

2019 ANNUAL REPORT

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



MESSAGE FROM MARTHA SCHUMACHER, CHAIR, AFP



*Martha Schumacher, CFRE,
ACFRE, MInstF*

What is the primary driver of why someone continues to give? Why do people keep coming back, eager to support their favorite mission?

Every time AFP asks this question in a survey, we get the same answer: it's because of something the fundraiser and/or organization did. Not some external event. Not because of the tax benefits. It's the things **you** do as a fundraiser. **You** listen to donors. **You** ask them for support. **You** connect with them and move them to action. And they stay because they feel respected, cared for and heard.

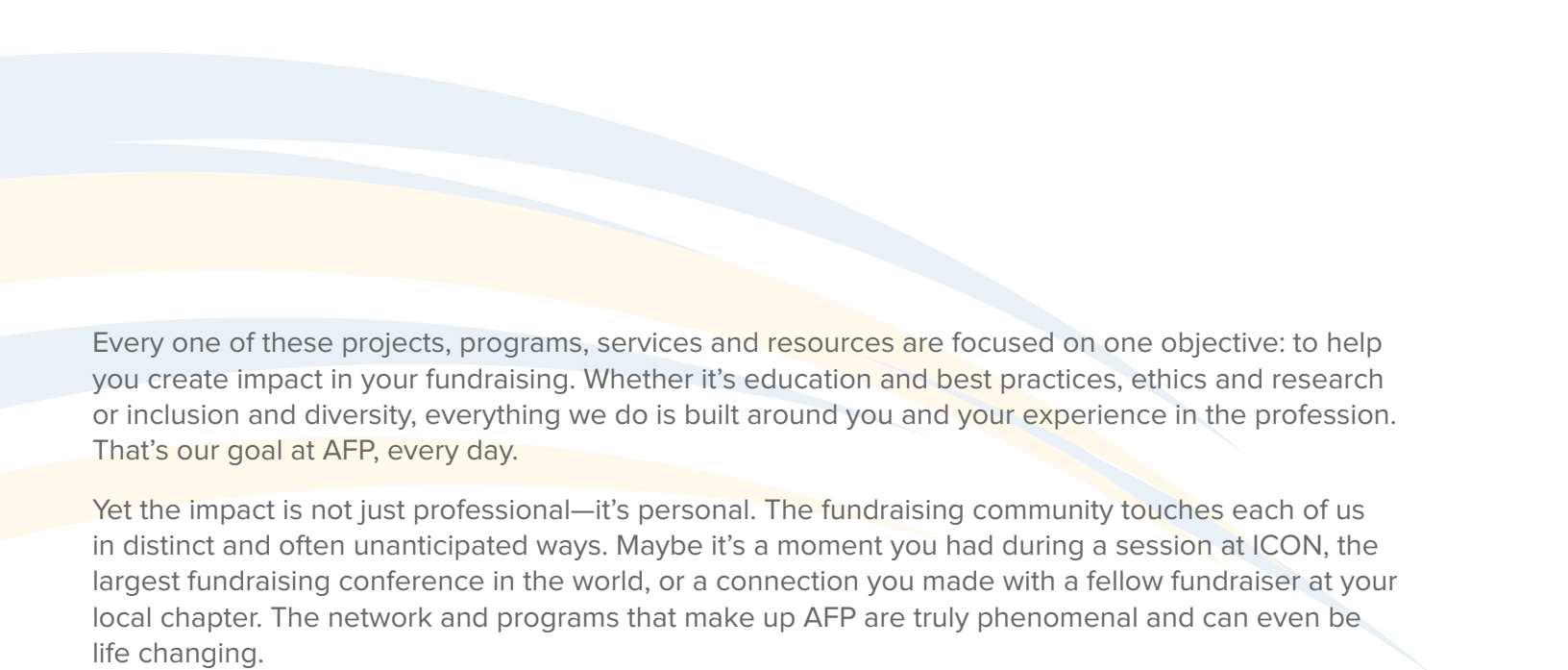
What we do matters. What the fundraising community does matters. It has incredible impact—that's why we call fundraising the impact profession. And that's why I'm so excited to serve as your chair—to be able to help lead this organization that supports you, so you can, in turn, support your organization, your donors and your community.

And AFP made an incredible impact in 2019 on our profession. We continued the work of the Women's Impact Initiative, culminating in the first Women's Impact Summit in October, where we introduced new research and resources for advancing women in the profession. We also used October to celebrate Ethics Awareness Month and offered tools and guidance on the biggest ethical issues in our profession. The Women's Impact Initiative will continue evolving in the future, and we plan on making Ethics Awareness Month an annual event.

We launched several new partnerships in 2019. We worked with leading management consulting firm Korn Ferry to offer AFP360°, a suite of online career builder and management tools provided to all AFP members. We also collaborated with the American Association of University Women to offer free salary negotiation workshops to help fill the gender salary gap.

AFP also innovated in our research projects, pushing back the frontiers of what we know about our profession. Our Job Satisfaction Survey is one of the first of its kind to look in-depth at the challenges and obstacles fundraisers face in their workplaces, how they feel about different aspects of their job, and reasons for leaving current positions to look for new ones. Our Nonprofit Research Collaborative, Fundraising Effectiveness Project, and Compensation and Benefits surveys are the foundational reports that take the timeliest pulse of what's happening in the fundraising landscape.

Personally, having the privilege to serve AFP as chair in 2019 was incredible. There were so many amazing moments throughout the year: teaching at the Hemispheric Congress in Mexico City, learning how to begin addressing past injustices through truth and reconciliation at the Canadian Leadership Retreat in Vancouver, and visiting with chapters from Honolulu to St. Louis to Montreal, just to name a few.



Every one of these projects, programs, services and resources are focused on one objective: to help you create impact in your fundraising. Whether it's education and best practices, ethics and research or inclusion and diversity, everything we do is built around you and your experience in the profession. That's our goal at AFP, every day.

Yet the impact is not just professional—it's personal. The fundraising community touches each of us in distinct and often unanticipated ways. Maybe it's a moment you had during a session at ICON, the largest fundraising conference in the world, or a connection you made with a fellow fundraiser at your local chapter. The network and programs that make up AFP are truly phenomenal and can even be life changing.

Case in point: what left the biggest impression on me in 2019 was a brief yet poignant moment at AFP LEAD in Phoenix last October. After Nancy Santiago Negron from Hispanics In Philanthropy gave her powerful presentation, a young self-identified Latinx woman approached me with tears in her eyes and thanked AFP for inviting Nancy to speak. She said that having Nancy on the stage made her feel seen and gave her hope that one day, she too might have the opportunity to get up in front of a group of her peers to inspire the next generation.

That is impact. It's one of the many reasons I'm so proud of AFP and all that our team of staff and volunteers accomplished together in 2019. And I invite you to look at how we supported you, the fundraising profession and the social sector to create impact every single day.

MESSAGE FROM PAULA ATTFIELD, CHAIR, AFP CANADA



Paula Attfield,
Chair, AFP Canada

One of the recurring themes when we talk to new members of AFP is that the association provides a community of fundraisers that helps newcomers feel welcome and like they belong. Fundraisers who have been in the job for decades also point to the real camaraderie that comes out of being part of a professional association that is driven by the needs of its members. In fact, the whole reason that Canadian fundraisers came together to create AFP Canada was so that their needs could be more specifically met.

In 2019, the needs of Canadian fundraisers—and thus, the work of AFP Canada—centered around public policy, communications and public education and resulted in major achievements for the profession.

One of those achievements was our Day in the Ridings event, when AFP chapters and members held an impressive 164 meetings across the country with members of Parliament about key policy issues affecting fundraising and charitable giving. Relationship building and educating elected officials on the impact of our sector is a priority for AFP, and these meetings strengthened our government relations program and allow us to better work with MPs on legislation and regulations.

These meetings also supported the work AFP Canada did directly on Parliament Hill. Representatives from AFP appeared three times before the Special Senate Committee on the Charitable Sector to provide our input into its final report, *Catalyst for Change: A Roadmap to a Stronger Charitable Sector*.

In an effort to stave off unwanted regulation and ally itself with social progress, we launched the new Narrative on Canadian Fundraising. The Narrative is already helping to shift the conversation among fundraisers and the public and how the media reports on fundraising and philanthropy. Whether at conferences, through media relations or in *The Globe & Mail's* bi-annual supplement on the charitable sector, the narrative about fundraising is changing from a defensive posture to one that is more focused on the impact of fundraising.

AFP Canada's vision is to be the bilingual voice of the fundraising profession in Canada. We want to proactively advocate for changes in the government that will allow us to raise more money more effectively and networking in the profession to help you be more successful in your fundraising. Ultimately, it's all about making the world a better place, and that's what our profession does.

2019 ACCOMPLISHMENTS, ACHIEVEMENTS AND MILESTONES

- **The Decade of Fundraising Leadership:** AFP President and CEO Mike Geiger, MBA, CPA, announced, beginning in 2020, that AFP will embark on a 10-year journey known as the Decade of Fundraising Leadership, focusing on leadership development and advancing fundraising—the IMPACT profession.
- **Ethics Awareness Month:** Ethics Awareness Month was officially launched in Oct. 2019. Resources for members and chapters included articles on every standard within the AFP Code of Ethics, a chapter toolkit, micro-learning videos and much more.
- **Women’s Impact Summit:** As the culmination of the first phase of AFP’s Women’s Impact Initiative, the Summit, Oct. 5–6, in Phoenix, Ariz., brought together over 200 women from across the fundraising profession to discuss progress and challenges, review new research and define new goals and next steps in creating gender equity in the profession.
- **AFP360°:** AFP partnered with Korn Ferry to produce AFP360°, an online career builder and management tool provided to all AFP members. The Standard set of services in AFP360° is provided free of charge to members!
- **American Association of University Women Partnership:** AFP launched a partnership with the American Association of University Women to offer free online negotiation workshops to all AFP members.
- **AFP ICON 2019:** More than 3,500 fundraisers converged on San Antonio, Texas, for the largest gathering of fundraising professionals in the world, March 31–April 2, featuring almost 100 educational sessions covering every aspect of development and philanthropy.
- **The Impact of Gender on Fundraising Salaries, Five-Year Trends Analysis:** The comprehensive report examined the gender salary gap research and pinpointed when the gap typically begins, providing the profession with new insights on making fundraising salaries more equitable.
- **AFP Daily and the AFP Week in Review:** The association connected more strongly to the fundraising community through the new AFP Daily newsletter and the AFP Week in Review + Job Postings to share current news, events, fundraising tips and job opportunities.
- **Fundraising Effectiveness Project:** The AFP Foundation for Philanthropy–Canada secured the funding to bring the Fundraising Effectiveness Project to Canada. Funders included DonorPerfect–Canada, The Hilborn Group and Stephen Thomas Ltd.
- **Chapter Engagement and IDEA:** AFP partnered with [Art with a Heart](#), a youth art program in Baltimore, on the youth art contest for the 2020 ICON Diversity Art Showcase.

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- **Job Satisfaction Survey:** AFP launched the first-ever Job Satisfaction Survey in partnership with The Chronicle of Philanthropy, highlighting career, workplace and office culture issues that AFP and the profession need to address and that received significant media attention.
 - **Member Survey on Ethics:** The first-ever member survey on ethics was released, which highlighted the ethical issues members find most critical, and identified issues where members need more guidance and assistance in addressing in their organizations.
 - **E-Courses:** AFP, in partnership with MindEdge, offered over 80 e-courses on a variety of topics including nonprofit management, leadership, finance, and HR.
 - **Launched AFP Impact Stories for AFP ICON 2019:** AFP Collected members' stories about the impact their organizations make through fundraising and showcasing them on-site in San Antonio.

THANK YOU TO OUR SPONSORS

AFP thanks all of our sponsors and partners who supported the work of the association in 2019 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.

Blackbaud
DonorPerfect

2019 AFP ICON Sponsors

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NonProfit Quarterly
The NonProfit Times

Sponsors:

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iWave
Neon One
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Paula Attfield

Chair – AFP US Foundation Board

Karen Rotko-Wynn, CFRE ^Ω

Chair – AFP Canada Foundation Board

Susan Storey, CFRE ^Ω

AFP México Foundation Representative

Gustavo Flores Álvarez, MBA

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AFP President & CEO

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[•] Denotes membership in the Champions Circle • ^λ Denotes membership in the Leadership Society

^Ω Denotes membership in the Omega Circle

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President and CEO

Association of Fundraising
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Martha H. Schumacher,

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Chair, AFP**

President and Founder
Hazen, Inc. and HILT
Washington, D.C.

2019 AFP TEN STAR GOLD RECIPIENTS

AFP AL, Alabama Chapter
AFP AR, Arkansas Chapter
AFP BC, Vancouver Island Chapter
AFP CA, Desert Communities Chapter
AFP CA, Greater Los Angeles Chapter
AFP CA, Greater San Fernando Valley Chapter
AFP CA, Santa Barbara/Ventura Counties Chapter
AFP CA, Silicon Valley Chapter
AFP CA, Yosemite Chapter
AFP FL, Fort Lauderdale/Broward Chapter
AFP GA, Greater Atlanta Chapter
AFP IN, Northeast Chapter
AFP LA, Greater 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, Minnesota Chapter
AFP MO, St. Louis Regional Chapter
AFP NC, Charlotte Chapter
AFP NC, Triad Chapter
AFP OH, Central Chapter
AFP OH, Greater Cincinnati Chapter
AFP OK, Eastern Oklahoma Chapter
AFP OR, Oregon & SW Washington Chapter
AFP PA, Berks Regional Chapter
AFP QC, Quebec Chapter
AFP SC, Lowcountry Chapter
AFP SK, South Saskatchewan Chapter
AFP TN, Southeastern Chapter
AFP TX, Fort Worth Metro Chapter
AFP TX, Greater Houston Chapter
AFP TX, Lubbock Area Chapter
AFP WA, Advancement Northwest Chapter

2019 AFP TEN STAR RECIPIENTS

- AFP AB, Calgary & Area Chapter
- AFP AB, Edmonton & Area Chapter
- AFP AK, Alaska Chapter
- AFP AR, Northwest Chapter
- AFP AZ, Greater Arizona Chapter
- AFP AZ, Southern Chapter
- AFP BC, Greater Vancouver Chapter
- AFP BC, Okanagan Chapter
- AFP CA, Capital Chapter
- AFP CA, Golden Gate Chapter
- AFP CA, Inland Empire Chapter
- AFP CA, Orange County Chapter
- AFP CA, San Diego Chapter
- AFP Canada, Golden Horseshoe Chapter
- AFP CO, Colorado Chapter
- AFP CT, Fairfield County Chapter
- AFP DC, Washington DC Metro Area Chapter
- AFP FL, Central Chapter
- AFP FL, Indian River Chapter
- AFP FL, Nature Coast Chapter
- AFP FL, Palm Beach County Chapter
- AFP FL, Southwest Chapter
- AFP FL, Space Coast Chapter
- AFP FL, Suncoast Chapter
- AFP FL, Treasure Coast Chapter
- AFP HI, Aloha Chapter
- AFP IA, Central Chapter
- AFP IA, Eastern Chapter
- AFP IA, Greater Tri-State Chapter
- AFP IL, Central Chapter
- AFP IL, Chicago Chapter
- AFP IL, Rockford Area Chapter
- AFP IN, Indiana Chapter
- AFP IN, Michiana Chapter
- AFP KS, Greater Wichita Chapter
- AFP KY, Bluegrass Chapter
- AFP KY, Greater Louisville Chapter
- AFP LA, North Chapter
- AFP MA, Massachusetts Chapter
- AFP MD, Maryland Chapter
- AFP MI, West Michigan Chapter
- AFP MO, Greater Kansas City Chapter
- AFP MX, Monterrey Chapter
- AFP NC, Triangle Chapter
- AFP NC, Western Chapter
- AFP NE, Nebraska Chapter
- AFP NH, Northern New England Chapter
- AFP NJ, New Jersey Chapter
- AFP NJ, Southern New Jersey Chapter
- AFP NM, New Mexico Chapter
- AFP NV, Sierra Chapter
- AFP NY, Central Chapter
- AFP NY, Genesee Valley Chapter
- AFP NY, Hudson-Mohawk Chapter
- AFP NY, Long Island Chapter
- AFP NY, Mid-Hudson Valley Chapter
- AFP NY, New York City
- AFP NY, Western Chapter
- AFP OH, Greater Cleveland Chapter
- AFP OH, Mahoning-Shenango Chapter
- AFP OH, Northeast Chapter
- AFP OH, Northwest Chapter
- AFP OK, Oklahoma Chapter
- AFP ON, Greater Toronto Chapter

AFP ON, South Eastern Ontario
AFP PA, Central Chapter
AFP PA, Eastern Chapter
AFP PA, Western Chapter
AFP RI, Rhode Island Chapter
AFP SC, Piedmont Chapter
AFP SD, South Dakota Chapter
AFP SK, Saskatoon Chapter
AFP TN, Memphis Chapter
AFP TX, East Texas
AFP TX, Greater Austin Chapter

AFP TX, Greater Dallas Chapter
AFP TX, San Antonio Chapter
AFP VA, Central Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Shenandoah Chapter
AFP VA, Tri-State Chapter
AFP WA, South Sound Chapter
AFP WI, Greater Madison Chapter
AFP WI, Northeast Chapter
AFP WI, Southeastern Wisconsin Chapter
AFP WI, Upper Mississippi Valley Chapter

2019 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.

- AFP AB, Calgary & Area Chapter
- AFP AB, Edmonton & Area Chapter
- AFP AK, Alaska Chapter
- AFP AL, Alabama Chapter
- AFP AL, North Chapter
- AFP AR, Arkansas Chapter
- AFP AR, Northwest Chapter
- AFP AZ, Greater Arizona Chapter
- AFP AZ, Southern Chapter
- AFP BC, Greater Vancouver Chapter
- AFP BC, Okanagan 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, 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 FL, Central Chapter
- AFP FL, First Coast Chapter
- AFP FL, Fort Lauderdale/Broward Chapter
- AFP FL, Indian River Chapter
- AFP FL, Nature Coast
- AFP FL, Southwest Chapter
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- AFP GA, Atlanta Chapter
- AFP HI, Aloha Chapter
- AFP IL, Central Chapter
- AFP IL, Chicago Chapter
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- AFP LA, Greater New Orleans Chapter
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- AFP MA, Massachusetts Chapter
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- AFP MN, Minnesota Chapter
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- AFP NC, Charlotte Chapter
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AFP OH, Northwest Chapter
AFP ON, Central Ontario Chapter
AFP ON, Greater Toronto Chapter
AFP ON, Ottawa Chapter
AFP OR, Oregon & SW Washington Chapter
AFP PA, Berks Regional Chapter
AFP PA, Eastern Chapter
AFP PA, Western Chapter
AFP QC, Quebec Chapter
AFP RI, Rhode Island Chapter
AFP SC, Lowcountry Chapter

AFP SC, Piedmont Chapter
AFP SD, South Dakota Chapter
AFP SK, Saskatoon Chapter
AFP SK, South Saskatchewan Chapter
AFP TN, Southeastern Chapter
AFP TX, East Chapter
AFP TX, Fort Worth Metro Chapter
AFP TX, Greater Austin Chapter
AFP TX, Greater Dallas Chapter
AFP TX, Greater Houston Chapter
AFP TX, Lubbock Area Chapter
AFP VA, Central Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Shenandoah Chapter
AFP VA, Tri-State Chapter
AFP WA, Advancement Northwest Chapter
AFP WA, South Sound Chapter
AFP WI, Greater Madison Chapter
AFP WI, Southeastern Wisconsin Chapter

AFP FOUNDATION FOR PHILANTHROPY–U.S.



Karen Rotko-Wynn, CFRE
Chair, 2019-2020

It has been a pleasure to complete my first year as chair of the AFP Foundation for Philanthropy – U.S. I have worked hard to establish two overarching goals for my term as chair:

1. Elevate the awareness and the relevance of the Foundation in members and chapter's minds; and
2. Increase the Foundation's fundraising capacity over the next three years.

With the Case for Support that was developed in 2018, we have our priorities identified and can use them to seek external support. The case outlines an ambitious four-part strategy to strengthen our sector.

1. Attract and Develop Fundraising Leaders
2. Support Research on Critical Issues in Fundraising
3. Build a Stronger Sector Through a More Diverse Workforce
4. Renew Public Trust in Charitable Organizations

While it is important to always be looking ahead, it is also exciting to reflect upon the impact that the Foundation has provided to the fundraising profession, and I'd like to share some of the key highlights and milestones of the Foundation's 2019 work:

- **Making Educational Opportunities Available:** For the 2019 AFP International Conference on Fundraising, held in San Antonio, the Foundation provided 127 Chamberlain Scholarships (for first-time attendees), 23 Diverse Community Scholarships and 11 Collegiate Scholarships, giving scholars the opportunity to engage with thousands of fundraisers at the largest conference for fundraising professionals in the world. The Foundation also granted 21 Leadership Scholarships for members to attend the 2019 Leadership Academy in Phoenix, Ariz.
- **Supporting AFP Chapters:** The Foundation distributed \$96,457 back to chapters who achieved or exceeded their BE the CAUSE fundraising goals. Chapters then used these funds to support a variety of professional education, leadership development, ethics and public awareness programs in their communities.
- **Leadership Development:** The Foundation hosted a Leadership Summit with thirty thought-leaders who met to develop an intentional leadership development program for the fundraising profession. Additionally, AFP LEAD, held in Phoenix, Ariz., was sponsored by the AFP Foundation for Philanthropy – U.S. for the fourth 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 Michael Moody, Ph.D., and Sharna Goldseker, for their book, *Generation Impact: How Next Gen Donors are Revolutionizing Giving*.

AFP FOUNDATION FOR PHILANTHROPY— CANADA



Roger Ali, MBA, CFRE
Chair, July 2018 – June 2019



Susan Storey, CFRE
Chair, July 2019 – June 2021

The AFP Foundation for Philanthropy – Canada is proud of the many achievements made possible through the support of our donors. As we think back on 2019, some significant accomplishments are worth noting.

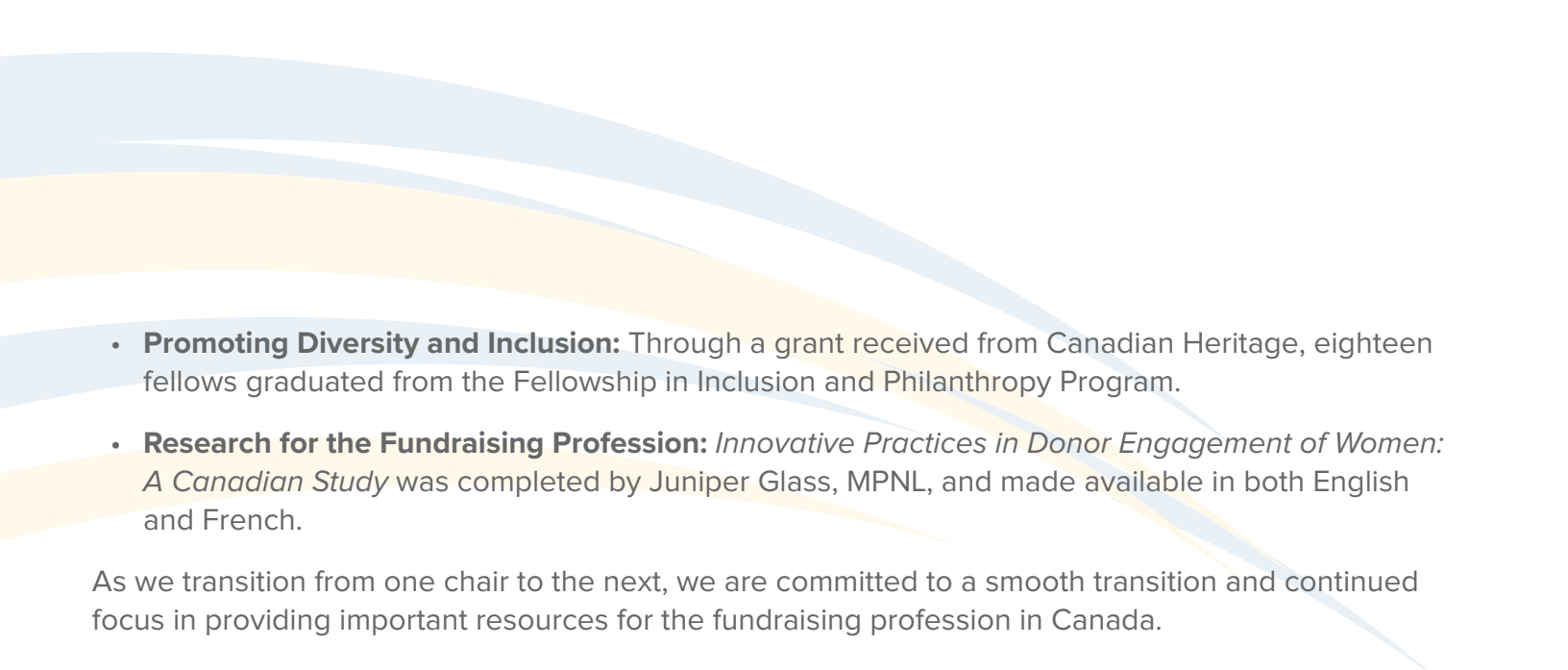
Because the AFP Foundation for Philanthropy – Canada is on a July 1 board term, the leadership in 2019 was shared between two chairs: Roger Ali, CFRE, and Susan Storey, CFRE. Together they identified priorities for the Foundation at the beginning of the year, which included:

- **Strengthen communications** with chapter leaders by providing information in a measured and integrated way. With more engagement with chapters, it will build a supportive network for the Foundation.
- **Develop an integrated fundraising plan** that includes The Every Member Campaign, and our major gifts work. It also must include a stewardship component.
- **For the AFP Foundation for Philanthropy – Canada** to be the role model in fundraising best practices.

The Foundation values its new partnership with AFP Canada and continues to refine the roles and responsibilities of both entities in order to bring enhanced value to the fundraising profession in Canada.

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 their own true potential. For us, some of the highlights of the year included:

- **Supporting Local Initiatives:** The Foundation granted more than \$24,000 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:** Twenty-one individuals were able to attend high-quality educational events, including the AFP International Conference on Fundraising, AFP Toronto Congress, AFP LEAD, and local/regional gatherings, through almost \$15,000, in scholarships granted by the Foundation through the National Scholarship Program, James Julien Scholarship and Mo Davies Bursary Fund.
- **Advancing Fundraising Knowledge:** *More Than a Movement, The Power of Youth Philanthropy* livestream was held at the Toronto Congress with the Foundation's support.

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- **Promoting Diversity and Inclusion:** Through a grant received from Canadian Heritage, eighteen fellows graduated from the Fellowship in Inclusion and Philanthropy Program.
 - **Research for the Fundraising Profession:** *Innovative Practices in Donor Engagement of Women: A Canadian Study* was completed by Juniper Glass, MPNL, and made available in both English and French.

As we transition from one chair to the next, we are committed to a smooth transition and continued focus in providing important resources for the fundraising profession in Canada.

AFP FOUNDATION FOR PHILANTHROPY— MEXICO

The AFP Foundation for Philanthropy – Mexico works to provide relevant content for its members, as well as host valuable networking and learning opportunities in an effort to impact the fundraising and philanthropic sector in Mexico and beyond.

Made possible by a generous grant from IBM, two online courses were launched on August 15, 2019, in Spanish, titled *Develop Your Case Statement and Legal Requirements and Tax Obligations for Nonprofits in Mexico*. They are open to the public, but there is a registration process in an effort to effectively capture contact information.

AFP Mexico, together with Tec de Monterrey and Junta de Asistencia Privada offered the 9th Hemispheric Congress on June 3-4, 2019, at the Tec de Monterrey Campus in Santa Fe, Mexico City. There were 205 attendees at the Hemispheric Congress.

During the AFP Mexico Foundation Annual Meeting—in an effort to explore what is best for AFP Mexico—a task force was formed of AFP Mexico Chapter presidents and chaired by Gustavo Flores Alvarez, chapter president of the Monterrey Chapter.

The board would like to thank all of our donors who have supported the AFP Mexico 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.

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Carlos Madrid, Treasurer

Ana Luisa Ramirez, Board Member

Todd McLaughlin, Board Member

2019 AFP FOUNDATIONS FOR PHILANTHROPY CHAPTER AWARDS

Chapter Grouping I: (15–50 members)

- Overall Giving: AFP MN, Southern Chapter (\$1,930)
- Participation: AFP FL, Nature Coast Chapter (58.33%)
- Increased Participation: AFP PA, Allegheny Mountains Chapter (32.84% Increase)
- Chapter Impact Campaign: AFP ON, Canada South Chapter (\$700)

Chapter Grouping II: (51–100 members)

- Overall Giving: AFP NV, Las Vegas Chapter (\$3,739.99)
- Participation: AFP IL, Rockford Area Chapter (46.43%)
- Increased Participation: AFP NV, Las Vegas Chapter (13.77% Increase)
- Chapter Impact Campaign: AFP VA, Shenandoah Chapter (\$680)

Chapter Grouping III: (101–250 members)

- Overall Giving: AFP FL, Central Chapter (\$10,000)
- Participation: AFP AR, Northwest Chapter (37.95%)
- Increased Participation: AFP WI, Northeast Chapter (20.72% Increase)
- Chapter Impact Campaign: AFP FL, Central Chapter (\$5,000)

Chapter Grouping IV: (251–400 members)

- Overall Giving: AFP AB, Calgary Chapter (\$13,025.24)
- Participation: AFP QC, Quebec Chapter (\$21%)
- Increased Participation: AFP TX, Greater Austin Chapter (4.39% Increase)
- Chapter Impact Campaign: AFP CA, Orange County Chapter & AFP New Jersey Chapter (\$5,000)

Chapter Grouping V: (400+ members)

- Overall Giving: AFP ON, Greater Toronto Chapter (\$45,405.92)
- Participation: AFP WA, Advancement Northwest Chapter (26%)
- Increased Participation: AFP DC, Washington DC Metro Area Chapter (4.89% Increase)
- Chapter Impact Campaign: AFP TX, Greater Houston Chapter (\$10,000)

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Spencer L Mapes
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Trish Kruusmagi
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Troy Patrick Coalman
Trudy Woodson
TX, Greater Houston Admin
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Tyler Maryak, MPA
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Valaree Donfrancesco
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Valerie Johnson, CFRE, MBA
Vanessa Burns, BA
Vanessa Seltzer
Vanessa Shelton Stolen, CFRE
Vanessa Thomas Russell
Velda Jeanette Schalk

Vernell Clouden
Veronica B Brady
Veronica Vereen
Vicki Pillow
Vicki Swain
Vicki White, CFRE
Vicky Pape
Victor Neil
Victor R. Biggs
Victoria Caros CFRE
Victoria Finley, CFRE
Victoria Fish
Victoria Garner
Victoria Kitts, CPA
Victoria Marie Wodarczyk
Victoria Torres
Victoria von Dohlen
Victoria Wodarczyk
Virginia Archer
Virginia Isble, MA, MBA
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Walter Noble
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Wanda Deschamps
Wanda Willis
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Wendy Knight, MBA
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Wendy Sweeney, MA
Wesley Gentle, CFRE
Wesley Scott
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Whitney G Briggs
Whitney Machin
Whitney Maclean
Whitney Neilson, BA
Whitten Montgomery
Will Janisch
William A Schmidt Jr
William D. Seklar
William E Scheffer
William John Haugen
William Keene
William L. Scott
William Robbins
William Rogers
Yanick Dahan
Yasmine Mingay
Yvette Herrera

^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, 2019

ASSETS	2019	2018
Cash and cash equivalents	\$4,441,786	\$5,154,162
Investments	2,042,999	943,847
Accounts Receivable, net	287,872	87,461
Pledges Receivable, net	185,943	112,253
Prepaid Expenses and other	350,019	374,677
Inventory	66,272	77,012
Property, equipment and leasehold improvements, net	1,059,647	1,406,887
Total Assets	\$8,434,538	\$8,156,299
LIABILITIES AND NET ASSETS		
Liabilities:		
Accounts payable and accrued expenses	\$831,532	\$824,345
Accrued loss on subleases	378,900	560,772
Deferred revenue	4,361,142	4,400,446
Deferred rent	586,459	906,253
Total Liabilities	\$6,158,033	\$6,691,816
Net assets (deficit):		
Without donor restrictions, as restated	(873,982)	(242,376)
With donor restrictions, as restated	1,402,523	1,222,107
Total net assets (deficit)	\$2,276,505	\$1,464,483
Total liabilities and net assets	\$8,434,538	\$8,156,299

ASSOCIATION OF FUNDRAISING PROFESSIONALS AND AFP FOUNDATION FOR PHILANTHROPY

Consolidated Statement of Activities

YEAR ENDED DECEMBER 31, 2019

ACTIVITIES WITHOUT DONOR RESTRICTIONS	2019	2018
Revenue and support		
Membership dues	\$5,829,557	\$5,715,081
Registration fees	2,873,265	3,028,228
Royalty income	1,106,772	1,245,275
Advertising and sponsorships	1,002,348	682,058
Contributions and grants	499,483	522,844
Exhibitor fees	293,700	308,231
Miscellaneous	42,363	63,840
Sales of merchandise	67,800	60,000
Donated services	51,895	51,370
Sublease rental income	351,045	30,141
Investment return, net		—
	\$12,150,768	\$11,707,068
Net assets released from restrictions	292,971	275,196
Total Revenues and Support	\$12,443,739	\$11,950,238
Expenses:		
Program services		
Center for fundraising innovation	\$3,371,134	\$3,068,591
Marketing and communications	1,850,945	2,066,218
Member and chapter services	1,967,743	1,853,019
Public policy, advocacy, and ethics	179,684	459,659
Relevant quality education	574,224	371,632
Inclusion and influence	146,103	44,033
Total Program Services	\$8,089,833	\$7,692,544
Supporting services		
Management and general	2,480,004	3,010,444
Resource development	241,796	216,538
Total supporting services	\$3,721,800	\$3,226,982
Total expense	\$11,811,633	\$10,919,526
Change in net assets without donor restrictions	632,106	1,030,712

ACTIVITIES WITH DONOR RESTRICTIONS	2019	2018
Contributions	363,743	252,753
Investment return, net	109,144	(19,403)
Net assets released from donor restrictions	(292,971)	(275,196)
Change in net assets with donor restrictions	179,916	(9,820)
Change in net assets	\$812,022	\$452,171
Net assets (deficit), beginning of year	1,464,483	1,012,312
Net assets, end of year	\$2,276,505	\$1,464,483

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


AUDITED STATEMENT OF REVENUE AND EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2019

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2019	2018
REVENUE					
Donations					
Designated	\$56,839	\$4,880	\$31,138	\$92,857	\$83,957
Member	34,808	0	87,340	122,148	121,972
Inclusive givings project income	29,689	0	0	29,689	78,903
TOTAL REVENUE	121,336	4,880	118,478	244,694	284,832
EXPENSES					
Programs					
Regional designated allocations	18,427	1,000	0	19,427	42,840
National designated allocations	66,246	1,724	413	68,383	42,371
Inclusive giving project	41,910	0	0	41,910	78,903
Translation	0	0	7,248	7,248	11,507
Program support	16,864	0	0	16,864	27,632
	143,447	2,724	7,661	153,832	203,253
Administration and fundraising					
Administrative support	0	0	7,496	7,496	6,070
Charitable donations	0	0	0	0	100
Bank and credit card fees	0	1,104	7,119	8,224	7,814
Donor recognition	0	0	2,218	2,218	1,943
Fundraising consulting support	0	0	24,340	24,340	27,711
Insurance expense	0	0	0	0	1,620
Meeting expenses	0	0	3,817	3,817	3,262
Office supplies	0	0	711	711	1,082
Postage and Courier	0	0	1,652	1,652	1,886
Printing and reproduction	0	0	969	969	348
Professional fees	0	0	53,744	53,744	43,567
Telephone and fax	0	0	1,686	1,686	1,857
Travel	0	0	18,012	18,012	9,823
Website	0	0	164	164	94
	0	1,104	121,928	123,032	107,176
TOTAL EXPENSES	143,447	3,828	129,589	276,864	310,429
NET REVENUE FOR THE YEAR	\$(22,111)	\$9,698	\$4,868	\$(7,546)	\$(27,381)

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

AUDITED STATEMENT OF CHANGES IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2019

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	2019	2018
Balance, beginning of the year	\$164,369	\$83,579	\$10,000	\$257,948	\$285,329
Net revenue for the year	(22,111)	9,698	4,868	(7,546)	(27,381)
Transferred	(61,478)	0	61,478	0	0
Balance, end of the year	\$80,781	\$93,277	\$76,345	\$250,402	\$257,948



“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

