

2022 ANNUAL REPORT

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



MESSAGE FROM KEVIN FOYLE, CFRE

AFP GLOBAL BOARD CHAIR 2021–2022



Kevin Foyle, CFRE

The Association of Fundraising Professionals is in the middle of a four-year strategic plan. During the last two years, numerous tactical achievements were made to advance our organization. Additionally, important steps were taken to begin some of the longer-term initiatives that will keep AFP relevant and vibrant for years to come, ensuring it continues to serve the needs of our members now and for the future.

In 2022, AFP had most diverse Global Board in the history of our organization. As the premier association for professional fundraisers, it is important that our organization walks-the-talk. The leadership of nonprofit organizations should strive to mirror the communities they serve and our society overall. This is a priority for AFP and for where the sector also

needs to move. Throughout the year, our board had robust conversations that were elevated and strengthened by having these diverse perspectives. If AFP is going to thrive ten years from now and beyond, the people around the table making the plans today must represent the people who will want to come to the table to participate moving forward. As we carry on the discussions around the future of our professional association, it is vital that we are representing all our members.

This year we also fully embraced our relatively smaller governing board (still 24 members), streamlining operations and elevating the leadership roles and held an annual planning retreat to start discussion around broader, long-term strategic plans. Other accomplishments were made in each of the current strategic plan goals:

Promote Inclusion, Diversity, Equity, and Access (IDEA)

- Included IDEA principles throughout each pillar's activities.
- Diversify volunteers at all levels by providing resources to chapters to help them diversity board, volunteers, and members and expanding engagement with collegiate chapters, fostering partnership between the local AFP chapter and college.

Providing Relevant and High-Quality Fundraising Education

- This year's most important outcome was launching the leadership development program – The Leadership Institute. The groundwork was completed for the first cohort to launch in 2023.
- At conferences, like ICON, we created educational offerings for professionals in specific groups to provide better, more relevant content. We wanted to 'meet people where they are' and deliver programs to address their needs. Specifically, sessions or tracks were provided for those who work in healthcare, for senior level professionals, for those looking to increase innovation at their organization, and affinity groups around interest, race, gender, and other self-identification.

Increasing Capacity and Strengthening Community

- Internally, the transition to a new membership database was spearheaded. This will assist with data collection and storage but more importantly will support our members and efforts within our chapters throughout our organization.
- AFP worked to strengthen our relationships with chapter administrators, the staff people that help support our chapters. This renewed focus on working directly with them and on more proactive communication will help operations within each chapter and better serve each of our members.

Championing Ethical Fundraising Practices

- A thorough review of the current code of ethics was begun. This will ensure that our work in ethics is done through an IDEA lens, both supporting and protecting the donors as well as the professional fundraisers. This is a large undertaking and will continue into next year.
- Once the code of ethics is updated, efforts will focus on the procedural aspects and consequences of implementation of the code.

The Global Board also realized it is imperative to begin planning for AFP's long-term future now, focusing on high level, bigger picture issues that are beyond the current four-year plan and took steps toward that goal by retaining a firm to help the organization determine how we will serve our profession in the years to come. It is important to complete the tactical, annual tasks that keep our organization running while also spending time and energy thinking about the entire AFP ecosystem and how different parts of the organization interplay with each other. To that end, the Executive Boards from each AFP entity – AFP Global, the AFP Foundation for Philanthropy – US, AFP Canada, the AFP Foundation – Canada, and AFP Mexico came together to review, collectively, how we want to impact the sector. While this isn't fast moving work, it is vital to the future of AFP.

Our actions during the last two years enabled us to think bigger and broader. We realize we need to have multiple time horizons so we can plan into the future adapting programs to meet changing needs and the challenges of finding new ways of doing business. AFP must not only stay relevant but also help lead the sector into the future.

It was a pleasure to serve as the volunteer chair of the AFP Global Board. I look forward to the future of our organization.

MESSAGE FROM KEN MAYHEW, AFP CANADA BOARD CHAIR 2021–2022

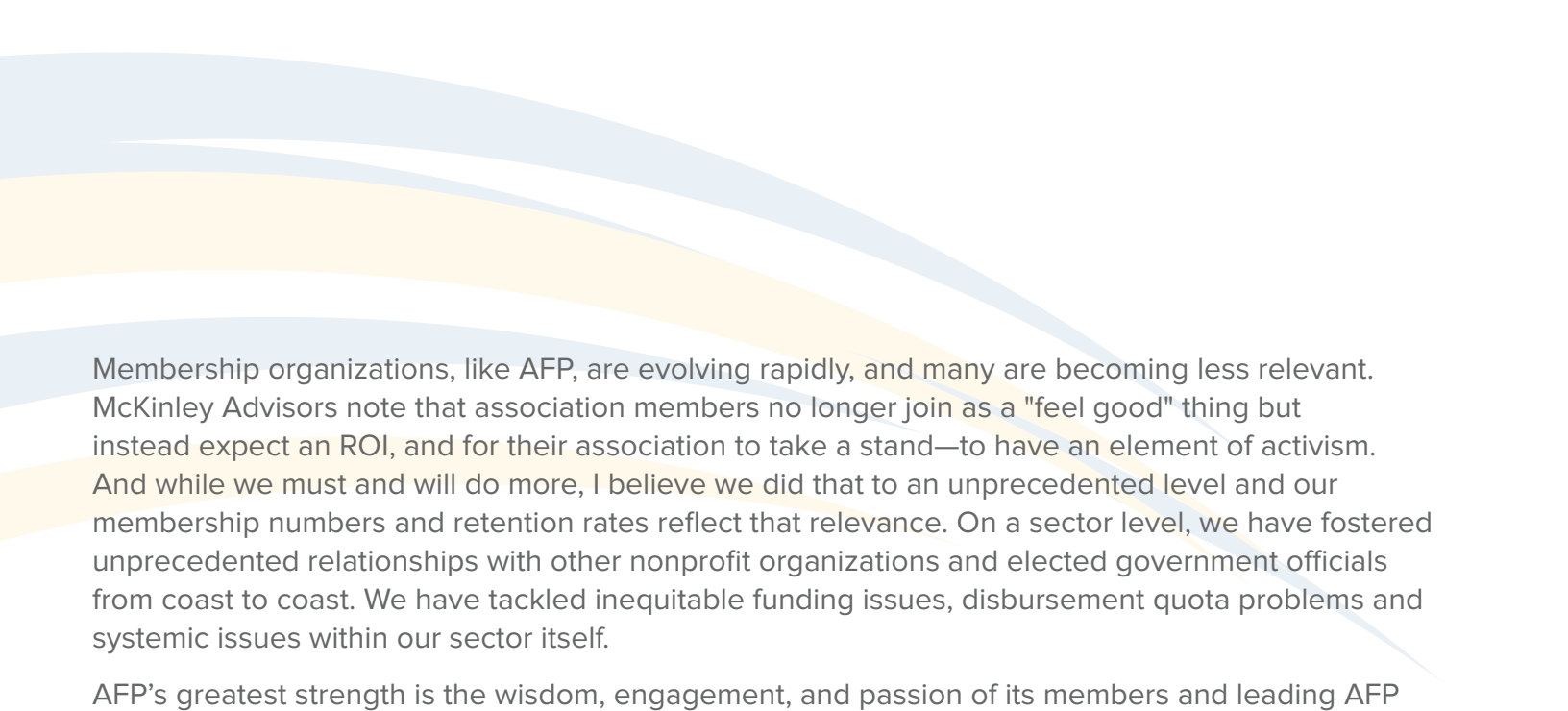


*Ken Mayhew, AFP Canada Board
Chair 2021–2022*

I feel grateful for the many who helped during my time as chair of the AFP Canada Board of Directors. I could not have anticipated the context in which I would serve in this role—largely virtual, amidst concurrent pandemics and with so much change and loss in our lives, in our communities, and in our sector. The AFP Canada staff and volunteers did incredible work to help our organization advance and make meaningful impact in communities across Canada.

When I began as chair, my goals were to increase the profile and credibility of AFP Canada within and outside of AFP. I am pleased to share some of the many accomplishments from the past year:

- Shared our learnings from the important work of identifying meaningful actions that AFP in Canada can take in response to Truth and Reconciliation.
- In addition to convening AFP leaders from Canada at both AFP ICON and AFP LEAD, we co-hosted an extremely successful Canadian Leadership Retreat in Montreal with amazing support from the Quebec chapter. We offered AFP members the opportunity to join virtually for Dr. Beth Breeze’s presentation “In Defence of Philanthropy”.
- Successfully launched the Canadian Knowledge Hub for Giving and Volunteering website as part of a multi-year partnership involving both AFP Canada and the AFP Foundation for Philanthropy – Canada as well as Volunteer Canada, Imagine Canada, Ajah and Volunteer Management Professionals Canada to promote Statistics Canada’s General Social Survey on Giving, Volunteering and Participating.
- Implemented changes recommended by an external diversity expert review of the board of directors’ nominations for both AFP Canada and the AFP Foundation for Philanthropy – Canada.
- Made significant impact with our government relations efforts to advocate for an environment that strengthens effective and ethical fundraising to encourage more giving and greater impact in Canada.
- A multifaceted approach to our communications efforts promoted the value of the fundraising profession and AFP through a series of videos, published reports, speaker series, articles, and media trainings.



Membership organizations, like AFP, are evolving rapidly, and many are becoming less relevant. McKinley Advisors note that association members no longer join as a "feel good" thing but instead expect an ROI, and for their association to take a stand—to have an element of activism. And while we must and will do more, I believe we did that to an unprecedented level and our membership numbers and retention rates reflect that relevance. On a sector level, we have fostered unprecedented relationships with other nonprofit organizations and elected government officials from coast to coast. We have tackled inequitable funding issues, disbursement quota problems and systemic issues within our sector itself.

AFP's greatest strength is the wisdom, engagement, and passion of its members and leading AFP Canada has been such an inspiring and challenging opportunity to lift up that voice.

My sincere thanks to all the AFP members and our organizations partners. I wish you each the best as you continue to create the change needed within and outside of our sector through both what you do, and more importantly, how you do it.

MESSAGE FROM MIKE GEIGER, AFP PRESIDENT AND CEO



*Mike Geiger, MBA, CPA
AFP President and CEO*

When I walked off the stage at the end of AFP ICON 2019 in San Antonio, I had no idea that it would be three years before I would see many of our members in person again. These last few years have not been easy for the fundraising profession, but despite all of the challenges, we never gave up. In fact, our community came together during the pandemic, stronger than ever!

Myself, the AFP staff, and our volunteer leaders, made it a priority to reinforce for all of our members that the AFP community is there for you in meaningful and supportive ways: #OneAFP. Our members responded in kind, sharing their own stories, letting their fellow members know they're not alone in what they're experiencing. We heard from working moms, struggling with the mental load of motherhood as schools shut

down. We heard from fundraisers of color, coming to grips with the racial unrest in the United States. Your stories demonstrated the resilience that exists within our profession and illustrated just how important representation and a commitment to inclusion, diversity, equity, and access (IDEA) is for our organization.

This past year, IDEA has been a driving force behind much of AFP's work, from our Women's Impact Initiative, to our Affinity Groups, to our decision to support salary transparency by requiring salaries on all of our job postings. We created resources such as our "Speaking Truth to Power" toolkit, designed to help women speak up about sexual harassment in the workplace. We conducted research, such as our annual Compensation and Benefits Survey, which illustrated a continued average pay gap of \$20,000 between men and women. In 2023, we expect to continue to build on the progress we've made, with the help of our newly elected board chair, Birgit Smith Burton, who is dedicated to understanding the barriers that fundraisers of color face when it comes to entry into the fundraising profession, and membership with AFP.

We've still got a long way to go, but I couldn't be more proud of everything that our community has accomplished this past year. I feel grateful that we were able to finally meet in person again at AFP ICON in Las Vegas this past May. I was inspired by the record turnout for AFP LEAD, our annual leadership conference, held in Houston in October. Fundraising truly is the impact profession, and as we move into 2023, AFP is committed to providing you the resources you need to be an ethical, effective, and inclusive fundraiser. Thank you to all of our members, sponsors, partners, and staff who make this possible. We couldn't do it without YOU.

As always, please don't hesitate to reach me via email at Mike.Geiger@afpglobal.org or on Twitter at [@AFPMikeGeiger](https://twitter.com/AFPMikeGeiger).

THANK YOU TO OUR SPONSORS

AFP thanks all of our sponsors and partners who supported the work of the association in 2022, helping us advance ethical and effective fundraising.

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Ken Mayhew

Chair, AFP Foundation for Philanthropy – U.S. Board

Harry Lynch, CFRE

Chair, AFP Foundation for Philanthropy – Canada Board

Jane Potentier

AFP Foundation for Philanthropy – Mexico Representative

Carlos Leonardo Madrid Varela

Ex-Officio Director without a vote

AFP President and CEO

Mike Geiger, MBA, CPA

In addition, the 2022 Representative to the Chapter President's Council, who serves on the AFP Global Board, is Perihan Abou El Ela, Senior External Relations Manager, Misr El Kheir Foundation MEK, Cairo Egypt (AFP Egypt & MENA Chapter).

2022 AFP TEN STAR GOLD CHAPTERS

AFP AB, Edmonton & Area Chapter	AFP IL, Chicago Chapter
AFP AL, Alabama Chapter	AFP KY, Greater Louisville Chapter
AFP AR, Arkansas Chapter	AFP LA, Baton Rouge Chapter
AFP AR, Northwest Chapter	AFP LA, Greater New Orleans Chapter
AFP AZ, Southern Chapter	AFP MB, Manitoba Chapter
AFP CA, Golden Gate Chapter	AFP MD, Western Maryland Chapter
AFP CA, Greater San Fernando Valley Chapter	AFP MN, Southern Minnesota Chapter
AFP CA, Orange County Chapter	AFP MO, Greater Kansas City Chapter
AFP CA, San Diego Chapter	AFP MO, St. Louis Regional Chapter
AFP CA, Santa Barbara/Ventura Counties Chapter	AFP NC, Charlotte Chapter
AFP CA, Silicon Valley Chapter	AFP NC, Triad Chapter
AFP CA, Yosemite Chapter	AFP NJ, Southern Chapter
AFP CO, Colorado Chapter	AFP NS, Nova Scotia Chapter
AFP FL, First Coast Chapter	AFP NV, Las Vegas Chapter
AFP FL, Fort Lauderdale/Broward Chapter	AFP NY, Hudson-Mohawk Chapter
AFP FL, Indian River Chapter	AFP OH, Central Chapter
AFP FL, Miami Chapter	AFP OH, Cincinnati Chapter
AFP FL, Palm Beach County Chapter	AFP OH, Greater Cleveland Chapter
AFP FL, Southwest Chapter	AFP OH, Greater Springfield Chapter
AFP FL, Tampa Bay Chapter	AFP OH, Mahoning-Shenango Chapter
AFP FL, Treasure Coast Chapter	AFP OH, Northwest Chapter
AFP GA, Atlanta Chapter	AFP OR, Oregon & SW Washington Chapter
AFP IA, Greater Tri-State Chapter	AFP PA, Berks Regional Chapter
	AFP PA, Greater Philadelphia Chapter

2022 AFP TEN STAR CHAPTERS

- AFP AB, Calgary & Area Chapter
- AFP AK, Alaska Chapter
- AFP AZ, Greater Arizona Chapter
- AFP BC, Greater Vancouver Chapter
- AFP BC, Interior Chapter
- AFP CA, Capital Chapter
- AFP CA, Desert Communities Chapter
- AFP CA, Greater Los Angeles Chapter
- AFP CA, Inland Empire Chapter
- AFP CA, Monterey Bay Chapter
- AFP CO, Southern Chapter
- AFP CT, Fairfield County Chapter
- AFP DC, Washington DC Metro Area Chapter
- AFP DE, Brandywine Chapter
- AFP FL, Central Chapter
- AFP HI, Aloha Chapter
- AFP IA, Central Chapter
- AFP IL, Central Chapter
- AFP IL, Rockford Area Chapter
- AFP IN, Indiana Chapter
- AFP IN, Northeast Chapter
- AFP KS, Greater Wichita Chapter
- AFP KY, Bluegrass Chapter
- AFP LA, North Chapter
- AFP MA, Massachusetts Chapter
- AFP MI, Capital Area Chapter
- AFP MI, Greater Detroit Chapter
- AFP MI, West Michigan Chapter
- AFP MN, Minnesota Chapter
- AFP MX, Noreste Chapter
- AFP NC, Triangle Chapter
- AFP NC, Western Chapter
- AFP NF, Newfoundland and Labrador Chapter
- AFP NH, Northern New England
- AFP NJ, New Jersey Chapter
- AFP NV, Sierra Chapter
- AFP NY, Central Chapter
- AFP NY, Genesee Valley Chapter
- AFP NY, New York City Chapter
- AFP NY, Western Chapter
- AFP OH, Greater Dayton Region Chapter
- AFP ON, Canada South Chapter
- AFP ON, Central Ontario Chapter
- AFP ON, Golden Horseshoe Chapter
- AFP ON, Greater Toronto Chapter
- AFP ON, Ottawa Chapter
- AFP ON, South Eastern Ontario

2022 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.

2022 IDEA Champion Chapters

- AFP AB, Edmonton & Area Chapter
- AFP AK, Alaska Chapter
- AFP AL, Alabama Chapter
- AFP AR, Arkansas Chapter
- AFP AR, Northwest Chapter
- AFP AZ, Greater Arizona Chapter
- AFP AZ, Southern Chapter
- AFP BC, Interior Chapter
- AFP CA, Capital Chapter
- AFP CA, Desert Communities Chapter
- AFP CA, Golden Gate Chapter
- AFP CA, Greater Los Angeles Chapter
- AFP CA, Greater San Fernando Valley Chapter
- AFP CA, 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 CO, Southern Chapter
- AFP CT, Fairfield County Chapter
- AFP DC, Washington DC Metro Area Chapter
- AFP DE, Brandywine Chapter
- AFP FL, First Coast Chapter
- AFP FL, Fort Lauderdale/Broward Chapter
- AFP FL, Indian River Chapter
- AFP FL, Miami Chapter
- AFP FL, Palm Beach County Chapter
- AFP FL, Southwest 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 IL, Quad Cities Chapter
- AFP KY, Greater Louisville Chapter
- AFP LA, Baton Rouge Chapter
- AFP LA, Greater New Orleans Chapter
- AFP MA, Massachusetts Chapter
- AFP MB, Manitoba Chapter
- AFP MD, Maryland Chapter
- AFP MD, Western Maryland Chapter
- AFP MI, Greater Detroit Chapter
- AFP MN, Minnesota 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 NC, Triangle Chapter
AFP NJ, New Jersey Chapter
AFP NJ, Southern Chapter
AFP NS, Nova Scotia Chapter
AFP NV, Las Vegas Chapter
AFP NY, Central Chapter
AFP NY, Genesee 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
AFP OH, Northeast Ohio Chapter
AFP OH, Northwest Chapter
AFP ON, Central Ontario Chapter
AFP ON, Greater Toronto 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, Eastern Chapter
AFP PA, Greater Philadelphia Chapter
AFP PA, Western 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, Southeastern Chapter
AFP TX, Central 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 VA, Hampton Roads Chapter

AFP FOUNDATION FOR PHILANTHROPY—U.S.



*Harry Lynch, CFRE
AFP U.S. Foundation for
Philanthropy Board Chair
2021–2022*

It has been a tremendous honor to serve as Chair of the Board of the AFP US Foundation for Philanthropy. I want to express my most heartfelt thanks to everyone who has supported foundation’s critical programs – and helped to create extraordinary impact across our profession and the entire nonprofit sector.

Your donations have enabled the foundation to provide hundreds of scholarships to send fundraisers to conferences like ICON and LEAD to gain valuable skills to elevate their work in the sector. These professionals learned tactical skills they could put into practice right away as well as strategic skills that help them as they plan for their organization’s future, expand services, and engage with people in their communities. Scholarship recipients tell us again and again that their attendance at a conference had an amazing impact on them and their career.

We are excited that the new Leadership Institute has officially launched, and the first cohort will complete the program in 2023. The Institute is helping create the future leaders of our profession and in the sector ensuring they represent a diverse community that reflects our society. I can’t wait to see what impact this new initiative will have.

Beyond the crucial education programs, the foundation conducts vital qualitative and quantitative research around the top issues of the day that are of highest concern to fundraising professionals and philanthropists. The foundation also funds the Fundraising Effectiveness Project (FEP). Many of you may not know about this incredibly impactful service and information available to our sector. Quarterly, the FEP provides essential benchmarking data to help fundraisers be more strategic and raise more money. Additionally, nonprofits can use the Fundraising Fitness Test provide by the FEP, free of charge, to get timely, strategic insights about their own donors’ behavior. Fundraisers use the organization-specific information to implement effective and efficient fundraising plans.

Fundraising is the Impact Profession, and the AFP Foundation for Philanthropy delivers programs of education, research, and service that benefit those who lead, serve, and support nonprofit institutions, amplifying their impact and enabling them to do more for the communities they serve.

I am proud of what the AFP US Foundation for Philanthropy has accomplished this year and am so grateful for your support to enable us to make a profound impact on the fundraising profession and the entire nonprofit sector.

AFP FOUNDATION FOR PHILANTHROPY–CANADA



*Jane Potentier, CFRE
AFP Canada Foundation for
Philanthropy Board Chair
2021–2022*

Being the chair of the AFP Canada Foundation for Philanthropy board was a fantastic experience. I have learned so much and am very proud of the work we have collectively accomplished. It has been a learning experience too—in so many ways, from balancing volunteer and work life, to handling difficult topics and learning new perspectives from the foundation board members as well as through work with the AFP Canada, AFP Global, and the US Foundation boards.

During my term as chair, my priorities were focused around three areas: building credibility, learning leadership, and enhanced communications for the foundation. Much has been accomplished and I am honored to have played a part along with our staff and volunteers. This year's foundation activities included:

- Providing funding to create new Canadian-based research on “Assessing the Role of Foundation Grants in Achieving Sustainable Fundraising by Canadian Charities.”
- Scholarships for 27 fundraising professionals across Canada, totaling \$18,000, to attend educational programs.
- The Barbara McInnes Fund was created in her memory for a mentoring program at both the AFP Ottawa chapter and the AFP Newfoundland & Labrador chapter. A portion of the funds has been placed in an endowment for ongoing support in Ottawa. This is a wonderful way to recognize someone who has made significant contributions to our profession while providing executive mentoring to leaders.
- Other endowments held at the AFP Canada Foundation for Philanthropy in honor of Cynthia Quigley, Marnie Spears and Don Hardy provided scholarships to Toronto Congress and grants to chapters for mentoring programs.
- The Foundation funded translation of the newly revised “Fundraising Is Awesome!” document.
- Almost \$20,000 in grants to AFP chapters was provided to extend the reach of the Foundation in their local communities through educational programs, scholarships, and National Philanthropy Day®.
- In partnership with AFP Canada, formed a joint task force to determine steps and meaningful actions we can take to create an authentic path to Truth and Reconciliation with Indigenous peoples in Canada. The AFP Foundation for Philanthropy – Canada committed to join The Circle on Philanthropy and sign its Declaration of Action.

Looking ahead, to be able to achieve the impact we want to have, the foundation must continue to reflect on its work, foster a greater sense of belonging and inclusion, and increase our diversity and ensure critical voices have a place at the table. We must focus more effort on connecting with donors and raising the funds needed to implement and execute our programming. We all have so much to learn and unlearn, and we have established partnerships to help us on that journey. The foundation and AFP Canada can play a key role in taking meaningful actions to support fundraisers to help their organizations meet today's challenges.

A huge thank you to all the donors to the foundation, whether members, chapters, or friends of AFP, you are the difference makers and together we are able to offer education and research to support the fundraising community.

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AFP FOUNDATION FOR PHILANTHROPY–MEXICO IN 2022

The AFP Foundation for Philanthropy-Mexico has strengthened its presence in Mexico in 2022 through several strategic activities.

In 2022 the **10th edition of the Hemispheric Congress on Fundraising** took place, in Guadalajara, Jalisco. It was possible thanks to an alliance with the ITESO Universidad Jesuita de Guadalajara, where the Congress took place and also with the support of the Occidente-Pacifico Chapter. There were over 200 participants during the two-day event.

In September, the Foundation held the Annual Assembly Meeting and also a Strategic Planning Session, where the guidelines for the next five years were outlined. The key topics to work on were:

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

As part of these conclusions, the Foundation has started a weekly Spanish Newsletter, that includes Mike's Monday Message and also local content, all in Spanish.

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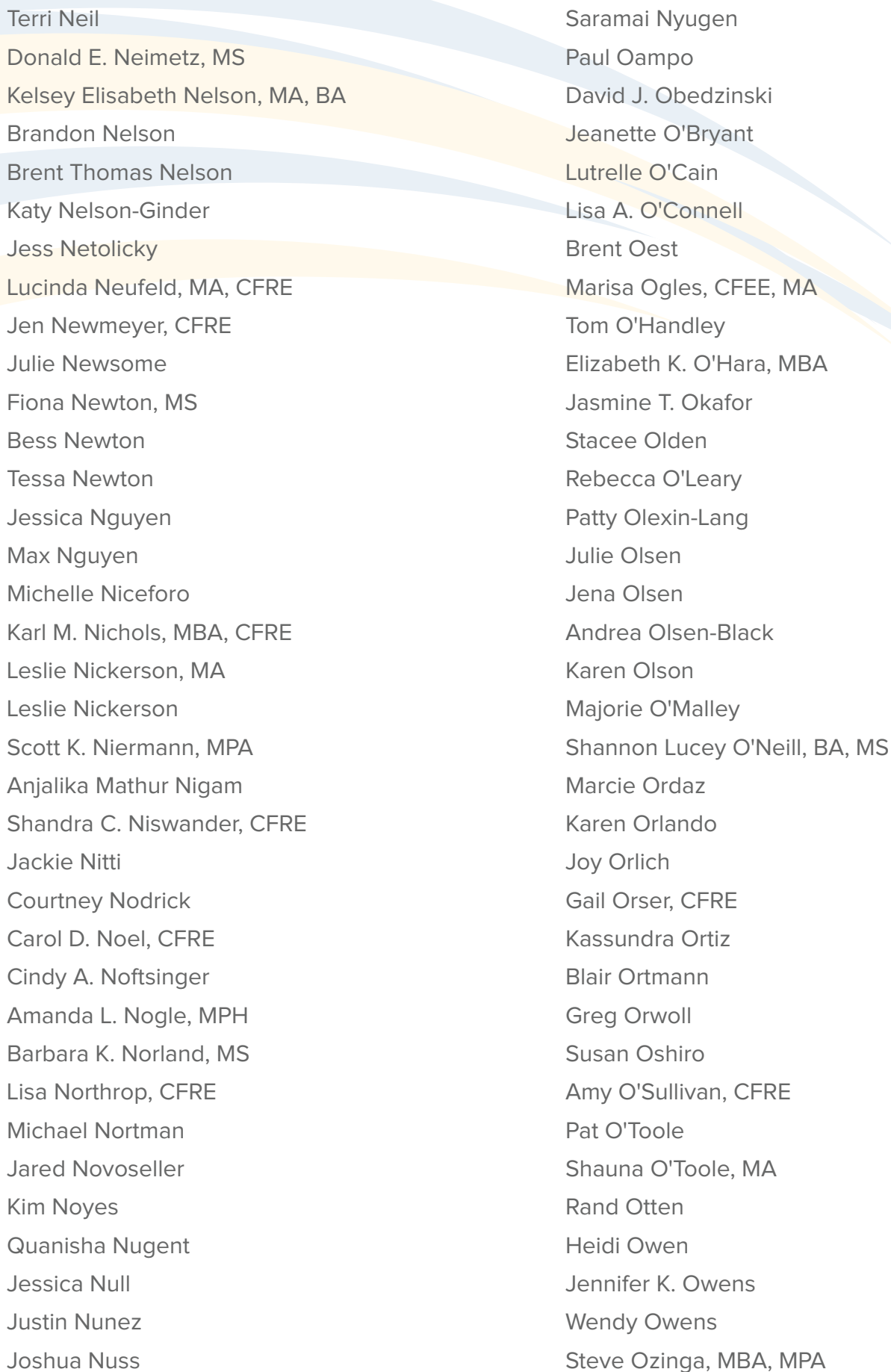
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Michelle C. Spreitzer
Liza Springmeyer
Paul St. Angelo, CFRM, CFRE
Rachel St. John
Dr. Joseph Stabb, APR, PHD
Carl H. Stages
Amanda Stahmann
Sarah Mollet Staiger
Rachel D. Stalcup, CFRE, MA
Joe Staley
Natalie Brooke Stalmach
Samantha Standing, CFRE
Paul D. Stangelo
Krystsina Stankevich
Rachel Stanley
Nicola Starin
Ben Starling
Mary Beth Steen, CFRE
Lyla Steenbergen, CFRE
Susan Steffens, MBA
Stuart R. Steffy, CNP
Kat Steiner, CFRE

Kelsey Steines
Malea Stenzel Gilligan
Kathryn Stephens
Scott Stephens, MA
Aggie Stephenson
Lynn Stevens
Christine Ann Stevens, MBA
Deborah Stevens
Lori Stewart
Nick Stewart
Serena Stewart
Peyton Stewman
Christopher Stibbs, CNP, MA, CFRE
Tiffany Stietz
Danielle Stiles-Polk
Arthur Thomas Stillwell, CFRE
Dayna Stock
JoAnn Stock
Kathleen Stockham
Jennifer Stockman
Kelly Stolar, CFRE
Vanessa Shelton Stolen, CFRE
Audrey Edmonds Stone, MA, CFRE
Carter Rose Stone
Tara Stone Medina, MA, MS
Ashley Stoneburner, CFRE
Danielle Stonehouse
Myrnissa A. Stone-Sumair, BS
Vicki Stouffer
Melissa Stover
Tracy Straight
Jennifer Strain, CFRE
Lisa Strandberg
Maeve Strathy, BA
Ryan Strawhecker, MA, CFRE
Nathan Stretch

Guy Stricklin
Janet Stringer
Jenny Patton Stripling
Christine M. Strong, MBA
Elizabeth Struijf-Mandishora
Cindy Wright Stubblefield
Danielle Stuebing
Cindy Sullivan
Joanne B. Sullivan,
Patty Henson Sullivan
Heather Hahn Sullivan, MBA, BA
Murphy Sullivan, BA, MPA, CFRE
Melissa Summers
Maggie Sutter
Katie Sutton
Anthony Sutton, CFRE
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Vicki Swain
Sally Swanson
Kirsten Swanson
Jennie Swantz
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Wendy Sweeney, MA
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Meena Tadimeti, MBA
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Brady Tanner
Debbie D. Tate, CFRE
Julie Yates Taylor
Michael W. Taylor, CFRE
Latoria P. Taylor
Katherine Taylor
Alexandra Taylor
Janelle Taylor
Rob Taylor
Laurie H. Taylor, CFRE



Margaret Taylor, CFRE
Wendy Taylor
Kasandra Lynn Tenbarge
Eva Terry, CFRE
Celeste E. Terry
Jennifer Teske, CFRE
Samantha Teter
The Benevity Community Impact Fund
The Makana Aloha Foundation
Linda G. Thieben
Christopher G. Thomas
Latoria W. Thomas, BS
Elizabeth L. Thomason
Celeste Mary Thompson
Katie Thompson
Alexis Arnold Thompson, MPA
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Kristin Thompson
Reagan Thompson
Sara Thompson
Dr. Beverly Brooks Thompson, CFRE
Elizabeth Thompson
Wesley Thompson
J. Renee Thompson-Gill, CFRE
Ann Thompson-Haas, FAHP, MBA
Karen Thorn
Katherine E. Thornton
Lara Tilley-Bouez
Tyler Timko, MBA, CFRE
Lee Tinker
Amy Tinucci
Amanda Tirocchi, CFRE
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Joanne W. Towner, CFRE
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Tammy Tragis-McCook, CFRE
Kelly Trame, CFRE
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Ben Trenaman
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Maggie Trigueros
Robyn Trippe
Brooke Truesdale, CFRE
Lee Lauren Truesdale
Lauren Trujillo
Christine Trunick
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Alyssa Turcsak, CNP
Michelle Turman, MA, CFRE
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Russell Turner
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Seth Tuttle
Hillary Twining
Melissa Tyler
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Samuel Underwood

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Meghan Unterschultz, BA
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Kathrene Wales
Shairoze Walji
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Kellyna Warnke
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Todd West
Breanne West
Hillary West
Lynne Wester
Melissa Wetzel, CFRE
Barbara Wetzler
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Dylan White
Dr. Holly Whitfield, PHD
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Stacy Williams
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Tyler Williamson
Bruce Gordon Willson, CFRE
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David Wesley Wilson
Kay Wilson
Greg Wilson, CAP, MS
Samantha Wilson
Julie Winslett Wagoner
Melissa Winstead
Janie Winston
Julia Winter
Patricia Quinn Winter
Virginia Marie Wishard Lambert
Harold Witherspoon
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Alia Wolaver
Kelsey Wolf-Donnay, CFRE
Diane Wolfe, CFRE
Helen Wolfe
Liz Wollenberg
Debra Wolniak
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Sean Wong, CFRE, MA

Randy Wong, CFRE
Holly Wong
Jennifer Wood, CFRE
Carol Wood
Dina C. Wood, JD
Alison Woody
Megan K. Word
Rebekah Worster
Rhonda Wotowis
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Sonia R. Wright
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Tricia Wright
Andrea Wright
Jill Wright
Krista Wright
Laura S. Wright
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Stephanie Wuest
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Kellie Yackley, CFRE
Shelita Yacoob
Joell Yarmel

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Julie Z. Zdanowicz
Jay Zeager
Creal Zearing
Elinor S. Zedaker, CFRE
Susan M. Zellner
Missy Zenczak Candler
Yulia Zhernovaya
Judy Zhu
Jenny Ziegler, CFRE
Sean Zikman
Marissa Elisabeth Zondag
Rob Zuback
Julie C. Zumas
Hayley Zvaniga

^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, 2022

ASSETS	2022	2021
Cash and cash equivalents	2,653,659	4,444,454
Investments	3,873,050	2,118,704
Accounts receivable, net	271,043	286,130
Promises to give, net	332,821	228,205
Prepaid expenses and other	549,484	465,839
Inventory	—	60,046
Property and equipment, net	1,007,066	472,402
Right-of-use lease assets, net	986,152	—
Total Assets	9,673,275	8,075,780
LIABILITIES AND NET ASSETS	2022	2021
Liabilities:		
Accounts payable and accrued expenses	918,830	969,873
Accrued loss on subleases	—	15,156
Deferred revenue	4,015,801	3,562,903
Right-of-use lease liabilities, net	1,169,803	—
Deferred rent	—	1,060
Total Liabilities	6,104,434	4,548,992
Net assets (deficit):		
Without donor restrictions, as restated	2,098,091	1,896,834
With donor restrictions, as restated	1,470,750	1,629,954
Total net assets (deficit)	3,568,841	3,526,788
Total liabilities and net assets	9,673,275	8,075,780

ASSOCIATION OF FUNDRAISING PROFESSIONALS AND AFP FOUNDATION FOR PHILANTHROPY

Consolidated Statement of Activities

DECEMBER 31, 2022

ACTIVITIES WITHOUT DONOR RESTRICTIONS	2022	2021
Revenue and support		
Membership dues	5,407,605	5,097,446
Registration fees	2,708,253	1,405,756
Advertising and sponsorships	1,354,869	805,327
Royalty income	1,226,392	1,156,299
Contributions and grants of cash and other financial assets	671,548	580,845
Exhibitor fees	268,705	53,880
Contributions of non-financial assets	123,500	158,910
Miscellaneous	116,078	41,100
Sublease rental income	32,801	361,630
Sales of merchandise	24,036	41,042
Investment loss, net	(32,180)	(1,254)
Forgiveness of Paycheck Protection Program loans	–	627,593
Grant income-Employee Retention Tax Credit	–	472,104
Net assets released from donor restrictions	294,769	243,833
Total revenue and support	12,196,376	11,044,511
Expenses		
Program services		
Professional development	3,896,632	2,515,835
Member and chapter services	2,336,440	2,346,933
Marketing and communications	1,351,982	1,335,539
Relevant quality education	579,253	435,749
Public policy, advocacy, and ethics	73,731	32,056
Inclusion and influence	65,422	75,787
Total program services	8,303,460	6,741,899
Supporting services		
Management and general	3,529,181	3,391,376
Resource development	162,478	351,753
Total supporting services	3,691,659	3,743,129
Total expense	11,995,119	10,485,028
Change in net assets without donor restrictions	201,257	559,483

ACTIVITIES WITH DONOR RESTRICTIONS	2022	2021
Contributions of cash and other financial assets	318,226	273,658
Investment (loss) return, net	(182,661)	104,328
Net assets released from donor restrictions	(294,769)	(243,833)
Change in net assets with donor restrictions	(159,204)	134,153
Change in net assets	42,053	693,636
Net assets		
Beginning	3,526,788	2,833,152
Ending	3,568,841	3,526,788

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

AUDITED STATEMENT OF REVENUE AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2022

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	June 2022 (546 days)	December 2020 (365 days)
REVENUE					
Donations					
Designated	153,614	1,756	50,154	205,524	102,497
Member	29,605	0	117,882	147,487	97,395
TOTAL REVENUE	183,219	1,756	168,036	353,011	199,892
EXPENSES					
Programs					
Regional designated allocations	50,216	0	0	50,216	17,340
National designated allocations	114,324	0	0	114,324	61,152
Translation	0	0	10,461	10,460	4,921
Program support	29,556	0	0	29,556	15,932
	194,096	0	10,461	204,556	99,345
Administration and fundraising					
Administration and fundraising					
Administrative support	0	0	7,600	7,600	4,781
Bank and credit card fees	0	1,982	10,975	12,957	8,048
Donor recognition	0	0	2,818	2,818	0
Fundraising consulting support	0	0	2,209	2,209	2,672
Office supplies	0	0	2,249	2,249	1,639
Postage and courier	0	0	291	291	813
Printing and reproduction	0	0	1,255	1,255	101
Professional fees	0	0	73,729	73,729	50,249
Telephone and fax	0	0	375	375	2,188
Travel	0	0	374	374	203
Website	0	0			
TOTAL EXPENSES	194,096	1,982	112,336	308,412	170,773
Net revenue/(loss) from operations	(10,877)	(226)	55,700	44,598	29,118
Investment income (interest and dividends)	0	2,064	3,401	5,465	14,045
Unrealized gain/(loss)	0	(5,659)	(9,203)	(14,862)	(5,666)
NET REVENUE/(LOSS) FOR THE YEAR	(10,877)	(3,821)	49,898	35,201	37,497

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

AUDITED STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2022

	RESTRICTED FUNDS			TOTAL	
	Designated Funds	Endowment Funds	General Funds	June 2022 (546 days)	December 2020 (365 days)
Balance, beginning of the year	76,560	99,492	111,848	287,900	250,403
Net revenue for the year	(10,877)	(3,821)	49,898	35,201	37,497
Transferred	46,173	0	(46,173)	0	0
Balance, end of the year	111,856	95,671	115,573	323,101	287,900

ASSOCIATION OF FUNDRAISING PROFESSIONALS CANADA

AUDITED STATEMENT OF FINANCIAL POSITION

FOR THE PERIOD ENDED JUNE 30, 2022

	2022 546 DAYS (NOTE 7)	2020 365 DAYS
ASSETS		
<i>CURRENT ASSETS</i>		
Cash	\$374,785	\$197,621
Accounts receivable	5,619	2,845
Prepaid expenses	15,533	7,636
TOTAL ASSETS	\$395,937	\$208,102
LIABILITIES AND NET ASSETS		
<i>CURRENT LIABILITIES</i>		
Accounts payable and accrued liabilities	\$28,514	\$5,245
Source deductions payable	3,662	3,026
Deferred revenue	127,630	60,755
	159,806	69,026
<i>LONG TERM LIABILITIES</i>		
Canadian Emergency Business Account (CEBA) loan (Note 6)	60,000	40,000
TOTAL LIABILITIES	219,806	109,026
<i>NET ASSETS</i>		
Internally restricted reserve fund	40,000	25,000
Unrestricted	136,131	74,076
	176,131	99,076
TOTAL LIABILITIES AND NET ASSETS	\$395,937	\$208,102

Note: The AFP Foundation for Philanthropy – Canada and AFP Canada both transitioned to a June 30th fiscal year end in 2021. For that reason, an 18-month audit took place for both organizations from January 1, 2021 – June 30, 2022.

ASSOCIATION OF FUNDRAISING PROFESSIONALS CANADA AUDITED STATEMENT OF REVENUE AND EXPENSES


FOR THE PERIOD ENDED JUNE 30, 2022

	2022 546 DAYS (NOTE 7)	2020 365 DAYS
REVENUES		
AFP Global contribution	\$267,036	\$108,250
AFP Global in kind services	112,500	75,000
AFP Canada partnerships	35,155	21,490
Canadian Leadership Retreat	7,232	6,500
Government relations	0	500
Red & White Reception revenue	9,500	4,000
Program/Project funding	41,903	26,455
Travel stipend funding	3,500	0
Other revenue	29,471	25,609
	506,297	267,804
EXPENSES		
Administration	272,591	133,221
AFP Global staff support (in kind)	112,500	75,000
Programs/Projects Communications	13,517	4,478
Programs/Projects Government relations	15,109	2,210
Canadian Leadership Retreat	520	809
Board meetings	257	0
Red & White Reception	7,344	118
Travel Staff and Board	3,904	6,768
Travel Stipends	3,500	0
	429,242	222,604
NET REVENUE FOR THE YEAR	\$77,055	\$45,200

ASSOCIATION OF FUNDRAISING PROFESSIONALS CANADA AUDITED STATEMENT OF CHANGES IN NET ASSETS

FOR THE PERIOD ENDED JUNE 30, 2022

	2022 546 DAYS (NOTE 7)	2020 365 DAYS
INTERNALLY RESTRICTED RESERVE		
Net assets, beginning of year	\$25,000	\$25,000
Transfer from unrestricted net assets	15,000	0
Net assets, end of year	\$40,000	\$25,000
UNRESTRICTED NET ASSETS		
Net assets, beginning of year	\$74,076	\$28,876
Net revenue for the year	77,055	45,200
Transfer to internally restricted reserve	(15,000)	0
Net assets, end of year	\$136,131	\$74,076



“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

