2023 ANNUAL REPORT

ASSOCIATION OF FUNDRAISING PROFESSIONALS

AND

ASSOCIATION OF FUNDRAISING PROFESSIONALS FOUNDATIONS FOR PHILANTHROPY

www.afpglobal.org
In June 2023, AFP Global started its process of developing a strategic plan for 2025 and beyond. We see this as an opportunity to review our current strategic plan, evaluate our progress, and establish priorities that support the needs of the fundraising community. The new plan will continue our commitment to IDEA (inclusion, diversity, equity, and access) in all our efforts. In conjunction with this strategic planning process, we will review our entire governance ecosystem to ensure that our current structures and processes are in line with best practices and the needs of our members. Our goal is to build on the rich history of success AFP has had with volunteer engagement and make improvements based on the lessons learned and challenges faced over the last few years. We are especially passionate about preserving and advancing our commitment to IDEA and ensuring intentional efforts to create and maintain environments that are welcoming, fair, and supportive for everyone.

In August 2023, the first cohort of the Leadership Institute completed a week-long learning experience. The Leadership Institute was developed to address the growing shortage of qualified fundraising leaders to head nonprofit organizations into the future. The evaluations were incredibly positive, and it is evident that the programming fills a void for fundraising professionals that will enable them to help their nonprofit organizations be better managed, governed, and led.

AFP Global is working to help fundraisers identify and address challenges impacting the fundraising profession and overall nonprofit sector. Donor preferences, the digital landscape, and desire for transparency are evolving so professionals must also evolve and AFP Global is here to help. We must ensure high ethical standards across the sector. Donor information is accessible in so many ways. The volume of information we have at our fingertips requires us to be diligent in the way we handle those details.
Beyond the tactical steps we take to support our members, AFP Global must remain nimble and relevant, which can be achieved through:

- **Member engagement:** Fostering a dynamic culture where feedback is not only welcomed but actively sought.

- **Strategic partnerships and collaborations:** Rather than pursuing mergers, AFP will strategically focus on forming partnerships and collaborations. By doing so, we can harness the collective resources, knowledge, and expertise of like-minded organizations.

- **Thought leadership:** To solidify our standing as a thought leader, AFP will actively produce and share cutting-edge research, articles, reports, and white papers. We should aim to be the go-to source for insightful and forward-thinking content within the fundraising sector.

- **Seamlessly integrate the principles of IDEA:** AFP will become a trailblazer in championing diversity, setting the standard for inclusive practices across all facets of our operations and will be a staunch ally for every professional fundraiser, recognizing the vast landscape of nonprofit organizations.

According to the IRS there are 1.5 million nonprofits in the US. I hope we grow to have a representative from each of those organizations as a member so that AFP Global can support them in their journey to become an expert fundraiser and underscore the importance of high ethical standards. We will get there by listening to our members and maintain their engagement and satisfaction with the association.

I look forward to our path ahead!
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MESSAGE FROM JENNIFER JOHNSTONE
AFP CANADA BOARD CHAIR 2023–2024

I am humbled by the opportunity to serve our members and our philanthropic sector as the chair of the AFP Canada Board of Directors. During challenging times, it is about finding or, perhaps more truly, making the time to support each other and to work collaboratively. The members, board, volunteers and staff are working together to provide impactful programs for our sector.

AFP Canada was created to bring a Canadian perspective to AFP’s government relations and communications as well as to focus on priorities such as Truth and Reconciliation. We have worked to build an inclusive board of directors where all our members share not only a sense of belonging but are deeply engaged in changing the way that we work together to have the greatest positive impact on our sector possible.

A few key accomplishments from the past year are:

- In response to the confirmation of a vast number of unmarked burial sites on the grounds of Indian residential schools through the spring and summer of 2021, AFP struck a working group to determine what AFP had in its power to do to begin to address the generational trauma suffered by Indigenous people and how to start the process of decolonizing the profession. Over the course of several months, the working group identified actions to be taken that will result in meaningful progress towards decolonizing our profession and began implementation this year.

- A new career-track fundraising initiative for Indigenous students across the country, a program developed by The New School of Fundraising and Indspire and supported by AFP Canada had its first cohort of graduates.

- The Narrative for Canadian Fundraising was originally published in 2019 and received updates in 2022 with new data points, resources, and Canadian-specific examples to further contextualize and address the myriad of issues fundraisers are currently confronting. The Narrative was part of the session line up at AFP ICON in New Orleans in April 2023.

- The AFP in Canada Leadership retreat was hosted in St. John’s, NL.
• AFP Canada advocated for a secretariat, and changes to proposed trusts and AMT policies through meetings with government officials, including then-Parliamentary Secretary Saks and diverse sector representatives, as well as through various report submissions to government. This work also included providing valuable resources to help our members raise our profile before government. AFP Canada published updates and additional information on the need for a dedicated entity, a secretariat for the charitable sector, in government.

• Created media tools for members and responded to media coverage about the fundraising profession.

The sector is evolving and as a profession, our priority should be to establish a robust leadership pipeline that can effectively fill vacant leadership positions. Our recruitment and training opportunities should ensure diverse and representative professionals are ready to move into positions of leadership.

This has been a busy and productive year and I look forward to continuing to serve all our members and supporters and the incredible work being done in charitable organizations in communities across these lands known as Canada.
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MESSAGE FROM MIKE GEIGER, MBA, CPA
AFP PRESIDENT AND CEO

As I reflect on 2023, I am filled with gratitude for the unwavering support and dedication that our members, donors, volunteers, sponsors, and partners, have shown. Your commitment has enabled us to make significant progress this past year on behalf of the impact profession, particularly in the areas of inclusion, diversity, equity, and access (IDEA), ethics, and leadership development.

We have worked hard this year to live our IDEA principles, acknowledging where we could have done better, and committing to continuous improvement for the future. In April, we hired a full-time staff member, Othalene Lawrence, M.S., CDE, for the newly created position of “Head of IDEA”. Othalene, alongside our board chair, Birgit Smith Burton, has helped us keep IDEA top of mind, and incorporated into all of our efforts throughout the organization, so we can make AFP a community where all fundraisers can find belonging.

To this end, this year there has also been a renewed focus on improving AFP’s policies, standards, and procedures to provide clear guidance on fundraising ethics, as well as member behavior. In December, changes to the AFP Code of Ethical Standards were approved by the AFP Global Board of Directors. Additionally, a task force was created to review the implementation and enforcement of AFP’s Member Code of Conduct. These updates are intended to promote accountability and inclusivity in the fundraising profession and provide all members with an equitable path to resolution when they encounter unacceptable behavior.

Once again, thank you to our AFP community for all of the work that has gone into our governance updates. The feedback provided through member surveys and focus groups was essential to ensuring that our new codes are reflective of our entire community’s lived and learned experiences.

Finally, one constant for AFP every year is the development of high-quality education. In addition to hosting two in-person conferences, AFP ICON and AFP LEAD, our professional development team, with the help of numerous volunteers, put together a lineup of more than 70 webinars and 20 AFP Deep Dives, covering some of the most pressing topics in fundraising today.

To complement our fundraising programming, in 2023 we also expanded our focus on leadership development with a new educational opportunity, AFP’s Leadership Institute. This in-person cohort program provides attendees with valuable leadership training, as well as a network of peers who can provide support well beyond the week-long course. I’m thrilled to say that we were able to host two Leadership Institute cohorts in 2023, with more planned for the spring and fall of 2024.

As fundraisers, you accomplish amazing things every day on behalf of the communities you serve, and it is our privilege as your member organization, to help you reach those goals by supporting your incredible work. All of us at AFP look forward to another year of ethical, effective, and inclusive fundraising in 2024 and beyond and we thank you again for your continuing support!

As always, please don’t hesitate to reach me via email at Mike.Geiger@afpglobal.org or on X at @AFPMikeGeiger.
# THANK YOU TO OUR SPONSORS

*AFP thanks all of our sponsors and partners who supported the work of the association in 2023, helping us advance ethical and effective fundraising.*

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- Mission CRM

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2023 TEN STAR GOLD CHAPTERS

The Chapter Ten Star & Ten Star Gold awards honor those chapters who have accomplished many of the key objectives outlined in the Strategic Plan. Ten Star Gold requires the completion of 8 additional goals. Both awards encourage chapters to perform specific activities designed to increase professionalism within fundraising and public awareness of the importance of philanthropy.

AFP AL, Alabama Chapter
AFP AR, Arkansas Chapter
AFP AR, Northwest Chapter
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AFP AZ, Southern Chapter
AFP BC, Greater Vancouver Chapter
AFP CA, Capital Chapter
AFP CA, Desert Communities Chapter
AFP CA, Golden Gate Chapter
AFP CA, Greater Los Angeles Chapter
AFP CA, Monterey Bay Chapter
AFP CA, Orange County Chapter
AFP CA, San Diego Chapter
AFP CA, Silicon Valley Chapter
AFP CA, Yosemite Chapter
AFP CT, Fairfield County Chapter
AFP FL, First Coast Chapter
AFP FL, Indian River Chapter
AFP FL, Miami Chapter
AFP FL, Tampa Bay Chapter
AFP FL, Treasure Coast Chapter
AFP GA, Atlanta Chapter
AFP HI, Aloha Chapter
AFP IA, Eastern Chapter
AFP IA, Greater Tri-State Chapter
AFP IL, Chicago Chapter
AFP IN, Indiana Northeast Chapter
AFP KY, Greater Louisville Chapter
AFP LA, Baton Rouge Chapter
AFP LA, Greater New Orleans Chapter
AFP MB, Manitoba Chapter
AFP MD, Western Maryland Chapter
AFP MI, Greater Detroit Chapter
AFP MN, Southern Minnesota Chapter
AFP MO, Greater Kansas City Chapter
AFP MO, St. Louis Regional Chapter
AFP NC, Charlotte Chapter
AFP NC, Triad Chapter
AFP NF, Newfoundland and Labrador Chapter
AFP NJ, New Jersey Chapter
AFP NJ, Southern Chapter
AFP NV, Las Vegas Chapter
AFP NV, Sierra Chapter
AFP NY, Hudson-Mohawk Chapter
AFP NY, Western Chapter
AFP OH, Central Chapter
AFP OH, Cincinnati Chapter
AFP OH, Greater Cleveland Chapter
AFP OH, Greater Dayton Region Chapter
AFP OH, Greater Springfield Chapter
AFP OH, Northwest Chapter
AFP PA, Berks Regional Chapter
AFP PA, Greater Philadelphia Chapter
AFP PA, Northwestern Chapter
AFP QC, Quebec Chapter
AFP SC, Lowcountry Chapter
AFP SC, Piedmont Chapter
AFP SD, South Dakota Chapter
AFP SK, South Saskatchewan Chapter
AFP TN, Great Smoky Mountain Chapter
AFP TN, Memphis Chapter
AFP TN, Nashville Chapter
AFP TX, Central Chapter

AFP TX, Fort Worth Metro Chapter
AFP TX, Greater Austin Chapter
AFP TX, Greater Dallas Chapter
AFP TX, Greater Houston Chapter
AFP TX, Texas Plains Chapter
AFP VA, Hampton Roads Chapter
AFP WA, South Sound Chapter
AFP WI, Greater Madison Chapter
AFP WI, Southeastern Wisconsin Chapter
AFP WI, Upper Mississippi Valley Chapter
2023 AFP TEN STAR CHAPTERS

AFP AB, Calgary & Area Chapter
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  AFP CA, Greater San Fernando Valley Chapter
  AFP CO, Colorado Chapter
  AFP CO, Southern Chapter
  AFP CT, Connecticut Chapter
  AFP DC, Washington DC Metro Area Chapter
  AFP DE, Brandywine Chapter
  AFP FL, Central Chapter
  AFP FL, Palm Beach County Chapter
  AFP FL, Southwest Chapter
  AFP FL, Volusia/Flagler Chapter
  AFP IA, Central Chapter
  AFP IL, Central Chapter
  AFP IL, Rockford Area Chapter
  AFP IN, Indiana Chapter
  AFP KS, Kansas Heartland Chapter
  AFP KY, Bluegrass Chapter
  AFP LA, North Chapter
  AFP MA, Massachusetts Chapter
  AFP MD, Maryland Chapter
  AFP MI, Capital Area Chapter
  AFP MI, West Michigan Chapter
  AFP MN, Minnesota Chapter
  AFP NC, Western Chapter
  AFP NE, Nebraska Chapter
  AFP NH, Northern New England
  AFP NY, Central Chapter
  AFP NY, Genesee Valley Chapter
  AFP NY, Greater Hudson Valley Chapter
  AFP NY, Long Island
  AFP NY, New York City Chapter
  AFP OH, Mahoning-Shenango Chapter
  AFP OK, Oklahoma Chapter
  AFP ON, Canada South Chapter
  AFP ON, Central Ontario Chapter
  AFP ON, Golden Horseshoe Chapter
  AFP ON, Ottawa Chapter
  AFP ON, South Eastern Ontario
  AFP PA, Northeastern Chapter
  AFP PA, Western Chapter
  AFP TX, Coastal Bend Chapter
  AFP Utah Chapter
  AFP VA, Shenandoah Chapter
  AFP VA, Tri-State Chapter
  AFP WI, Northeast Chapter
2023 IDEA CHAMPION CHAPTERS

The IDEA Champion 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.

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  AFP AK, Alaska Chapter
  AFP AL, Alabama Chapter
  AFP AR, Arkansas Chapter
  AFP AR, Northwest Chapter
  AFP AZ, Greater Arizona Chapter
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  AFP NJ, New Jersey Chapter
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AFP NV, Las Vegas Chapter
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AFP NY, Central Chapter
AFP NY, Genesee Valley Chapter
AFP NY, Greater Hudson Valley Chapter
AFP NY, Hudson-Mohawk Chapter
AFP NY, New York City Chapter
AFP NY, Western Chapter
AFP OH, Central Chapter
AFP OH, Cincinnati Chapter
AFP OH, Greater Cleveland Chapter
AFP OH, Greater Dayton Region Chapter
AFP OH, Greater Springfield Chapter
AFP OH, Mahoning-Shenango Chapter
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AFP OH, Northwest Chapter
AFP ON, Canada South Chapter
AFP ON, Central Ontario Chapter
AFP ON, London & Region Chapter
AFP ON, Ottawa Chapter
AFP ON, South Eastern Ontario
AFP OR, Oregon & SW
Washington Chapter

AFP PA, Berks Regional Chapter
AFP PA, Greater Philadelphia Chapter
AFP PA, Northwestern Chapter
AFP PA, Western Chapter
AFP QC, Quebec Chapter
AFP SC, Lowcountry Chapter
AFP SC, Piedmont Chapter
AFP SD, South Dakota Chapter
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AFP TX, Greater Dallas Chapter
AFP TX, Greater Houston Chapter
AFP TX, Texas Plains Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Tri-State Chapter
AFP WA, South Sound Chapter
AFP WI, Greater Madison Chapter
AFP WI, Southeastern Wisconsin Chapter
AFP WI, Upper Mississippi Valley Chapter
AFP FOUNDATION FOR PHILANTHROPY–U.S.

The AFP U.S. Foundation for Philanthropy is making impact across the sector. Thanks to dedicated donors and volunteers throughout the country, we are advancing many of the goals we set out in our most recent strategic plan. I am so grateful to everyone whose work and support has furthered our mission.

This is year two of our strategic plan which outlines goals to strengthen and increase the revenue pipeline, create a structure and governance model to accelerate our organization's mission and impact, and enhance and refine the process to identify and address the sector’s next big issue. Addressing these issues will expand our effectiveness to serve the entire sector while we continue to implement programs essential to our mission.

In 2023, the Leadership Institute fully launched with two cohorts that included a total of 41 professionals from across the US. Two more cohorts are planned for 2024. Participants agree that attending the Leadership Institute has been a transformational experience. While it is incredibly exciting to see the culmination of many years work, we cannot pause, and we must look forward. The foundation is formalizing the process to identify the next big issue facing the sector and utilizing scholarly research to inform our path. We must ensure our programs address the needs of fundraising professionals across the sector. We need to stay relevant and nimble to understand and support new professionals entering the field and retain key leaders to ensure our sector has leaders ready to lead organizations to face the grand challenges of the future.

We continued to support the association through scholarship programs like the Chamberlain Scholarships, Diverse Communities in Fundraising Scholarships, LEAD Scholarships, and Collegiate Scholarships. In 2023, 75 donors supported the various scholarship programs and helped us provide 247 scholarships in total. These are essential to enabling members improve their education and advance their careers. Moving forward I challenge our membership to increase their support to fund even more scholarships. In 2023, less than half of the applications for one of our Diversity Scholarships was funded. Based on reports about the future of the sector and the significant need for diverse leaders, my hope is that no Diversity Scholar’s request goes unfilled because of lack of funding in the future.

Underpinning all our work in the foundation is the support of evidence-based research about fundraising and philanthropy that will provide essential information around issues important to professional fundraisers and the organizations they serve. Just this year, we received a significant grant from a new donor to expand our research program and translate the research into action steps that can be used by professionals on the job. This is important for several reasons: first AFP is recognized as the leader in the field of philanthropy, our programs and methodology are impactful to the sector; second, to enable fundraisers to accomplish more and further their organizations’ missions, they need the insights and information that can only be provided by thoughtful and in-depth research. Such work can only be accomplished on a broad scale, initiated by organizations like the AFP Foundation for Philanthropy. We are leading the way in the nonprofit sector.

The work we are doing together will keep the profession advancing, which will lead to greater impact in our communities and beyond.

Missy Ryan Penland, MPA
AFP U.S. Foundation for Philanthropy Board Chair
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When I began my term in 2023, I identified three priority areas of focus: raising more money, re-tooling the Case for Support and diversifying the board. As sometimes happens, other circumstances arose which required us to be nimble, flexible, and to shift priorities. During 2023, the story of three black fundraisers at the AFP Greater Toronto Chapter who experienced anti-black racism was publicly shared. Their stories, which deeply impacted each of them, also had broad and lasting negative impacts on the fundraising profession, AFP, and on individual professional members. These impacts and the overall role AFP played in allowing these impacts required a significant shift in priorities for the Foundation.

Our donors and AFP members think about AFP as a unified entity. What happened at the AFP Greater Toronto Chapter was seen to apply to all of AFP. Many of our donors stopped, paused, or declined to make a gift as a way of protesting the situation in Toronto and in AFP overall. The Foundation’s Board of Directors decided, during a special meeting in March, that IDEA (Inclusion, Diversity, Equity and Access) was the single most important priority for the Foundation and agreed to solicit and fund projects that offered immediate, mid-, and long-term support for IDEA across the fundraising space.

Work quickly began to secure funding for Canadian-based, sector-grounded IDEA research as well as IDEA related education sessions to be offered during the 2023 AFP in Canada Leadership Retreat held in St. John’s, NF. I am proud to share that the AFP Foundation for Philanthropy – Canada raised the funds needed for Phase 1 of the IDEAA (Inclusion, Diversity, Equity, Access and Anti-Racism) research through a campaign held at the AFP in Canada Leadership Retreat and through significant gift commitments from AFP Global and ViTreo Group. The work on this research will begin in 2024.

As a Foundation, it is and remains our responsibility to continue providing important resources for the fundraising profession throughout Canada. Over the last year, this included:

- Scholarships for 22 fundraising professionals across Canada, totaling almost $18,000, to attend educational programs.
- Funding for the translation into French of new research titled “Assessing the Role of Foundation Grants in Achieving Sustainable Fundraising by Canadian Charities.”
- Grants to AFP Chapters for their mentoring programs.
- Two complimentary webinars: “Spheres of Influence” hosted by the Circle on Philanthropy and “Exploring the Value of Integrating Texting into your Fundraising Strategy” by Stratcom.
- Almost $12,000 in grants to AFP chapters to extend the reach of the Foundation in their local communities through educational programs, scholarships, and National Philanthropy Day®.

I am excited to see the IDEAA audit and sector-grounded research begin, and I am even more excited to work with our board to implement their recommendations. While this project will remain a top priority of the Foundation, we are also hard at work on our core mandate – raising money for the profession in Canada. We are in the middle of a significant revamp of our Every Member Campaign and our Major Gifts Committee has been reconstituted and is actively raising funds to support our initiatives.
At the half-way point of my term, I have three key learnings:

1. AFP in Canada (AFP Canada and the AFP Foundation for Philanthropy – Canada), its Chapters, and its members, are viewed by our membership, our donors, and the public as one entity – what occurs with any of these entities has real impacts on all of the others. Our actions, our communications, and our priorities as individual AFP entities will need to continue to incorporate this view.

2. AFP in Canada has a lot of work to do to modernize our structures, our boards, and our processes. Decolonization, reconciliation, and anti-racism need to increasingly be thought of as verbs. Our IDEAA work will greatly inform the actions we have committed to take.

3. The work of a Chair is to set the tone, to lead but also, to listen and to act. Listening to our board and their sincere desire to focus on IDEAA, to make a public apology, to make bylaw changes, and to consider accelerating bringing lived experience to our slate of Officers has been an honour and a privilege.

After a tumultuous year, I have hope. I have faith. We will continue fostering inclusion and diversity and ensuring that voices critical of our work continue to have a place at our table. We will continue to connect with our donors and raise the funds needed to support professional fundraisers in Canada.

I want to thank our donors whose gifts to the Foundation demonstrate their commitment to the profession and the sector. I want to thank my colleagues and mentors on the AFP Canada Board, the AFP Global Board, the AFP Foundation for Philanthropy – USA Board, and the staff at AFP Global and AFP Canada for their unwavering support and advice. I want to especially single out AFP Global Chair Birgit Smith Burton, AFP Global CEO Mike Geiger, AFP Canada Chair Jennifer Johnstone, AFP Foundation for Philanthropy Chair Missy Ryan Penland, AFP Global Vice President Lori Gusdorf, and AFP Canada Vice President Lisa Davey for their amazing leadership, counsel, and friendship.

Finally, I want to thank the entire AFP Foundation for Philanthropy – Canada Board and especially my Executive Committee, Chair Elect Amanda Fritz, Treasurer Kirstin Ling, Secretary Kyle Tiney, and Past Chair Jane Potentier who have and remain my centres of truth.

Thank you all! It's been a year!
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<table>
<thead>
<tr>
<th>Name</th>
<th>Organization</th>
<th>Location</th>
</tr>
</thead>
<tbody>
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<td>Wellspring Alberta</td>
<td>Edmonton, AB</td>
</tr>
<tr>
<td>Vincent Duckworth, CFRE</td>
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<tr>
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<tr>
<td>Amanda Fritz, CFRE</td>
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<td>Montreal, QC</td>
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<tr>
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<td>Association of Fundraising Professionals</td>
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<tr>
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<td>Princess Margaret Cancer Foundation</td>
<td>Toronto, ON</td>
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<tr>
<td>Jennifer Johnstone</td>
<td>Central City Foundation</td>
<td>Vancouver, BC</td>
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<tr>
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<tr>
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<tr>
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<td>The Elizabeth Fry Society of Greater Vancouver</td>
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<td>Fiona Valverde, CFRE</td>
<td>Canadian Museum of Immigration at Pier 21</td>
<td>Halifax, NS</td>
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<tr>
<td>Teresa Vasilopoulos, CFRE</td>
<td>The Woodgreen Foundation</td>
<td>Toronto, ON</td>
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The AFP Foundation for Philanthropy-Mexico has strengthened its presence in Mexico in 2023 through several strategic activities.

The AFP Mexico Board and Assembly met in Monterrey, Nuevo Leon on May 18–19, 2023. They discussed implementation of the AFP in Mexico Strategic Plan which includes the following key topics:

- Communication Strategy
- Develop key alliances
- Fundraising Strategy
- Education Program
- Membership Growth

AFP has been offering a weekly, Spanish language electronic newsletter since the fall of 2022 that summarizes articles from AFP Daily. Additionally, a part-time person was hired to work on social media content, creating flyers and text for the different social media platforms and to help the chapters with their communication strategies.

The AFP Occidente-Pacifico Chapter organized an Encuentro de Fundraisers in Guadalajara which Birgit Smith Burton attended as a keynote speaker. There were approximately 100 people in attendance and AFP had a presence at this event to promote membership.

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AFP AZ, Northern Chapter
AFP AZ, Southern Chapter
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AFP CT, Connecticut Chapter
AFP HI, Aloha Chapter
AFP IA, Greater Tri-State Chapter
AFP IL, Rockford Area Chapter
AFP IN, Indiana Chapter
AFP IN, Northeast Chapter
AFP MD, Maryland Chapter
AFP MI, West Chapter
AFP MN, Southern Minnesota Chapter
AFP MO, Greater Kansas City Chapter
AFP NC, Charlotte Chapter
AFP NC, Triad Chapter
AFP NH, Northern New England Chapter
AFP TN, Nashville Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Shenandoah Chapter
AFP WI, Southeastern Wisconsin Chapter
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AFP FL, Greater Polk County Chapter
AFP FL, Palm Beach County Chapter
AFP FL, Treasure Coast Chapter
AFP FL, Volusia/Flagler Chapter
AFP IA, Central Chapter
AFP IA, Eastern Chapter
AFP IL, Chicago Chapter
AFP KS, Greater Wichita Chapter
AFP KY, Bluegrass Chapter
AFP LA, Baton Rouge Chapter
AFP LA, North Chapter
AFP MI, Capital Area Chapter
AFP NC, Triangle Chapter
AFP NJ, Southern Chapter
AFP NY, Central Chapter
AFP NY, Greater Hudson Valley Chapter
AFP OH, Greater Springfield Chapter
AFP OH, Mahoning Shenango Chapter
AFP OR, Oregon & SW Washington Chapter
AFP PA, Berks Regional Chapter
AFP PA, Eastern Chapter
AFP PA, Western Chapter
AFP TN, Great Smoky Mount Chapter
AFP TX, Central Chapter
AFP TX, East Chapter
AFP TX, Fort Worth Metro Chapter
AFP TX, Lubbock Area Chapter
AFP TX, Texas Plains Chapter
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Marty Mercado
Lucinda Mercer
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Larry Messing
Daniel Meyers
Meghan Meyerson
Michelle Miatello
W. Aaron Mickens
Lydia Migus
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<thead>
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<th>Name</th>
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<tbody>
<tr>
<td>Carolyn Miho</td>
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<td>Deborah Miller</td>
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<td>Margaret Miller</td>
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<td>Paul Moore, CFRE</td>
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<td>Shelley Moores</td>
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<td>Adrianna O'Donnell</td>
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<td>Pat O'Toole</td>
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<td>Tiffany Paine-Cirrincione</td>
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<td>Mary Panek</td>
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<td>Emily Peck</td>
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<td>Isabel Perez-Doherty</td>
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<td>Arthur Peters</td>
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<td>Steven Petitjean</td>
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<td>Karen Petrucelli, CFRE</td>
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<td>Ellen Phillips</td>
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<td>Jennifer Philpot</td>
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<td>Danielle Pierleoni</td>
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<td>Ester Pike</td>
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<td>Joe Pittman</td>
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<td>Adilene Plancarte</td>
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<td>Ana Plotnicoff</td>
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<td>Kathryn Powell</td>
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<td>Sam Prince</td>
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<td>Vicki Pugh</td>
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<td>Gerianne Puskas</td>
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<td>Richard Quesnel</td>
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<td>Elizabeth Quilter</td>
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<tr>
<td>Kathy Rabon</td>
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Kathy Slaughter
Priscilla Slaughter
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Amy Rowell
Darlene Rowland
Elissa Roy
Amanda Rubin
Rudiger Ruckmann
Ann Rude
Lanceeya Russ
Charlotte Russ
Cindy Russell
David Russell-Jensen
Chris Rutledge
Daniel Ryan
Blair Ryan
Joanne Sabatini
Nikki Sabol
Larry Sackett
Amy Sajko
Leah Sakacs
Beverly Sakauye
Llyas Salahud-Din
Andrea Salazar
Mary Salisbury
Erin Sammis
Elizabeth Samoa
Kelly Sampson
Rachelle Samson
Ashley Samuels
Molly Sanchez
Martha Sanchez
Ellen Sanders
Jennie Sandler Fiocca
Jennifer Sandmaier
Whitney Sanger
Justino Santana
Nina Sapp
Dan Sassenberg
Clair Sauer
John E. M. Saunders
Nell Saunders-Scott
Adam Say
Angela Sayers, CPA, MBA
Caitlin Scanlan
Kirsten Schachter
Beth Schafers
Amy Schauer
Kitty Schaum
Steve Schaumburg
Kimberly Scheirer
Kara Schell
Jennifer Schlobohm
Fred Schmidt
Kyla Schmidt
Kellie Schmidtke
Angie Schmucker
Lisa Schnaubelt
Jeff Schneider
Lisa Schneider
Jennifer Scholl
Barbara Schramm
Jacquelyn Schreiner
Laura Schumacher
David Schumacher
Elizabeth Schuman
Jamie Schwaba
Wesley Scott
Alanna Scott
Brenda Ray Scott
Alyssa Scott
Jennifer Secor
Caryl Segalewitz
Anne Seifried
Katie Seiz
Andrea Serna
Angel Serrano
Matt Seubert
Kelly Sexton
Veronica Seymour
Sherry Shaffer
Molly Shane
Dana Shank
Pamela Shanks
Mary Shankster
Mitzy Sharp Futro
Samantha Sheehan
Scarlett Shepard
Andrea Shepherd
Autumn Shepherd
Heather Sherman
Elisa Shields
Samantha Shirley
Perry Sholes
Jennifer Shorstein
Jennifer Shufran
Charlene Shupp Espenshade
Traci Shur
Kelly Siefkin
Steven Siegel
Freddie Silveria
Victoria Silverman
Kate Simmons
Carlos Simoes
Renee Simon
Karen Singer
Dolly Singh
Mark Singsank
Stacey Sinkiewicz
Kendall Sisisky Valliere
Kristin Skaar Newbauer
Beth Slade
Gail Slater
Angie Sledge
Karen Sloan
Aimee Smallwood
Steve Smart
Lynn Smith, CMP
Judith Smith
Christopher Smith
Kade Smith
Lauren Smith
Amy Smith
Jermaine Smith
Charlotte Smith
Shannon Smith
Roselyn Smolej-Hill
Lois Smyth
Rebecca Snapp
Bentonne Snay
Kitty Snow
Kelly Snow
Dr. Chris Snyder
Sandra Snyder
Christina Soukhaseum
Laurel Spagnolo
Lindi Spalatin
Carolyn Spano
Kathryn Sparagno
Taylor Speegle
Laura Speer
Lisa Spinks
Barbara Sprague
Megan Spranger
Rachel St. John
Joseph Stabb
Carl Stages
Amanda Stahmann
Rachel Stanley
Kimberly Starrs
Mary Beth Steen
Susan Steffens
Stuart Steffy
Gary Steiner
Kelsey Steines
Malea Stenzel Gilligan
Kathryn Stephens
Melissa Stephenson
Lynn Stevens
Andrea Stevens
Deborah Stevens
Dawn Stever
Cassandra Stewart
Nick Stewart
Peyton Stewman
Christopher Stibbs
Tiffany Stietz
Danielle Stiles-Polk
Arthur Stillwell
Kay Stine
Ashley Stites
Dayna Stock
JoAnn Stock
Matthew Stokes
Kelly Stolar
Martha Stone
Ashley Stoneburner
Myrnissa Stone-Sumair
Susan Storey
Amber Stott
Melissa Stover
Diane M. Strachan, CFRE
Tracy Straight
Jennifer Strain
Maeve Strathy
Guy Stricklin
Jenny Stripling
Matthew Stripling
Lauren Stroman
Heidi Struck
Christine Sugatan
Heather Sullivan
Cindy Sullivan
Joanne Sullivan
Melissa Summers
Rebecca Surges
Paul Sutera
Maggie Sutter
Katie Sutton
Molly Sutton
Christine Swarm
Wendy Sweeney
Michael Sweitzer-Beckman
Ochelle Sy Baller
Jodie Tabano
Meena Tadimeti
Katie Talken
Jacob Tancer
Theda Tann
Adrienne Taylor, CFRE
Julie Taylor
Gloria Taylor
Janelle Taylor
John Taylor
Tina Tehranchian
Gary Templeman
Kassandra Tenbarge
Marisol Terrazas
Celeste Terry
Eva Terry
Jennifer Teske
Travis Tester
Jeff Thacker
Ryan Thackray
The Legacy Foundation Of Southeast Arizona
Gilbert Therese
Casey Therrien
Katja Thomakos
Latoria Thomas
Logan Thompson
Dejane' Thompson
Laurie Thompson
J. Renee Thompson-Gill
Deanna Thurlow
Karli Tiedemann
Lara Tilley-Bouez
Tyler Timko
Diana Timlin
David Tinker
Cheri Tinker
Amy Tinucci
Sok King Tng
Marissa Todd
Erik Tomalis
Cecilia Degnan Tonsing
Laterika Tooks
Lori Torio
Michelle Tosi-Stephens
Robert Touchstone
Amy Towery
Anne Townsend
Kat Tracy
Taylor Traviesa
Allison Traxler
Jessica Triana
Maggie Trigueros
Robyn Trippe
Kimberly Trueba
Lee Truesdale
Brooke Truesdale
Lauren Trujillo
Anne Tubaugh
Karen Ann Tuecke
Donna Turner
Kenneth Turpen
Lisa D. Twiford
Melissa Tyler
Melanie Ulle
Elizabeth Ullian
Renee Underwood
Roselle Ungar
Julie Upham
Tracy Utech
Melanie Vadzemnieks
April Vahey
Alissa VanDeman
Kent Vanderwood
Emily Vanderwoude
Kimberly Vann
Jessi Vanpelt
Ralia Vardaxis
Calista Vassios
Jessica Vaughan
Keoni Vaughn
Rashunda Veals
Judith Lach Veeck
Cindy Vegetabile
Tess Vella
Jo Ann Verduce
Michelle Veresink Richmond
Lauren Vermilion
Elizabeth Vernick Baroody
Heather Vida
Diane Vigil
Catherine Vitek
Laura Vitelli
Katie Vogel
Desiree Voitek
Lindsay Voltz
Dena Vongchanh
Jennifer Vriens
Michelle Vryn
Erica Waasdorp
Brett Wadford
Ari Wahl
Libby Wahlstrom
Matt Wahrhaftig
Steve Waiksnoris
Cole Wakefield
Maani Waldor
Kathrene Wales
Douglas Walker
Miriam Walker
Johnna Walker
Kara Walker
Natasha Walker
Alex Wallace
Kristen Walsh
Mary Walsh
Jenalyn Walton
Kimberly Ward
Erin Ward
Kristin Ward
Erika Ward
Ashley Wardlow
Susan Ware
Kellyna Warnke
Catherine Warren
Lynne Washbish
Rhonda Washington Clay
James Wasilewski
Terron Watkins
Michael Watson
Donalda Watson-Walkinshaw
Lynn Weaver
Laurie Weaver
Zachary Webb
Melissa Webber
Jacqueline Weber
Alexis Webster
Pam Weekley
Amy Weeks
Eric Weller
Lynn Weill
Brian Weinblatt
Nicole L. Weingartner
Elizabeth Welborn
Eric Welch
Ronnie Wells
Tracy Wells
Brandon Wells
Lori Werbeckes
Jay Werth
Erica West
Courtney West
Glenda Westmoreland
Danielle White
Nyreka White
Jessica Whitney
Patrice Whitten
Jocelyn Wicker
Kyla Wiebe
Nathan Wight
Anne Wilber
Jessie Wiley
Heather Willette
Sarah Willey
Becky Williams
Matt Williams
Melissa Williams
Steffani Williams
Michael Williams
Brittany Williams
Stacy Williams
Tyler Williamson
Scott Williamson
Jennifer Williford, MPA
Courtney Willis
Eleanor Willmann
Emily Wills
Taylor Wilmoth
Greg Wilson
Deborah Wilson
Samantha Wilson
Elizabeth Wilson, MS
Niki Wilson
Stephanie Wilson
Teddy Wingo
Sadie Winlock
Brently Winstead
Julia Winter
Brian Wirth
Holly Wisssmann
Victoria Wodarcyk
Sadie Wolf
Jennifer Wolf
Kelsey Wolf-Donnay
Helen Wolfe
Rebecca Woll
Liz Wollenberg
Randy Wong
Brooke Wood
Dina Wood
Gretchen Wood
Carol Wood
Jami Wood Emory
Alison Woody
Margaret Wooten
Ann Wozniak
Tommy Wrenn, CFRE
Sonia Wright
Christine Wright
Dale Wright
Trenton Wright
Andrea Wright
Tricia Wright
Elisa Wright, M.div.
Jeremy Writt
Elizabeth Wrona
Kathryn Wroth
Stephanie Wuest
Anne Wunsch
Lynn Wyant

Liz Yager
Joell Yarmel
Victor Yates
Kari Young
Tim Young
Joanne Yu
Nicole Zamora
Elinor Zedaker
Susan Zellner
Jennifer Zemp
Missy Zenczak Candler
Jenny Ziegler
Sean Zikman
Marissa Zondag

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, 2023**

<table>
<thead>
<tr>
<th><strong>ASSETS</strong></th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,523,841</td>
<td>$2,653,659</td>
</tr>
<tr>
<td>Investments</td>
<td>3,689,844</td>
<td>3,014,067</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>185,644</td>
<td>271,043</td>
</tr>
<tr>
<td>Promises to give, net</td>
<td>199,977</td>
<td>332,821</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>554,615</td>
<td>549,484</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>801,561</td>
<td>1,007,066</td>
</tr>
<tr>
<td>Right-of-use operating lease asset, net</td>
<td>799,964</td>
<td>986,152</td>
</tr>
<tr>
<td>Endowment investments</td>
<td>930,487</td>
<td>858,983</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$9,685,933</strong></td>
<td><strong>$9,673,275</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>LIABILITIES AND NET ASSETS</strong></th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$1,045,793</td>
<td>$918,830</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>4,144,936</td>
<td>4,015,801</td>
</tr>
<tr>
<td>Operating lease liability, net</td>
<td>970,405</td>
<td>1,169,803</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$6,161,134</strong></td>
<td><strong>$6,104,434</strong></td>
</tr>
</tbody>
</table>

| Net assets:                    |        |        |
| Without donor restrictions     | 2,011,235 | 2,098,091 |
| With donor restrictions        | 1,513,564 | 1,470,750 |
| **Total net assets**           | **$3,524,799** | **$3,568,841** |
| **Total liabilities and net assets** | **$9,685,933** | **$9,673,275** |
## Activities Without Donor Restrictions

<table>
<thead>
<tr>
<th>Description</th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue and support</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership dues</td>
<td>$5,299,189</td>
<td>$5,407,605</td>
</tr>
<tr>
<td>Registration fees</td>
<td>3,695,211</td>
<td>2,708,253</td>
</tr>
<tr>
<td>Advertising and sponsorships</td>
<td>1,428,767</td>
<td>1,354,869</td>
</tr>
<tr>
<td>Royalty income</td>
<td>906,726</td>
<td>1,226,392</td>
</tr>
<tr>
<td>Contributions and grants of cash and other financial assets</td>
<td>510,559</td>
<td>671,548</td>
</tr>
<tr>
<td>Exhibitor fees</td>
<td>410,606</td>
<td>268,705</td>
</tr>
<tr>
<td>Contributions of nonfinancial assets</td>
<td>112,500</td>
<td>123,500</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>94,961</td>
<td>116,078</td>
</tr>
<tr>
<td>Sublease rental income</td>
<td>–</td>
<td>32,801</td>
</tr>
<tr>
<td>Sales of merchandise</td>
<td>4,428</td>
<td>24,036</td>
</tr>
<tr>
<td>Investment income (loss), net</td>
<td>169,547</td>
<td>(32,180)</td>
</tr>
<tr>
<td>Net assets released from donor restrictions</td>
<td>327,868</td>
<td>294,769</td>
</tr>
<tr>
<td><strong>Total revenue and support</strong></td>
<td>$12,960,362</td>
<td>$12,196,376</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Program services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional development</td>
<td>4,496,016</td>
<td>3,896,632</td>
</tr>
<tr>
<td>Member and chapter services</td>
<td>2,334,565</td>
<td>2,336,440</td>
</tr>
<tr>
<td>Marketing and communications</td>
<td>1,218,401</td>
<td>1,351,982</td>
</tr>
<tr>
<td>Relevant quality education</td>
<td>463,681</td>
<td>579,253</td>
</tr>
<tr>
<td>Inclusion and influence</td>
<td>92,598</td>
<td>65,422</td>
</tr>
<tr>
<td>Public policy, advocacy and ethics</td>
<td>75,801</td>
<td>73,731</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td>$8,681,062</td>
<td>$8,303,460</td>
</tr>
<tr>
<td><strong>Supporting services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>4,075,226</td>
<td>3,529,181</td>
</tr>
<tr>
<td>Resource development</td>
<td>290,930</td>
<td>162,478</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>4,366,156</td>
<td>3,691,659</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$13,047,218</td>
<td>$11,995,119</td>
</tr>
<tr>
<td>Change in net assets without donor restrictions</td>
<td>(86,856)</td>
<td>201,257</td>
</tr>
</tbody>
</table>
### Activities with Donor Restrictions

<table>
<thead>
<tr>
<th>Description</th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions of cash and other financial assets</td>
<td>246,698</td>
<td>318,226</td>
</tr>
<tr>
<td>Investment income (loss), net</td>
<td>123,984</td>
<td>(182,661)</td>
</tr>
<tr>
<td>Net assets released from donor restrictions</td>
<td>(327,868)</td>
<td>(294,769)</td>
</tr>
<tr>
<td>Change in net assets with donor restrictions</td>
<td>42,814</td>
<td>(159,204)</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>(44,042)</td>
<td>42,053</td>
</tr>
</tbody>
</table>

**Net assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning</td>
<td>3,568,841</td>
<td>3,526,788</td>
</tr>
<tr>
<td>Ending</td>
<td>$3,524,799</td>
<td>$3,568,841</td>
</tr>
</tbody>
</table>
## AFP FOUNDATION FOR PHILANTHROPY—CANADA
### FOUNDATION DE PHILANTHROPIE AFP—CANADA
### AUDITED STATEMENT OF REVENUE AND EXPENSES
### AS AT JUNE 30, 2023

<table>
<thead>
<tr>
<th>RESTRICTED FUNDS</th>
<th></th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designated Funds</td>
<td>Endowment Funds</td>
<td>General Funds</td>
</tr>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Designated</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Member (note 6)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Programs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Regional designated allocations</td>
<td>34,993</td>
<td>1,018</td>
</tr>
<tr>
<td>National designated allocations (note 4)</td>
<td>34,750</td>
<td>2,900</td>
</tr>
<tr>
<td>Translation</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Program support</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$69,837</td>
<td>$5,784</td>
</tr>
<tr>
<td>Administration and fundraising (note 10)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administrative support</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Bank and credit card fees</td>
<td>0</td>
<td>1,866</td>
</tr>
<tr>
<td>Donor recognition</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Fundraising consulting support</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Office supplies</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Postage and courier</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Printing and reproduction</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Professional fees</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Travel</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Website</td>
<td>94</td>
<td>0</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$69,743</td>
<td>$3,918</td>
</tr>
<tr>
<td><strong>Net revenue/(loss) from operations</strong></td>
<td>$(35,321)</td>
<td>$(5,724)</td>
</tr>
<tr>
<td>Investment income (interest and dividends)</td>
<td>0</td>
<td>5,227</td>
</tr>
<tr>
<td>Unrealized gain/(loss)</td>
<td>0</td>
<td>10,576</td>
</tr>
<tr>
<td><strong>NET REVENUE/(LOSS) FOR THE YEAR</strong></td>
<td>$(35,321)</td>
<td>$10,079</td>
</tr>
</tbody>
</table>
# AFP FOUNDATION FOR PHILANTHROPY–CANADA
## FOUNDATION DE PHILANTHROPIE AFP—CANADA
### AUDITED STATEMENT OF CHANGES IN NET ASSETS
#### AS AT JUNE 30, 2023

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RESTRICTED FUNDS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Designated Funds</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Endowment Funds</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>General Funds</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Balance, beginning of the year</td>
<td>$111,856</td>
<td>$95,671</td>
</tr>
<tr>
<td>Net revenue/(loss) for the year</td>
<td>(35,321)</td>
<td>10,079</td>
</tr>
<tr>
<td>Transfer between funds</td>
<td>(7,197)</td>
<td>30,000</td>
</tr>
<tr>
<td>Balance, end of the year</td>
<td>$69,338</td>
<td>$135,750</td>
</tr>
</tbody>
</table>

# ASSOCIATION OF FUNDRAISING PROFESSIONALS CANADA
## AUDITED STATEMENT OF FINANCIAL POSITION
#### AS AT JUNE 30, 2023

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$69,143</td>
<td>$105,199</td>
</tr>
<tr>
<td>Short-term investments (note 2c)</td>
<td>280,497</td>
<td>252,084</td>
</tr>
<tr>
<td>HST rebate</td>
<td>3,203</td>
<td>1,468</td>
</tr>
<tr>
<td>Pledges receivable (note 3)</td>
<td>7,574</td>
<td>1,590</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>2,218</td>
<td>201</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$362,635</td>
<td>$360,542</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>$15,856</td>
<td>$35,728</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,714</td>
<td>1,714</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>$17,570</td>
<td>$37,442</td>
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<thead>
<tr>
<th></th>
<th>2023</th>
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<tbody>
<tr>
<td><strong>NET ASSETS</strong></td>
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<tr>
<td>Internally and externally-restricted (note 8)</td>
<td>$69,338</td>
<td>$111,856</td>
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<td>Externally-restricted Endowment Funds (note 9)</td>
<td>135,750</td>
<td>95,671</td>
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<tr>
<td>Unrestricted</td>
<td>139,977</td>
<td>115,573</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>$345,065</td>
<td>$323,100</td>
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<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$362,635</td>
<td>$360,542</td>
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“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