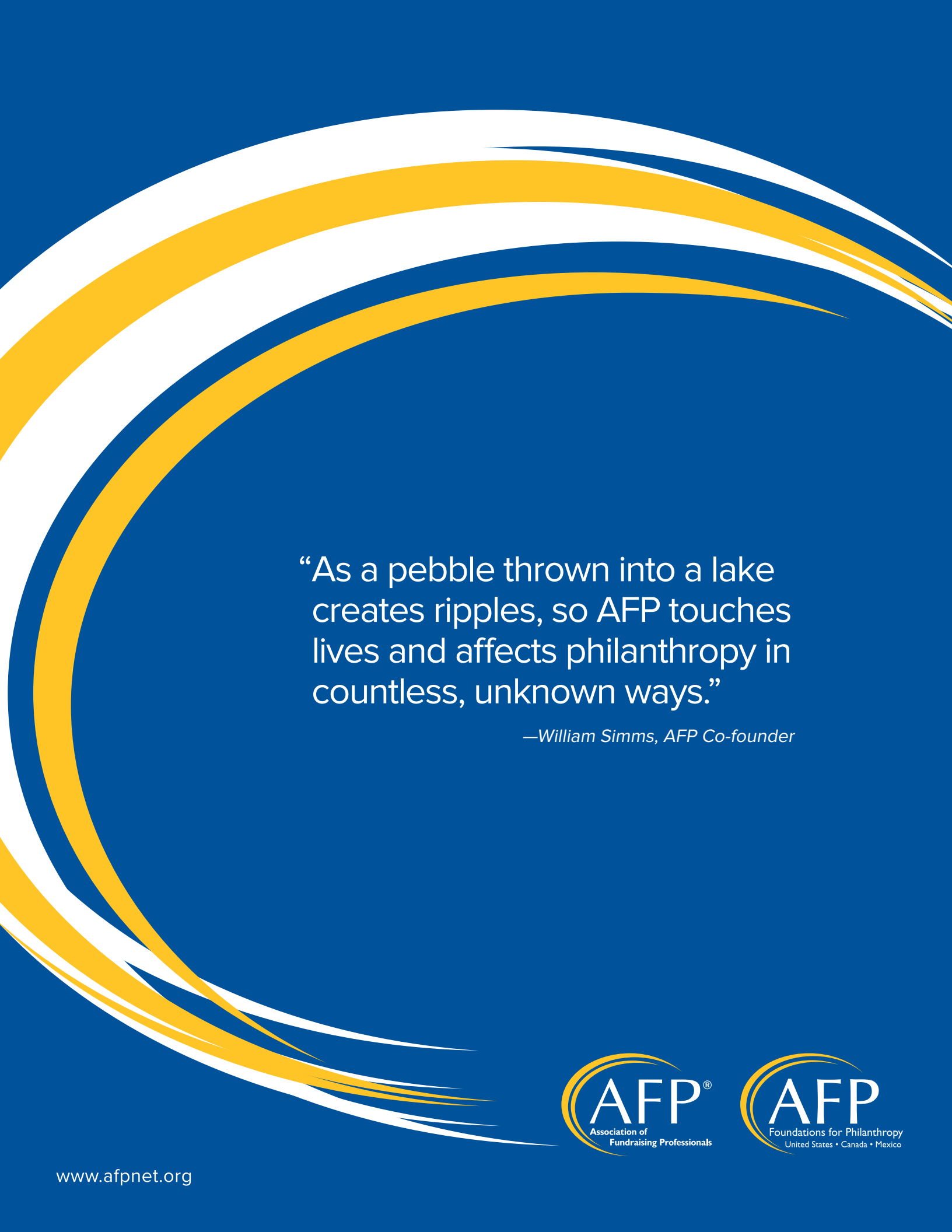
AUDITED STATEMENT OF REVENUE AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2017	2016
REVENUE					
Donations					
Designated	\$91,405	\$50	\$7,728	\$99,183	\$110,764
Member	44,621	0	82,467	127,088	127,962
Investment income	0	5,129	17,495	22,624	13,926
Inclusive givings project income	48,577	0	0	48,577	211,796
TOTAL REVENUE	184,603	5,179	107,690	297,472	464,448
EXPENSES					
Programs					
Regional designated allocations	58,594	0	0	58,594	58,248
National designated allocations	87,384	1,425	3,576	92,385	55,564
Inclusive giving project	48,577	0	0	48,577	211,796
Translation	1,062	0	0	1,062	5,737
Program support	29,687	0	0	29,687	28,528
	225,304	1,425	3,576	230,305	359,873
Administration and fundraising					
Administrative support	75	0	5,589	5,664	8,201
Bank and credit card fees	0	0	9,088	9,376	7,003
Donor recognition	0	0	476	476	1,726
Every Member Campaign	0	0	314	314	1,641
Fundraising consulting support	0	0	23,759	23,759	16,510
Meeting expenses	0	0	1,993	1,993	1,895
Office supplies	0	0	669	669	280
Postage and Courier	0	0	1,568	1,568	1,263
Printing and reproduction	0	0	1,419	1,419	475
Professional fees	0	0	40,272	40,272	40,326
Telephone and fax	0	0	2,553	2,553	2,396
Travel	0	0	8,459	8,459	7,150
Miscellaneous	0	0	246	246	20
Website	0	0	113	113	2,737
	75	288	96,518	96,881	91,623
TOTAL EXPENSES	225,379	1,713	100,094	327,186	451,496
NET REVENUE FOR THE YEAR	\$(40,776)	3,466	\$7,596	\$(29,714)	\$12,952

AFP FOUNDATION FOR PHILANTHROPY—CANADA FOUNDATION DE PHILANTHROPIE AFP—CANADA

AUDITED STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2017

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2017	2016
Balance, beginning of the year	\$213,761	\$51,195	\$50,087	\$315,043	302,091
Net revenue for the year	(40,776)	3,466	7,596	(29,714)	12,952
Transferred	49,264	0	(49,264)	0	0
Balance, end of the year	\$222,249	\$54,661	\$8,419	\$293,748	\$315,043



“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

