MISSION STATEMENT

AFP, an association of professionals throughout the world, advances philanthropy by enabling people and organizations to practice ethical and effective fundraising. The core activities through which AFP fulfills this mission include education, training, mentoring, research, credentialing and advocacy.

VISION STATEMENT

Fundraising is viewed as a credible and respected profession for civic betterment throughout the world.

QUALITY STATEMENT

AFP is committed to excellence in providing the highest quality services and products for our members and other constituents. We are responsive to their needs and strive to exceed expectations.
2009 was one of the most difficult years for fundraising that the charitable sector has ever experienced. According to AFP’s *State of Fundraising Report*, it was the most challenging year in the past 10 years. Based on anecdotal information from some of our most senior members, it may have been the most challenging time in the past 40 years.

Despite these challenges, however, an extraordinary amount of charitable giving occurred around the world. A majority of charities still managed to raise the same amount of money or more in 2009 than they did in 2008. Numerous multimillion-dollar gifts were made. Success stories were still plentiful.

The fundraising profession is moving forward and rising above the economic challenges of 2009 because people are depending on us. Regardless of the economy, the homeless need housing. The sick need cures. The hungry need to be fed. The environment needs to be safeguarded. Workers need to be trained. Millions and millions of programs and services need to be provided. And in each case, they are.

All of this happens because fundraising professionals have the skills, knowledge and training needed to inspire donors, and all of us at AFP are proud and humbled to have played a role in providing those necessities. In spite of the economic difficulties of 2009, we provided more services than ever before—new and practical initiatives and ideas that meet the needs of development professionals everywhere so they can raise the funds that support their critical missions and causes.

We focused on connecting fundraisers to each other because we know that in this day and age, sharing knowledge and experience is one of the most powerful ways to advance ourselves, our organizations and our profession. We delivered new and cutting-edge educational programs that expanded the base of knowledge that the profession uses. We also emphasized the online, on-demand member experience so that fundraisers could receive the training and skills they need how and when they want.

Hundreds of millions of people rely—every day!—on the services of the world’s charitable sector that is driven by the fundraising profession. We have neither the time nor the luxury to rest on our laurels or feel sorry for ourselves because of obstacles or difficulties. We must move forward, expanding on what we’ve done to meet the new challenges of the future. We must do so with planning, deliberation and the highest ethical standards, but we always must move forward.

As the chair and president and CEO of AFP, we invite you to review our work and how we helped move fundraising and the charitable sector forward in 2009.
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Park Island, N.T., Hong Kong
AFP will develop more skilled, knowledgeable and ethical fundraising professionals

AFP members are considered to be better fundraisers as a result of knowledge gained through AFP educational offerings and resources

2007 – 2010

AFP will deliver optimal value to members

Chapters and the international headquarters will work together to deliver value for membership. Members will consistently rate their overall experience with AFP as exceeding expectations

AFP will promote effective, ethical, accountable fundraising as both a recognized profession and an essential component of philanthropy

The public, governments, donors and the sector will view the fundraising profession as a vital part of the philanthropic process

AFP will advocate for public policy based on principles important to AFP and the fundraising profession

Legislation and regulations are enacted that are favorable to AFP’s members, donors and the general public

AFP will embrace and engage diverse individuals, groups and organizations within the fundraising profession

AFP will be viewed as a leader in engaging diverse organizations and as the member organization of choice for diverse fundraisers

AFP will increase its influence and presence worldwide

AFP will be a leader in establishing the most effective environment for fundraising communities worldwide by ensuring that a wide range of services is accessible to fundraisers outside North America

GOALS AND OUTCOMES
MOVING FORWARD...

IN THE RIGHT DIRECTION

AFP was founded in 1960 on the notion that ethical principles must guide effective fundraising. By promoting consistently high standards of professional practice, AFP helps to ensure donor trust and guards against abuses that can occur in the fundraising process. Ethical and effective fundraising is vital to maintaining public trust in charities, especially as they work to overcome an extremely challenging economy. Thanks to the diligence and expertise of our members, charities have proven resilient in tough times.

AFP brings together fundraisers from around the world to share their expertise, mentor others and network. From extensive training for new fundraisers to certification training and advanced certification, AFP builds fundraisers’ knowledge and skills—in its local chapters and through international gatherings—to stay current with trends and new developments in all areas of fundraising. In 2009, AFP’s International Conference on Fundraising, held in New Orleans, brought together more than 3,000 fundraisers and provided guidance on navigating a changing and challenging fundraising environment. The AFP Leadership Academy, held in Nashville, Tenn., brought together nearly 250 AFP chapter leaders to enrich their careers, further the success of our chapters and make a positive impact on the profession.
WITH THE RIGHT TOOLS

AFP continues to move forward to provide members the best tools and services possible to help them succeed. AFP’s newly redesigned website, www.afpnet.org, offers improved navigation and an enhanced search engine enabling members and the public to better access our large quantity of online resources.

Our award winning publication, Advancing Philanthropy, not only has a new design, but is now available in a digital format, allowing members to search a growing archive of past issues and access exclusive trends and information with just a click of the mouse. With the launch of the online AFP Fundraising Resource Center, members have 24/7 access to a wide range of articles, toolkits, guides and sample documents, with the most popular information and guidance featured in information-rich Hot Topics. Members also can read and share information papers—at no cost—through the new AFP Information Exchange, a growing collection of high quality member-written resources on fundraising.

AFP continues to enhance its offerings for Spanish speakers. The quarterly newsletter Te Informa offers advice and trends on fundraising in Latin America and beyond, and in 2009 we launched the AFP online Fundraising Diploma program (in Spanish) with Tec de Monterrey in Mexico. More information can be found at our web page for Spanish speakers: www.afpnet.org/latinoamerica.

AND AS A COMMUNITY

AFP brings people together. With the help of new social media tools such as Facebook, LinkedIn and Twitter, we continue to expand the way fundraisers interact locally and internationally. From chapter mentoring programs and trainings to live webinars and audioconferences, AFP’s vibrant community is accessible to all members.

The association seeks new ways to foster deeper inclusion and diversity in the profession of fundraising—working to cultivate fundraisers of every faith, ethnicity, age, geographic location and sexual orientation—and also to better reach donors. The message: We are all in this together and we need everyone’s involvement. AFP leads the way in making fundraising a welcoming and inclusive profession, with an active diversity committee, diversity events and programs, as well as a quarterly newsletter on the topic called Kaleidoscope.

“Inclusion allows the nonprofit sector to be a better representation of the populations we serve.”

—AFP member Christopher A. Owens, Kaleidoscope, Spring 2009

www.afpnet.org • ANNUAL REPORT 2009 • 5
Moving Forward...

For a Stronger Profession

AFP speaks out on behalf of fundraisers with a powerful voice 30,000 fundraisers strong. We educate the public on how to give wisely to charities and offer detailed advice and feedback on public issues to inform policymakers in the United States, Canada and abroad. Perhaps most importantly, we give voice to the value and necessity of fundraising as a profession. Sustainable nonprofits need quality fundraisers. AFP is in the business of making fundraisers great at what they do—and making sure people are aware of their significant contributions.

Our public relations efforts have increased from 2008 through contact with hundreds of reporters and editors, increasing the association’s presence in local and national news outlets, including The New York Times, USA Today and The Wall Street Journal. We have helped to increase the media presence of AFP chapters around the world, and continued our partnership with Canadian newspaper The Globe and Mail to publish a prominent special section on philanthropy and fundraising.

AFP’s advocacy efforts in 2009 included coordinating the efforts to oppose a proposed cap on the charitable deduction in the United States. AFP also promoted legislation in Canada that would create a government-recognized National Philanthropy Day®. AFP worked in collaboration with the Canada Revenue Agency (CRA), Imagine Canada, Health Charities Coalition of Canada and numerous other organizations on the CRA’s Guidelines on Fundraising and also worked with Imagine Canada, the Canadian Bar Association and others regarding the disbursement quota.

Through these efforts, the proposed cap in the United States was not included in the healthcare reform legislation, a great victory for the sector. As a result of efforts in Canada, the Minister of Canadian Heritage officially declared Nov. 15th as National Philanthropy Day. In addition, the CRA accepted many of the suggestions from AFP and others and integrated them into its final version of the Guidelines on Fundraising. Finally, the Canadian federal government eliminated the disbursement quota in its 2010 Budget, a decision strongly supported by AFP.

AFP’s research efforts in 2009 included publishing a yearly salary survey and a report on the state of fundraising. Furthermore, AFP and the AFP Foundation for Philanthropy sponsored several academic research ventures and spotlighted the achievement of authors and scholars advancing fundraising.
AND A BETTER WORLD

AFP celebrates philanthropy with gatherings and ceremonies in communities around the world. National Philanthropy Day®, designated Nov. 15, was founded and promoted by the association to make sure that donors everywhere are acknowledged for the good that they make happen with their gifts. The association supported approximately 100 National Philanthropy Day events with a variety of toolkits and resources for chapters.

What is to come for nonprofits in the years ahead? What is to come for the people who benefit from their programs and services? Whatever challenges arise, AFP will continue to stand for fundraisers and promote fundraising and philanthropy. Donors give out of goodness, out of a sense of purpose and an idea of what could be—and fundraisers are stewards of this generosity. AFP works to ensure fundraisers have a clear path and the tools to move forward. Fundraising is a vital profession, and each day AFP members around the world assure that it continues to move forward.

“My involvement with AFP and its members has been instrumental in my growth as a fundraising professional and manager.”

—AFP member Tom Moore, CFRE

National Philanthropy Day® is a registered trademark of the AFP Foundation for Philanthropy.

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AFP International Awards Program
2008–2009 Honorees

The AFP Awards for Philanthropy
Paschal Murray Award for Outstanding Philanthropist
John C. Erickson
Nominated by: AFP Maryland Chapter

Ketchum Award for Outstanding Volunteer Fundraiser
William E. (Bill) Greehey
Nominated by: AFP Texas, San Antonio Chapter

CCS Award for Outstanding Fundraising Professional
Kenneth C. Frisch, ACFRE
Nominated by: AFP Texas, San Antonio Chapter

Award for Outstanding Foundation
The Greater New Orleans Foundation
Nominated by: AFP Louisiana, Greater New Orleans Chapter

Freeman Philanthropic Services Award for Outstanding Corporation:
AT&T Corporation
Nominated by: AFP Missouri, St. Louis Chapter

Changing Our World/Simms Award for Outstanding Youth in Philanthropy, Ages 18-23
Jordan Thomas
Nominated by: AFP Tennessee, Southeast Chapter

Changing Our World/Simms Award for Outstanding Youth in Philanthropy, Ages 5-17
Caitlin’s Closet
Nominated by: AFP Connecticut Chapter

Campbell & Company Awards for Excellence in Fundraising
Small Category
ForKids
Norfolk, Va.

Barbara Marion Award for Outstanding Leadership to AFP
William M. (Bill) Moran, ACFRE
Nominated by: AFP Connecticut Chapter

AFP Chapter Honors
Founders’ Award for Public Service
Chapter Grouping III
AFP Calgary, Edmonton & Area Chapter

Charles R. Stephens Excellence in Diversity Award
Chapter Grouping III
AFP Hawaii, Aloha Chapter
Chapter Grouping V
AFP Georgia, Greater Atlanta Chapter

Abel Hanson Award
Chapter Grouping I
California, Greater San Fernando Valley Chapter
Chapter Grouping II
AFP Illinois, Central Chapter
Chapter Grouping III
AFP Tennessee, Greater Memphis Chapter
Chapter Grouping IV
AFP Alberta, Calgary Chapter

2009 Ten Star Chapters

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 AZ, Northern Chapter
AFP CA, Greater Los Angeles Chapter
AFP CA, San Diego Chapter
AFP CA, Valley Chapter
AFP CA, Orange County Chapter
AFP CA, Capital Chapter
AFP CA, Silicon Valley Chapter
AFP CA, Yosemite Chapter
AFP ON, Greater Toronto Chapter
AFP BC, Vancouver Chapter
AFP ON, Ottawa Chapter
AFP AB, Edmonton & Area Chapter
AFP AB, Calgary & Area Chapter
AFP MB, Manitoba Chapter
AFP ON, South Eastern Ontario
AFP ON, Golden Horseshoe Chapter
AFP CT, Connecticut Chapter
AFP CT, Fairfield County Chapter
AFP DC, Washington DC Metro Area Chapter
AFP FL, Suncoast Chapter
AFP FL, Central Chapter
AFP FL, Palm Beach County Chapter
AFP FL, First Coast Chapter
AFP FL, Southwest Chapter
AFP FL, Indian River Chapter

AFP GA, Greater Atlanta Chapter
AFP HI, Aloha Chapter
AFP IA, Eastern Chapter
AFP IA, Greater Tri-State Chapter
AFP IL, Chicago Chapter
AFP IL, Central Chapter
AFP IL, Rockford Area Chapter
AFP IL, Capital Area Chapter
AFP IL, Quad Cities Chapter
AFP IN, Indiana Chapter
AFP IN, Northeast Chapter
AFP KS, Greater Wichita Chapter
AFP KY, Bluegrass Chapter
AFP LA, Greater New Orleans Chapter
AFP LA, Greater Baton Rouge Chapter
AFP LA, Greater Northshore Chapter
AFP MA, Western Chapter
AFP MD, Maryland Chapter
AFP MI, Capital Area Chapter
AFP MN, Southern Minnesota Chapter
AFP MO, Mid-America Chapter
AFP MO, St. Louis Regional Chapter
AFP MS, Mississippi Chapter
AFP NC, Charlotte Chapter
AFP NC, Triangle Chapter
AFP ND, Northern Plains Chapter
AFP NE, Nebraska Chapter
AFP NJ, New Jersey Chapter
AFP NJ, Southern New Jersey Chapter
AFP NY, Genesee Valley Chapter
AFP OH, Greater Cleveland Chapter
AFP OH, Central Chapter
AFP OH, North Central Chapter
AFP OH, Northwest Chapter
AFP OH, Greater Dayton Region Chapter
AFP OK, Oklahoma Chapter
AFP OK, Eastern Oklahoma Chapter
AFP OR, Oregon & SW Washington Chapter
AFP PA, Greater Philadelphia Chapter
AFP PA, Central Chapter
AFP PA, Western Chapter
AFP PA, Eastern Chapter
AFP PA, Northeastern Chapter
AFP PA, Northwestern Chapter
AFP PA, Pocono Mountains Chapter
AFP RI, Rhode Island Chapter
AFP SC, Central Carolina Chapter
AFP SC, Lowcountry Chapter
AFP SC, South Carolina Chapter
AFP TN, Nashville Chapter
AFP TN, Memphis Chapter
AFP TX, Greater Dallas Chapter
AFP TX, Greater Houston Chapter
AFP TX, Fort Worth Metro Chapter
AFP TX, San Antonio Chapter
AFP VA, Central Chapter
AFP WI, Greater Milwaukee Chapter
AFP WI, Greater Madison Chapter
AFP WI, Northeastern Chapter

AFP International Awards Program
2008–2009 Honorees
International Conference on Fundraising

SPONSORS

Blackbaud
Full Conference Sponsor

Advanced Solutions International, Inc.
Conference Proceedings CD

Advancing Philanthropy
Monday General Session

Advantage Consulting
AFP Foundation for Philanthropy Booth

The AFP Foundation for Philanthropy
Chamberlain Scholarship, J. Richard Wilson
Keynote Address, Maurice G. Gurin Lecture on Philanthropy, AFP Day of Service

THE ALFORD GROUP
Diversity Programs

ammado
Reynold Levy
Distinguished Speaker education sessions

Archimede Philanthropy Partners
AFP Chair’s Dinner

Bentz Whaley Flessner
Awards for Philanthropy Banquet

Campbell & Company
Awards for Excellence

CCS
Attendee List, AFP Award for Outstanding Fundraising Professional

Changing Our World, Inc.
Award for Outstanding Youth in Philanthropy, ages 5–17 and 18–23

The Chronicle of Philanthropy
Tote Bags
eTapestry Inc.
Internet Café co-sponsor

Freeman Philanthropic Services, LLC
Award for Outstanding Corporation

Graham-Pelton Consulting Inc.
Lanyards

Grizzard
Registration

Human Rights Campaign
Job Posting Booth

Keating Magee
Media Room

Ketchum
Award for Outstanding Fundraising Volunteer

The National Center for Black Philanthropy, Inc.
Opening General Session

The NonProfit Times
Internet Café co-sponsor

NOZAsearch
Expo Cards

Orange Leap (formerly MPower)
Opening Night Reception

Paschal Murray, Inc.
Award for Outstanding Philanthropist

Stuart Manufacturing, LLC
Official Conference Pin

Tizm Online Auctions
Special Events Track

WealthEngine
Major Gifts Track

Wiley
AFP Bookstore

Fundraising Effectiveness Project (FEP)

Council for Resource Development (CRD)
National Committee on Planned Giving (NCPG)

AFP Kaleidoscope
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CCS

AFP Te Informa
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Boston College/ AFP Conference
Wealth and Giving in the Current Economic Crisis

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Association of Donor Relations Professionals (ADRP)

Center on Philanthropy at Indiana University

Council for Advancement and Support of Education (CASE)

Fifth Hemispheric Congress on Fundraising—Latin America

OVERALL CONGRESS SPONSOR
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US Consulate São Paulo
Rotary Foundation São Paulo
AFP Foundation for Philanthropy

Canadian Webinar—CRA Guidelines Workshop

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Andrea McManus, CFRE
Tania Little, CFRE
Terry Carter
AFP Foundation for Philanthropy–Canada

Thank You
The Association of Fundraising Professionals—a thriving international community of skilled and ethical fundraisers—started with a conversation.

Benjamin Sklar of Brandeis University, William R. Simms of the National Urban League and Harry Rosen of the Federation of Jewish Philanthropies had long considered the need for a national association of fundraisers. Their discussions in the fall of 1959 led to the idea of the National Society of Fund Raisers (NSFR).

To help launch and lead the organization, they tapped fundraising professional and instructor Dr. Abel A. Hanson of Teacher’s College at Columbia University. NSFR was officially chartered by the state of New York on June 21, 1960.

The founders of NSFR, which ultimately became AFP, wished to unite and educate fundraisers. They aimed to increase public awareness of the profession and promote high standards of conduct.

“We did not look forward too far—we were more interested in getting it started,” said Simms, recalling those initial meetings about the need for a national organization for fundraisers. “We knew it would move, but we didn’t know how. We wanted an organization for the field itself, for philanthropy and for the general public. We certainly didn’t dream as big as it happened—that the organization would be what it is today. It moved ahead on its own... It came out of nowhere and became one of the biggest things of my life.”

Indeed, not only has the organization grown in size, but it also has enabled the development of a chosen career—fostered by ethical practices, education and dedicated mentors—about which fundraisers can say, “the professional I am proud to be today.”
50th Anniversary Campaign Donors

The AFP Foundation for Philanthropy would like to recognize and thank those individuals and chapters who have given their support to the AFP 50th Anniversary Fundraising Campaign through Dec. 31, 2009.

$10,000–$24,999
Susan F. Rice, Ed.D., ACFRE

$5,000–$9,999
AFP CA, Silicon Valley Chapter*
AFP CA, Orange County Chapter*
AFP IL, Chicago Chapter*
AFP NE, Nebraska Chapter*
AFP PA, Greater Philadelphia Chapter*
AFP TX, Greater Houston Chapter*

$1,000–$2,499
AFP CA, Golden Gate Chapter*
AFP FL, Central Chapter*
AFP FL, Suncoast Chapter*
AFP IN, Indiana Chapter*
AFP OH, North Central Chapter*

Other Donors
AFP AK, Alaska Chapter*
AFP AR, Northwest Chapter*
AFP AZ, Northern Chapter*
AFP CA, Desert Communities Chapter*
AFP CA, Wine Country Chapter*
AFP CA, Yosemite Chapter*
AFP ON, Golden Horseshoe Chapter*
AFP MB, Manitoba Chapter*
AFP ON, Ottawa Chapter*
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Suzanne Hittman
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AFP CT, Connecticut Chapter*
AFP FL, Palm Beach County Chapter*
AFP IL, Central Chapter*
AFP IN, Northwest Chapter*
AFP LA, Greater New Orleans Chapter*
AFP MO, Western Maryland Chapter*
AFP MN, Southern Minnesota Chapter*
AFP MO, St. Louis Regional Chapter*
AFP MS, Mississippi Chapter*
AFP ND, Northern Plains Chapter*
AFP NM, New Mexico Chapter*
AFP NY, Greater New York Chapter*
AFP PA, Allegheny Mountains Chapter*
AFP PA, Berks Regional Chapter*
AFP PA, Eastern Chapter*
AFP PA, Northeastern Chapter*
AFP PA, Western Chapter*
AFP PR, Puerto Rico Chapter*
AFP SC, Lowcountry Chapter*
AFP TX, Fort Worth Metro Chapter*
AFP TX, Greater Dallas Chapter*
AFP TX, Lubbock Area Chapter*
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Shauna Klein, MA
William M. Moran, FAHP, ACFRE

*members of the AFP Chapter 50th Anniversary Circle
For nearly 40 years the AFP Foundation for Philanthropy has promoted ethical and effective fundraising. It has provided more than $17 million in strategic capital to fund initiatives not covered by AFP member dues in support of AFP’s educational, research and awareness programs. This long tradition of success continued in 2009, despite the challenges of a weak economy. As a matter of fact, in 2009 the foundation raised more cash gifts than in any year in its history.

2009 was the fifth year of the foundation’s Strategic Initiatives program. The goal of this major-gifts effort is to fund important initiatives of the AFP strategic plan: promoting youth involvement in philanthropy, building knowledge of fundraising in diverse communities, improving and expanding education and training of fundraisers and promoting ethical fundraising. More than $365,000 has been raised for strategic initiatives, and the prospects for 2010 are strong.

Supporting fundraising professionals in building knowledge and skills through educational scholarships has long been a major focus of the foundation. Through the Chamberlain Scholars program, for example, the foundation offers every AFP chapter the opportunity to have one of its members attend the annual AFP International Conference on Fundraising. In 2009, 126 Chamberlain Scholars attended the conference in New Orleans. In the nine years of the foundation’s Chamberlain Scholarship program, more than 1,000 scholarships have been awarded. The foundation’s ongoing commitment to support research was strengthened in 2009. With funding provided by a major multiyear gift from Legacy Leaders, the foundation provided AFP with a research grant in the area of planned giving. And, for the fourth year, the foundation continued to provide major support for the AFP Research Council grants program. In addition, the long-standing Skystone Ryan Prize for Research on Fundraising and Philanthropy was awarded again.

The Every Member Campaign (EMC), a vital part of the foundation’s development program, raised more than $470,000 in 2009. Through the generous support of AFP members and supporters who contributed more than 6,800 gifts to the EMC and its other campaigns, the annual fund raised a total of more than $695,000. This success would not have been possible without the dedicated fundraising efforts of so many chapter leaders and other volunteers. Also, for the first time, RuffaloCODY of Cedar Rapids, Iowa, provided pro bono services for our Every Member Campaign calling program, saving the foundation considerable expense. Our thanks to all!

In 2009, 146 chapters supported the Chapter Treasury Campaign (a 14 percent increase over 2008), and a record-high 68 chapters achieved 100 percent participation from their board members in the EMC (a 58 percent increase over the previous year). Equally exciting was the 100 percent participation by the AFP and AFP foundation boards and AFP staff. Special thanks go to our newest members of the Omega Circle for their generous planned gifts to the foundation.

We are excited by our partnership with AFP in the Leadership Society. Now in its fifth year, the Leadership Society invites interested and qualified past board and committee members to become re-engaged with AFP and the AFP foundation. The 52 members are making substantive leadership contributions to our programs and operations. They also make a significant annual gift and all have cumulative giving of $10,000 and more. During 2010, the foundation will not only emphasize major-gift support for AFP’s strategic initiatives that benefit members and the profession, but also continue its long-time support of scholarships, training, research and awards to recognize outstanding achievement in our fundraising community. It is a program of work that all members of our community are invited to embrace and support.

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Donald G. Rizzo, CFRE, Chair
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Paulette V. Maehara, CFRE, CAE
Association of Fundraising Professionals
Arlington, Va.

Andrea McManus, CFRE
The Development Group
Calgary, Alberta

2009 Leadership Society

We thank the members of the Leadership Society who actively support our work as board and committee members, mentors and advisers. Their leadership and counsel enhance the profession by advancing ethical and effective fundraising internationally. Members of the Leadership Society demonstrate sustaining commitment to the AFP foundation through their individual, cumulative giving of at least $10,000 and annual gifts of $1,000 or more.

2009 Leadership Society Members:

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William E. Barkchin, Ph.D., ACFRE
Alphonse J. Brown, Jr., CFRE
Timothy R. Burcham, CFRE
Donald A. Campbell, Jr., CFRE
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Charter members appear in bold type.

Reported as of Dec. 31, 2009
The Omega Circle of the AFP Foundation for Philanthropy welcomed 15 members in October 2009 at the Omega Circle Induction Dinner held in Orlando, Fla. The Omega Circle recognizes donors who have made a planned gift valued at $5,000 or more to the AFP Foundation for Philanthropy or the AFP Foundation for Philanthropy–Canada.

Members of the Omega Circle Class of 2009 represent the breadth and scope of the fundraising community who share a collective commitment to the future of the profession. AFP Foundation for Philanthropy Chair Donald G. Rizzo, CFRE, presided over the Omega Induction Dinner, which was held in conjunction with the AFP Leadership Academy and the fall board meetings of AFP and the AFP foundation.

Omega Circle Class of 2009

Michael J. Baker, CFRE
Marlboro, N.J.

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Millville, N.J.

Mark Climie-Elliott, CFRE
Toronto, Ontario

Yvette and Michael Delzotti, CFRE
Houston, Texas

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Gary L. Good, CFRE
Irvine, Calif.

Ann M. Hale, CFRE
Anchorage, Alaska

John Elliott Joslin, CFRE
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Claudia A. Looney, FAHP
Los Angeles, Calif.

Paul McNair
Victoria, B.C.

Luce Moreau, CFRE
Montreal, Quebec

Joshua R. Newton, CFRE
Atlanta, Ga.

Marc S. Saffren, CFRE
Manorville, N.Y

Jan and Stanley Weinstein, ACFRE
Albuquerque, N.M.

Front row (l to r): John Elliott Joslin, CFRE; Tanya Little, CFRE; Luce Moreau, CFRE; Joshua R. Newton, CFRE; Marc S. Saffren, CFRE. Back row (l to r): Michael J. Baker, CFRE; Ronald F. Barisano, CFRE; Michael Delzotti, CFRE; Patrick J. Feeley, CFRE; Gary L. Good, CFRE; Ann M. Hale, CFRE. Not pictured are: Mark Climie-Elliott, CFRE, Yvette Delzotti, Claudia A. Looney, FAHP, Joshua R. Newton, CFRE, and Jan and Stanley Weinstein, ACFRE
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The AFP Foundation for Philanthropy and the AFP Foundation for Philanthropy – Canada would like to thank the many donors who contributed to the foundations’ success in 2009.

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Omega Circle member
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<td>Lawrence R. Buck, ACFRE</td>
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<td>Penelope Burk</td>
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<td>Karen Burns, CFRE</td>
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<td>Mary C. Campbell</td>
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<td>Stan Campbell, CFRE</td>
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<tr>
<td>Sonya Campion, CFRE</td>
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</table>
Major-Gifts Program Strengthens Philanthropy

Major gifts to the foundation each year support strategic initiatives that broaden the scope of the profession and enhance its impact. Major gifts in 2009 supported four significant AFP strategic initiatives: the Color of Money conference, the AFP Leadership Academy, the Fifth Annual Hemispheric Congress on Fundraising and commemoration of the AFP 50th anniversary in 2010.

Leadership for the Color of Money conference was provided by the Greater Philadelphia Chapter, AFP international, The National Center for Black Philanthropy and the AFP foundation working to foster full participation and inclusion of persons of color in all aspects of fundraising. The AFP foundation is most appreciative of grant funding received from The Philadelphia Foundation, presenting conference sponsor; McPherson & Associates and Temple University, program sponsors; and the National Philanthropic Trust, supporting sponsor of the Conference.

A grant from the Edyth Bush Charitable Foundation of Winter Park, Fla., supported the 2009 AFP Leadership Academy held in November 2009 in Orlando, Fla. More than 250 AFP leaders participated in a comprehensive leadership educational program designed to strengthen and empower the nonprofit sector.

Gifts from individuals were directed in 2009 to sponsor participation in the Fifth Annual Hemispheric Congress on Fundraising held in November in São Paulo, Brazil. This congress offered a multicultural forum for learning from experienced, international fundraisers who shared insights on effective fundraising strategies and techniques in Latin America.

In 2009, the AFP foundation launched a major-gifts campaign to commemorate AFP’s 50th anniversary in 2010. Gifts are directed to one of three areas: the 50th Anniversary Strategic Initiative to fund special programs “Honoring Our Past … Inspiring Our Future”; the AFP Ethics Curriculum Strategic Initiative to create a standardized ethics curriculum to be used throughout the nonprofit sector; and the fund for the Future, held by the AFP foundation to fund unique projects and sustain the foundation’s ability to promote ethical and effective fundraising.
In 2009, the AFP Foundation for Philanthropy benefited from a new partnership with RuffaloCODY of Cedar Rapids, Iowa. RuffaloCODY generously provided pro bono services to conduct the Every Member Campaign (EMC) calling program. Its calling staff contacted more than 8,900 AFP members and raised more than $190,000 for the 2009 Every Member Campaign.

AFP provides in-kind administrative and office services to the foundation. “AFP’s continued support of the foundation demonstrates its commitment to the foundation’s mission and goals,” said Curtis C. Deane, CFRE, CAE, president of the AFP Foundation for Philanthropy. “We appreciate AFP’s providing the foundation with many services as in-kind gifts.”

The AFP Foundation for Philanthropy appreciates each of its partners for their support in advancing ethical and effective fundraising. With such great partners, the foundation continues to move forward.
Silver Medalist—continued

Tim Hudson  
Jody Huibert-Hamm  
Lisa Huertas  
Maryann Malone Hueston  
Carrie L. Hughes  
Mandy Hughes, CFRE  
Thomas M. Hull, CFRE  
William Hull  
Penny Hume  
Dalit Dell Hume, CFRE  
Kimberly Humphries, CFRE  
Charles G. Hunsaker  
Bruce Aaron Hunt  
Pamela Hurd-Knief, CFRE  
Joy D. Hutchcraft, CFRE  
Susan Hutchens  
Summer Hutchinson III  
Rachel Keen Hutchisson  
Alan R. Hutson, Jr., CFRE  
Julie H. Iacobelli  
Virginia Imster, CFRE  
Frank A. Interlichia, CFRE  
Amy LeBus Jackson, CFRE  
Ginger Jackson  
Jeanne G. Jacob, CAE, CFRE  
Jacymin M. Jacobs  
Michelle Jacobson, CFRE  
Paula S. Jacobson  
Martha James  
Jennifer Jaseckho, CFRE  
Jennifer Javernick  
Karen Thornton Jensen, CFRE  
Linda S. Jensen, MBA  
Jackie Jensen-Utz  
Deborah Jewell  
Kristan Jez, CFRE  
Gerald R. Jindra

Traci Noel Jinkens  
Tracy Lynn Judrey, CFRE  
Andrea John-Smith  
Heather Johnson  
Hal Johnson, CFRE  
Jana Johnson  
Pattie J. Johnson  
Peter B. Johnson  
Susan K. Johnson  
Jacinthee Jones  
Barbara Jones  
Debra Jones  
Joyne Jones  
Mark Alan Jones  
Melanie E. Jones  
Melissa Jones  
Nancy Eskridge Jones  
Valerie M. Jones, CFRE  
Eli Jordal, CFRE  
Genevieve R. Joseph  
Mridula Joyner, CFRE  
Twesige Jackson Kaguri  
Tyler D. Kalogerou-Treschuk  
Karen J. Kannenberg, CFRE  
Todd A. Karpian  
L. Kimberly Karl, CFRE  
Dr. Jane F. Karlin  
Fran Karliner  
Mary Kaufman-Cranney, CFRE  
Jane L. Kaylor  
Anthony John Keating  
Denis P. Keegan  
Judith Keel, M.B.A.  
Gregg Alan Kelley  
James K. Kelley, CFRE  
Ashley Kelliciker  
Dave Kelher  
Jody Kennard  
Lisa Kennedy, CFRE  
Beth Kenough  
Megan Kerley  
Maryann Kerr  
Carol A. Kerr, CFRE  
Mariam Khosravani  
Amy Laser Kiger, CFRE  
Gayle Kimball, Esq., CFRE  
Damon King  
Dick H. King  
Lorene King  
Ronan D. King  
Sharon King  
Carrie Z. Kimmea  
Anne Kirkpatrick, CFRE  
Thea Kleiber, CFRE  
Amelia Ribnick Kleinman  
Paul Klein, CFRE  
Kim Klein  
M Dean Kleisinger  
Paul Klie  
Angela Kliever, CFRE  
Lucy Klinkhamer  
Timothy J. Klube, CFRE  
Teresa Leigh Kmetz  
Rebecca A. Knight  
Dawn K. Knill, CFRE  
Danette Knudson  
Fredric Koffie  
Bettina Kohlbrenner, CFRE  
Amanda Lynn Kohr  
Victor A. Kerelstein, CFRE  
Dolores M. Korf, CFRE  
JoAnne Korten  
Milica Kosicca  
Gary D. Kovar, CFRE  
Kathy Kramer  
Julie M. Kraus  
Lois Krause  
Gary Krauss  
Terry Krivan  
Yvonne M. Kroll, CFRE  
Tim Kromminga  
Laurie F. Krotman  
Jane C. Kuechle  
Ruth S. Kullman  
Anna Kuselth-Williams  
Paula Kupiec  
Karen Kwan  
Jill Kyle, CFRE  
Sylvie Labrosse, CFRE  
Ann Laddon  
Ms. Cynthia Lake CFP  
Phillip L. Lakin, Jr., CFRE  
Dr. David G. Lalka  
Denis Lalonde  
Jennifer Lamb  
Jo Lamson  
Marie-Claude Landry  
John E. Lansing  
Adrienne Lao  
Alane Q. Larimer, CFRE  
James P. LaRose, CFRE  
Ronald W. LaRose  
Shen Lazare  
Marianne Leahy  
Anne P. Leary  
Ashley Leasure  
Sharon Lee, CFRE  
Alan W. Lee  
Jason Lee  
Marion Therese Lee, CFRE  
Rebecca Leibman  
Martin Leifeld  
Kathleen A. Lein-DeSantis, CFRE  
Nancy Lemkie  
Kathleen Leonne  
William G. Lerchen  
Tammy Lentsin  
Sue Levitt  
Jean Guy Lewis, CFRE  
Mr. Robert K Lewis  
Robert K. Lewis, Jr., CFRE  
Sandy Liarakos, CFRE  
Tom Libassi  
Megan Elizabeth Lim  
Dorothy Lindo-Britton, CFRE  
Judy T. Lindsey, CFRE  
Laura Linhart-Kistner  
Jovanna Little, CFRE  
Marie Lizotte, CFRE  
Bruce Logan  
Roni Lomeli  
Anne L. Long, CFRE  
Carla A. Long  
Lori Long, CFRE  
Robert A. Longworth  
Jeanine M. Lovell, CFRE  
Katherine N. Lowe, CFRE  
Leslie M. Loyten  
Joanna Munroe Luciano, CFRE  
Diane B. Ludwig, CFRE  
Ellen Lueck  
Elizabeth Lum  
Donna Lynd  
Heather Macdonald, CFRE  
Jennifer M. Mackey  
Kathy P. Macnaughton, CFRE  
Therese MacNeil  
Leah M. Maconer, CFRE  
Michael J. Maginn  
J. Stanley Maher, CFRE  
Anne Maley  
Gay Mallabone, CFRE  
D. Kay Malone  
DuVal Malone  
Timothy R. Maloney  
Jo-Anne M. Mancini, CFRE  
Susan H. Mancuso, CFRE  
Sandy Mann  
June K. Marsberger-Royer, CFRE  
Andrew L. Mantione  
Richard C. Mappin  
Lisa A. Marcus  
Nikki Margarites  
Beth Markley, CFRE  
Jackie Markstrom, CFRE  
Sheila R. Marlow, CFRE  
Michael Marsh, CFRE  
Carolyn Martchenke, CFRE  
Debra Martin  
John F. Martin  
Karen K. Martin, CFRE  
Kristin M. Martin, CFRE
### 2009 Annual Fund Awards

#### 2009 Every Member Campaign Award of Excellence

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<tr>
<th>Chapter</th>
<th>Total Amount</th>
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<tr>
<td>15-50 Members Chapter:</td>
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<td>AFP AZ, Northern Chapter</td>
<td>$3,270</td>
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<td>51-100 Members Chapter:</td>
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<td>AFP WI, Upper Mississippi Valley Chapter</td>
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<td>101-250 Members Chapter:</td>
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<td>AFP GA, Greater Atlanta Chapter</td>
<td>$18,890</td>
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<td>401+ Members Chapter:</td>
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<td>AFP DC, Washington DC Metro Area Chapter</td>
<td>$27,463.50</td>
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#### 2009 Highest Percent Member Participation

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<tr>
<td>AFP PA, Pocono Mountains Chapter</td>
<td>100%</td>
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<td>51-100 Members Chapter:</td>
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<td>AFP WI, Upper Mississippi Valley Chapter</td>
<td>70.67%</td>
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<td>AFP OH, North Central Chapter</td>
<td>52.29%</td>
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<td>AFP TX, San Antonio Chapter</td>
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<td>401+ Members Chapter:</td>
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<td>AFP NJ, New Jersey Chapter</td>
<td>30.82%</td>
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#### 2009 Highest Chapter Treasury Gift

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<td>AFP CA, Greater San Fernando Valley Chapter</td>
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<td>AFP FL, Treasure Coast Chapter</td>
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<tr>
<td>AFP TX, West Texas-Southern New Mexico Chapter</td>
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<td>251-400 Members Chapter:</td>
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<td>AFP OH, Northwest Chapter</td>
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<td>401+ Members Chapter:</td>
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<tr>
<td>AFP FL, Fort Lauderdale/Broward Chapter</td>
<td>$3,176</td>
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### Silver Medalist—continued

- Alison Martinez
- Monica H. Martinez
- Susan C. Martz, CFRE
- Bob Marye
- Jo Carol Mason
- Joan Mason, CFRE
- Barbara Wooding Massey
- Victoria Mastro, CFRE
- Kathleen Kay Mathews
- Melanie Mathos
- Lawrence E. Matthews, CFRE
- Bruce R Matthews, CFRE
- Joanne Mavis, CFRE
- Stephanie A. Maxwell, CFRE
- Mary Jo May, CFRE
- Chris Mazauskas
- Mary Jo McBreearty
- Boyd McBride, CFRE
- Joan McBride
- Craig McCart
- Beth McCarthy, CFRE
- Jane McClelan
- Emma Lee McCluskey, Ed.D, CFRE
- Brenda McCormick
- Marie L. McCormick, M.A.S.C.
- Sue McCoy, CFRE
- Patricia D McCracken
- Mary E McCrank
- Lisa McCulloch
- Patton McDowell
- Allison A. McElroy, CFRE
- B. Michael McFarland
- Brian McFarlane
- Jonathan Mark McFerran, CFRE
- Tiffany Wehner McGee
- Jennifer McGlashan, CFRE
- Gloria J McGowan
- Jane M. McGraw, CFRE
- Toni W. McHugh
- Carl R. McIntosh, CFRE
- Teri McIntyre
- Gayle Keller McJunkin
- Tiffany McKenna
- Jeffery L. McLain, CFRE
- Stephanie McLean
- Elizabeth Ann McMahon
- Kathy McNeill
- David Dwight McPheeters, Jr.
- Patricia Mead, CFRE
- William J. Medland, Ph.D.
- Krishan Mehta
- Nivisha Mehta
- Diane Patricia Meier-Pheips
- Harold A. Melser, FAHP
- Gail S. Meltzer, CFRE
- Clay Mercer, CFRE
- Lucinda Mercer, CFRE
- John R. Mercier, CFRE
- Linda Ann Merkel
- Wendy J. Merker
- Rebecca J. Merrell, CFRE
- Linda T. Mesesan
- Ruth E. Messick
- Diana Metcalf
- James E. Meyer
- Roger A. Meyer, CFRE
- Keith D. Meyer, CFRE
- Daniel M. Meyers
- Eileen K. Meyers
- Catherine Marie Michaels
- Catherine Michitsch
- W. Aaron Michens
- Barbara Mieras
- Laura Mikuska
- Leah Miles
- Cynthia Miller
- Dana K Miller
- Deborah S. Miller, CFRE
- Douglas E. Miller
- Elizabeth A. Miller, CFRE
- Jan B. Miller, CFRE
- Lisa A. Miller
- Lois P. Miller, CFRE
- Mary A Miller
- Mr. R. David Miller
- Murley Miller, CFRE
- Erin L. Minné, CFRE
- Paula K. Minsky, CFRE
- Ronald F. Miranda
- Theresa Mitchell, CFRE
- Glen J. Mitchell, CFRE
- James F. Mitchell, CFRE
- L.J. Mitchell
- Trish Mongeon
- Marshall Monroe
- Kathleen M Monteleone, CFRE
- Martha Montgomery
- Sharon Lee Moers
- Kathleen Mooney-Stuhec
- Paul Moore, CFRE
- Cheryl Leigh Moore
- Christina Moore
- Dana C. Moore
- Thomas J. Moore, CFRE
- Elizabeth Moore-Shackelford
- William A Morales
- Melanie Morgan
- Susan Moritz, ACRE
- Carolyn A. Morris, Hunt, CFRE
- Carrie Morrison
- Christy Morrow, CFRE
- Jean A. Morrow
- Jerry Mote, CFRE
- Lauren Geiger Moya, CFRE
- James Mueller
- Robert J. Mueller, CFRE
- Paulette Mulry
- Barbara H. Mulville, CFRE
- Joan J. Mummert, CFRE
- Martin Munger, CFRE
- Maria Rosa Murga
- Fran Russiano Murmane
- M. Anne Murphy, CFRE
- Michael P. Murray, CFRE
- Patricia Narciso, CFRE
- Joy S. Nazzaro
- Fred Nebel
- Beverly E. Neisler, CFRE
- Lauren Nelson
- Sandra H Nelson, CFRE
- Susan K. Nenstiel, CFRE
- Patricia Narciso, CFRE
- Joy S. Nazzaro
- Fred Nebel
- Beverly E. Neisler, CFRE
- Lauren Nelson
- Sandra H Nelson, CFRE
- Susan K. Nenstiel, CFRE

### 2009 Highest Chapter Treasury Gift

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Amount</th>
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<tr>
<td>15-50 Members Chapter:</td>
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<tr>
<td>AFP PA, Pocono Mountains Chapter</td>
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<td>51-100 Members Chapter:</td>
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<td>$10,345</td>
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<td>101-250 Members Chapter:</td>
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<td>251-400 Members Chapter:</td>
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<td>$3,000</td>
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<td>401+ Members Chapter:</td>
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<tr>
<td>AFP NJ, New Jersey Chapter</td>
<td>$3,000</td>
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</table>
In 2009, 100 percent of AFP staff supported the AFP Foundation for Philanthropy, demonstrating leadership and support of the fundraising profession.
Chapter Leaders Lead by Example

100 Percent Chapter Board Participation
In 2009, chapter board members did their part to make the Every Member Campaign (EMC) a success. Sixty-eight chapters reported 100 percent chapter board participation. The volunteer leaders of these chapters did a fantastic job of leading the way by example. Thank you!

<table>
<thead>
<tr>
<th>Chapter Leaders</th>
<th>2009 INDIVIDUAL DONORS</th>
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<tbody>
<tr>
<td>AFP AB, Calgary &amp; Area Chapter</td>
<td>Kari Scarlett, Linda Schaefer Cameron, James Michael Schallom</td>
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<tr>
<td>AFP AB, Edmonton &amp; Area Chapter</td>
<td>David Schempp, Mary Scheuner, CFRE, Marcella Moyer Schick, ACBRE</td>
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<td>AFP AR, Northwest Chapter</td>
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<td>AFP BC, Vancouver Chapter</td>
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<td>AFP CA, Santa Barbara/Ventura Counties Chapter</td>
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<td>AFP CA, Silicon Valley Chapter</td>
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<td>AFP CA, Wine Country Chapter</td>
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<td>AFP DC, Washington DC Metro Area Chapter</td>
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<td>AFP IL, Rockford Area Chapter</td>
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<td>AFP NM, New Mexico Chapter</td>
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<td>AFP NV, Nevada Chapter</td>
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<td>AFP ON, Golden Horseshoe Chapter</td>
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<td>AFP QC, Quebec Chapter</td>
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<td>AFP RI, Rhode Island Chapter</td>
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<td>AFP TX, Greater Dallas Chapter</td>
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<td>AFP WI, Greater Madison Chapter</td>
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<td>AFP WI, Greater Milwaukee Chapter</td>
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<tr>
<td>AFP WI, Upper Mississippi Valley Chapter</td>
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</tbody>
</table>

Silver Medalist—continued

## 2009 Individual Donors

### Silver Medalist—continued

Juliana Schirmer  
Rosemary Schlachter, CFRE  
Jeffrey Schleifer  
Carol A. Schmidt, CFRE  
Jessie Schmidt  
Mary M. Schmidt  
Sydney E Schnurr  
Jenn Lynn Schooley, CFRE  
William C. Schopfer  
Brett T. Schott, CFRE  
MaryBeth Schotzinger  
Lynn G. Schrader, CFRE  
Bradley C. Schreiber  
R. Scott Schroeder, CFRE  
Susan Schroeder  
Candace Schuler, CFRE  
Heidi A. Schultz, CFRE  
Paula Schumacher, CFRE  
Rick Schuster  
Kim Schweitzer, CFRE  
Susan G. Schweitzer  
Diana Schwenk  
Stefanie Scoppettone  
Cindy Scott, CFRE  
Douglas H. Scott  
Spencer I. Scott  
Virgil A. Scott, Jr., CFRE  
Elaine Scrivener, CFRE  
Tamara Seidel  
Daniel Selby  
Joan B. Selman  
Peter D. Semenza  
Karen Sendelback, CFRE  
J. Patrick Serey  
Tammy S. Severino  
Jan Shaeffer  
Robert M Shafis, CFRE  
Lara Shane  
Pamela Shanks, CFRE  
Carol Shannon  
Robbie Shaw  
Taryn Sheets  
John A. Stehane, CFRE  
Stacey Sheiko  
Jim Shenk, MA, CFRE  
Kristi Shepard  
Sharon Shepard-Ballen, Ed.D.  
Debbie S. Sheppard  
Alan G. Sherwood, MBA, CFRE  
Mary Jo Shingler  
Eric T. Shoen, CFRE  
Joan E. Shofner  
Theresa A. Shubeck  
David T. Shuflebarger, CFRE  
Nory Siberry  
Kathryn J. Sides

### 2009 Chapter Donors

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<thead>
<tr>
<th>Partner</th>
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<td>AFP IL, Chicago Chapter‡</td>
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<td>AFP NE, Nebraska Chapter‡</td>
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<td>AFP PA, Greater Philadelphia Chapter‡</td>
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<td>AFP TX, Greater Houston Chapter‡</td>
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<td>AFP CT, Fairfield County Chapter</td>
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<td>AFP FL, Central Chapter‡</td>
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<td>AFP FL, Ft. Lauderdale/Broward Chapter</td>
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<td>AFP FL, Suncoast Chapter‡</td>
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<td>AFP MO, St. Louis Regional Chapter‡</td>
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<td>AFP PA, Western Chapter‡</td>
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<td>AFP TX, Greater Dallas Chapter‡</td>
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<td>AFP AR, Arkansas Chapter</td>
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<td>AFP FL, Miami-Dade County Chapter</td>
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<td>AFP IN, Indiana Chapter‡</td>
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| AFP OK, Eastern Chapter‡ |
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| AFP TN, Nashville Chapter‡ |
| AFP TX, Fort Worth Metro Chapter‡ |
| AFP TX, San Antonio Chapter |
| AFP WA, Washington Chapter |

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| AFP OK, Eastern Chapter‡ |
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| AFP TN, Nashville Chapter‡ |
| AFP TX, Fort Worth Metro Chapter‡ |
| AFP TX, San Antonio Chapter |
| AFP WA, Washington Chapter |

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<td>AFP TN, Memphis Chapter</td>
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Silver Medalist—continued

Kim Silva-DuBose, CFRE
Amy Lynn Silverman, CFRE
Gary E. Sim, CFRE
Ms. Felice Simelaro
Margaret C. Simms
Tona Jackson Simpson
Daniel Sinton
Bonnie F. Sirower, CFRE

Alexandra H. Sizemore
Mark Skipper, CFRE
Michelle Marie Sklar
Tamara Skov
Ms. Sherry Slade
Mitchel Sloan
Mark Slucum
Barry Smale
Alisa M. Smallwood, CFRE
Barry L. Smink, CFRE
Caitlin Smith
Jackie Smith

Vivian Ann Smith, CFRE
Ethan Smith Cox
Amy Dunn Smith, CFRE
Fred H. Smith
Gary W. Smith, CFRE
Jerold R. Smith
Judith A. Smith, CFRE
Kathy G. Smith
Ruth Smith, CFRE
Susan Meredyth Smith
Janece Smoot, CFRE
Starr W. Snead

C. Vernon Snyder, ACfre
Cheryl L. Soderlund, CFRE
Andrea C. Solomon
Debbie Sontupe
Markene M. Spaltem, CFRE
Andrew C. Spencer
Mr. Matthew T Spencer
Ronald E. Spratt, CFRE
Susan St. Onge
Rachel C. Stack, CFRE
Del Staakeker, ACfre
Wylie Stafford, CFRE

Dav’ne R Stahley
Julia M. Staiano, CFRE
Samanta Standing
Noel M. Stanek
Alyce Lee Stansbury, CFRE
Rhonda Starr
Sue Starrett
Meredith Renee Stasny
Krystyna M. Staub
Lauren Steel
Karny Stefan
Michael A. Stein

Silver Medalist
($250–$499)

AFP TX, West-Southern NM Chapter
AFP VA, Central Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Shenandoah Chapter
AFP WI, Greater Milwaukee Chapter†
AFP WI, Upper Mississippi Valley Chapter

Sterling Medalist
($250–$499)

AFP TX, West-Southern NM Chapter
AFP VA, Central Chapter
AFP VA, Hampton Roads Chapter
AFP VA, Shenandoah Chapter
AFP WI, Greater Milwaukee Chapter†
AFP WI, Upper Mississippi Valley Chapter

Silver Medalist
($100–$249)

AFP TX, Lubbock Area Chapter†
AFP TX, Texas Plains Chapter
AFP VA, Piedmont Chapter
AFP WI, Northeast Chapter

Bronze Medalist
($50–$99)

AFP ID, Idaho Chapter
AFP IA, Eastern Chapter
AFP IA, Greater Tri-State Chapter
AFP IN, Michiana Chapter
AFP KY, Bluegrass Chapter
AFP MA, Western Chapter
AFP MI, West Chapter
AFP NC, Triad Chapter
AFP NC, Western Chapter
AFP NM, New Mexico Chapter†
AFP NV, Sierra Chapter
AFP NY, Greater New York Chapter
AFP NY, Western Chapter
AFP OH, Mahoning Shenango Chapter
AFP PA, Allegheny Mountains Chapter†
AFP PA, Berks Regional Chapter†
AFP PA, Northwestern Chapter
AFP PR, Puerto Rico Chapter†
AFP RI, Rhode Island Chapter
AFP SC, Piedmont Chapter
AFP TN, Mountain Empire Chapter

Blue Ribbon
(up to $49)

AFP FL, Nature Coast Chapter

† indicates restricted gift during 2009
The Chapter Treasury Campaign is an important annual campaign, providing the AFP Foundation for Philanthropy with resources to support the following programs: scholarships, such as the Chamberlain chapter scholarships for the international conference; education, through grants and seed funding for programs such as the Leadership Academy and the Faculty Training Academy; research, through funding to the AFP Research Council; and strategic initiatives such as diversity programs, ethics education and special projects affiliated with the AFP 50th Anniversary. These critical projects help advance philanthropy and support the fundraising professional. All AFP members have access to these critical initiatives through the support of the foundation and AFP chapters. Thank you to all of our chapters for their commitment to the Chapter Treasury Campaign! (The contributing chapters can be found in the chapter donors listing on pages 26–27.)
2009 AFP Chamberlain Scholars

AFP and the AFP Foundation for Philanthropy welcomed 126 Chamberlain Scholars to the 46th AFP International Conference on Fundraising in New Orleans on Sunday, March 29, 2009.

The Chamberlain Scholars program is funded by contributions to the Every Member Campaign and through a planned gift from Ralph E. Chamberlain, CFRE, and enables one first-time attendee from each chapter to attend AFP’s annual International Conference on Fundraising. Individuals who work in nonprofit organizations use this opportunity to develop their knowledge and skills in fundraising and to exchange ideas with colleagues from all over the world.

Betsy Wadlan, a scholarship winner from the AFP MA, Central Chapter, said, “This was by far the largest conference I have ever attended. It was wonderful to be able to hear some of the folks I have read about for so many years. The presentations were quite thought-provoking and I have a long list of things to look at and/or implement in my own shop. Thank you so much for the opportunity to attend, which would have not been possible without the Chamberlain Scholarship!”
Alpha Society Donors

Almost 200 donors contributed to the AFP Foundation for Philanthropy through the Alpha Society. The Alpha Society is the foundation’s monthly giving program which provides donors with an easy way to make a gift to the Every Member Campaign. The foundation recognizes these donors for their commitment to the profession.

Sandra A. Adams, ACFRE
Sam Albert
Deborah Howe Allen
April D. Anthony
Jeanette J. Archer-Simons
Bert Armstrong
Michael J. Baker, CFRE
Reade Baker, CFRE
Robin L.T. Ballard
William F. Bartolini, Ph.D., ACFRE
Helene Bentitez, CFRE
Marilyn Beruska, CFRE
Samantha Blauwkamp
Colleen A. Brade, CFRE
Kwi Nam Brennan, CFRE
Sandy S. Broughton
Leslie W. Brown, CFRE
Hillary A. Brown-Knuchow, CFRE
Kirsten B. Bullock, CFRE
Timothy R. Burcham, CFRE
Birgit Smith Burton
Suzanne P. Cabrera, CFRE
Anita Barnett Campbell, CFRE
John Camo, CFRE
Mary Ellen Cenzalli
Kathy Chenault
Alyssa Cholodofsky, CFRE
Barbara L. Cicone, CFRE
Sharon Cocuzza
Stanton F. Collemer
Maureen Cover-Bryan
David M. Coyne, CFRE
Robert J. Crandall, CFRE
Robert N. Croft, CFRE
Paula Jenkins, CFRE
Heather Filipowicz, CFRE
Kathleen Emmett Filosa, CFRE
Robert E. Fagan, Ph.D., ACFRE
Greg C. Frazier, CFRE
Jay Frey, CFRE
Jeffrey L. Fuller, CFRE
John F Carafalo, CFRE
Heather C. Gaskins, CFRE
Heather Gee, CAP CFRE
Walter R. Gillette, ACFRE
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Brenda J. Goldsmith
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Randy Gorod
Rodney M. Grabowski, CFRE
Shawn Marie Graves
Travis N. Gray
Teresa A. Gregory, CFRE
Les L. Helf, CFRE
William Leh, CFRE
Martin Lefeld
Sue Levit
Barbara R. Levy, ACFRE
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Clausia A. Looney, FAHP
Linda Lysakowski, ACFRE
Nada Maalouf
D. Kay Malone
June K Mansberger-Royer, CFRE
Sheila R. Marlow, CFRE
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Curtis James Hill
Sarah Hoddinott
Grace Hong
Susan Earl Hosbach, CFRE
Jeffrey E. Hough
Lynn J. Hoy, CFRE
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Frank A. Interichia, CFRE
Paula Jenkins, CFRE
Michelle Johnson
Barbara Jones
John Kelleher, CFRE
Lisa Kennedy, CFRE
Martha M. Kirkland
Amelia Ribnick Kleinman
Shauna Klein, MA
Dawn K. Knill, CFRE
Fredric Korf
Amanda Lynn Kohr
Lori E. Kundel, CFRE
Dr. David G. Laika
Adrene Loo
Barbara Larson
Sheri Lazare
Barbara Lassonde
Michael Marsh, CFRE
John D. Schmitt, CFRE
Tracy Schleyer, CFRE
Jeffrey Schleifer
Tracy Schleyer, CFRE
John D. Schmitt, CFRE
Candace Schuler, CFRE
Martha H. Schumacher, ACFRE
Philip G. Schumacher, ACFRE
Joseph Serviss
Joan E. Shofter
Jennifer A. Shufner
Tona Jackson Simpson
Kristine Sipole, CFRE
Bonnie F. Sirower, CFRE
Amy Dunn Smith, CFRE
Steven S. Smith, CFRE
Barbara Ellen Talisman
Reema Tandan
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Michael Taylor-Stewart
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Mike Thomsbury
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D. Brent Troth
Lise D. Twiford
Cam Van Noord
Marianne M. Virgilio, CFRE
Celeste A. Voyer
Sally J. Wade
Georgia C. Waid
Jill Walker, CFRE
Lawrence E. Wall
Anne L. Wehagen, CFRE
Brenda Wilberger, CFRE
Eric Winters
Nancy Withbroe, CFRE
Matthew G. Wright, CFRE
Marian T. Yongue
Stephen J. Zinram, CFRE

Almost 200 donors contributed to the AFP Foundation for Philanthropy through the Alpha Society. The Alpha Society is the foundation’s monthly giving program which provides donors with an easy way to make a gift to the Every Member Campaign. The foundation recognizes these donors for their commitment to the profession.
AFP Consolidated Statements of Financial Position

AUDITED

December 31

2009  2008

Assets

Cash and cash equivalents  1,216,828  871,725
Accounts Receivable, net  269,839  446,213
Pledges Receivable, net  552,815  577,327
Inventory  113,414  111,259
Prepaid Expenses and other  664,104  946,712
Investments  903,828  1,500,380
Property, equipment and leasehold improvements, net  2,902,940  3,084,305

Total Assets  6,623,768  7,537,921

Liabilities and net assets

Liabilities:

Accounts payable and accrued expenses  818,972  993,128
Accrued Wages and Benefits  200,571  691,323
Deferred revenues  4,127,825  4,361,873
Deferred rent  1,632,666  1,556,840
Note Payable —  385,000
Capital lease obligation — —

Total Liabilities  6,780,034  7,988,164

Net Assets:

Unrestricted  (1,639,758)  (1,757,337)
Temporarily Restricted  525,391  367,774
Permanently Restricted  958,101  939,320

Total net assets  (156,266)  (450,243)

Total liabilities and net assets  6,623,768  7,537,921
Consolidated Statements of Activities and Changes in Net Assets

Changes in unrestricted net assets

Revenues, support and gains:

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>5,634,086</td>
<td>5,694,187</td>
</tr>
<tr>
<td>International Conference</td>
<td>2,235,555</td>
<td>2,999,528</td>
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<tr>
<td>Royalty Income</td>
<td>710,169</td>
<td>1,304,218</td>
</tr>
<tr>
<td>Advertising and Sponsorships</td>
<td>392,750</td>
<td>373,758</td>
</tr>
<tr>
<td>Registration Fees</td>
<td>643,999</td>
<td>670,712</td>
</tr>
<tr>
<td>Sales of merchandise</td>
<td>216,228</td>
<td>292,247</td>
</tr>
<tr>
<td>Contributions and Grants</td>
<td>837,619</td>
<td>719,924</td>
</tr>
<tr>
<td>Donated Services</td>
<td>131,297</td>
<td>84,583</td>
</tr>
<tr>
<td>Investment Income</td>
<td>129,770</td>
<td>(563,244)</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>162,915</td>
<td>48,709</td>
</tr>
<tr>
<td></td>
<td><strong>11,094,388</strong></td>
<td><strong>11,624,622</strong></td>
</tr>
</tbody>
</table>

Net assets released from restrictions

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>170,514</td>
<td>41,612</td>
</tr>
<tr>
<td>Total Revenues and Support</td>
<td><strong>11,264,902</strong></td>
<td><strong>11,666,234</strong></td>
</tr>
</tbody>
</table>

Expenses:

Program services

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member and Chapter services</td>
<td>1,329,459</td>
<td>1,506,088</td>
</tr>
<tr>
<td>Professional Advancement</td>
<td>845,747</td>
<td>1,070,270</td>
</tr>
<tr>
<td>Marketing and Communications</td>
<td>1,877,352</td>
<td>1,851,539</td>
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<tr>
<td>International Development</td>
<td>412,753</td>
<td>604,408</td>
</tr>
<tr>
<td>International Conference</td>
<td>1,239,110</td>
<td>1,928,482</td>
</tr>
<tr>
<td>Conferences, Other</td>
<td>650,006</td>
<td>598,794</td>
</tr>
<tr>
<td>Board Governance and Ethics</td>
<td>546,534</td>
<td>883,491</td>
</tr>
<tr>
<td>Advocacy</td>
<td>197,630</td>
<td>206,800</td>
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<tr>
<td>Foundation Grants</td>
<td>125,381</td>
<td>100,356</td>
</tr>
<tr>
<td></td>
<td><strong>7,223,972</strong></td>
<td><strong>8,750,228</strong></td>
</tr>
</tbody>
</table>
Support Services
Management and general  3,585,506   4,081,470
Resource Development  337,845   322,291

Total Support Services  3,923,351   4,403,761

Total Expenses  11,147,323   13,153,989
Change in unrestricted net assets  117,579   (1,487,755)
Changes in temporarily restricted net assets
Contributions  175,988   95,630
Investment Income  152,143   (279,653)
Net Assets released from restrictions  (170,514)  (41,612)

Change in temporarily restricted net assets  157,617   (225,635)
Changes in permanently restricted net assets
Contributions  18,781   4,590

Change in permanently restricted net assets  18,781   4,590
Change in net assets  293,977   (1,708,800)
Net assets, beginning of year  (450,243)  1,258,557

Net assets, end of year  (156,266)  (450,243)

2009 Consolidated Income (Audited)
Contributions 10%
Membership 49%
Conference 20%
Registrations 6%
Advertise/ Sales/Other 15%

2009 AFP Foundation Grants (Audited)
Chapter Partnership Grants 33%
Ethics & Education Program Support 9%
Research 18%
Public Awareness 22%

2009 Consolidated Expenses (Audited)
Management General 32%
Advocacy 2%
Governance and Ethics 5%
Conferences, Other 0%
Conference 11%
International Development 4%
Marketing and Communications 17%
Professional Advancement 7%

# AFP Foundation for Philanthropy–Canada
## Fondation de philanthropie AFP–Canada

## Balance Sheet

**AS AT DECEMBER 31, 2009 | AUDITED**

<table>
<thead>
<tr>
<th>Designated</th>
<th>Endowment Funds</th>
<th>General Fund</th>
<th>Total Fund</th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT ASSETS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$51,158</td>
<td>—</td>
<td>$157,635</td>
<td>$208,793</td>
<td>$75,404</td>
</tr>
<tr>
<td>Guaranteed investment certificates</td>
<td>329</td>
<td>24,671</td>
<td>—</td>
<td>25,000</td>
<td>175,000</td>
</tr>
<tr>
<td>GST receivable</td>
<td>—</td>
<td>—</td>
<td>1,210</td>
<td>1,210</td>
<td>410</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>—</td>
<td>—</td>
<td>4,057</td>
<td>4,057</td>
<td>4,889</td>
</tr>
<tr>
<td></td>
<td>51,487</td>
<td>24,671</td>
<td>162,902</td>
<td>239,060</td>
<td>255,703</td>
</tr>
</tbody>
</table>

| CURRENT LIABILITIES | | | | | |
| Accounts payable | — | — | $5,968 | $5,968 | $45,656 |

| NET ASSETS | | | | | |
| Internally restricted | 40,772 | — | — | 40,772 | 73,137 |
| Externally restricted | 10,715 | 24,671 | — | 35,386 | 33,112 |
| Unrestricted | — | — | 156,934 | 156,934 | 103,798 |
|                | 51,487 | 24,671 | 156,934 | 233,092 | 210,047 |

|                | 51,487 | 24,671 | 162,902 | $239,060 | $255,703 |
Since its founding in 2000, the AFP Foundation for Philanthropy–Canada has provided an important service not only to AFP’s 3,200 Canadian members, but also to the profession as a whole. We, the proud members of AFP in Canada who work for a multitude of organizations and serve many important needs, consistently strive to practice ethical and effective fundraising and to ensure that we are responsible and accountable to all of our various stakeholders.

The Canadian foundation weathered the turbulent months of late 2008 and in 2009 because of the ongoing support and commitment of our donors—our members. Once again we exceeded our Every Member Campaign goal, proving that as a team we can not only rise to the challenge, but also continue to move forward.

There is a shared trait among Canadians that has held true through the years and that we see over and over in our AFP colleagues and friends: a fierce loyalty to causes we believe in and a determination to push the limits and achieve great things.

In that spirit, the Canadian foundation had a great 2009. Our priorities included translations from English to French, national scholarships, research and a national career mentoring program. We were able to fund numerous scholarships to attend the Toronto Fundraising Congress, National Philanthropy Day events and many other educational programs conducted by AFP chapters across the country in conjunction with the AFP Foundation for Philanthropy–Canada.

The foundation would like to thank both A.K.A. New Media, which provided pro bono online giving websites for all 15 professional Canadian AFP chapters, and Strategic Communications (Stratcom), which carried out two telefundraising campaigns during 2009. Their important support helped the foundation reach its goals.

As the chair of the AFP Foundation for Philanthropy–Canada, I would be remiss if I did not take advantage of this opportunity to express, on behalf of the foundation, our sincere and heartfelt thanks to AFP’s staff. We often speak about the commitment and dedication of fundraisers and the difficulties we all experience, particularly in a tough economy. Our friends, and they are all friends, at AFP absorbed a harsh blow in 2009 and came out of it not only without sacrificing any membership services, but also actually enhancing many of the existing membership services, most notably the fabulous new website. We all owe them a huge thank-you for their incredible grace under pressure and determination to help us be the best we can be at what we do. Here’s to a great 2010!
AFP Foundation for Philanthropy–Canada

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Big Brothers & Big Sisters of Toronto
Toronto, Ontario

Chair-elect
Pati Greenwood, CFRE
Pathways to Education Canada
Toronto, Ontario

Immediate Past Chair
Marnie Hill, CFRE
Canadian Red Cross
Victoria, British Columbia

Treasurer
Scott Decksheimer, CFRE
Nine Lions Development Consulting
Calgary, Alberta

Secretary
Tania Little, CFRE
Ideate Philanthropy
Toronto, Ontario

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Milestone Consulting
Widewater, Alberta

Jay Frey, CFRE
Children’s Hospital of Pittsburgh Foundation
Pittsburgh, Pa.

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Regina, Saskatchewan

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AFP
Arlington, Va.

Ray Marshall, CFRE
Yonge Street Mission
Toronto, Ontario

Bill Pratt, CFRE
Saint Leonard’s Society of Nova Dartmouth, Nova Scotia

Debra Ramage, CFRE
Chinook Regional Hospital Foundation
Lethbridge, Alberta

Donald G. Rizzo, CFRE – Exofficio
University of Hartford
West Hartford, Conn.

Catherine Rowe, CFRE
Montreal Neurological Institute
Montreal, Quebec
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Sen. Terry M. Mercer, CFRE
Michelle Miatello
Theresa Mitchell, CFRE
Trish Mongeon
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Luce Moreau, CFRE
Linna Morgan, CFRE
Susan Mullin, CFRE
Martin Munger, CFRE
Lucinda Neufeld, CFRE
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Laurie Wallis, CFRE
Kerry Whiteside
Dr. Hunter M. Wight
Shirley Worth
Pat E. Wright, CFRE
Noel Xavier
**AFP Foundation for Philanthropy**

**MISSION STATEMENT**

The AFP Foundation for Philanthropy shall strive to enhance philanthropy and volunteerism through programs of education, research and service that will benefit all those who lead, serve and support nonprofit institutions.

**PURPOSE**

The purpose of the AFP Foundation for Philanthropy is to generate the resources to fund AFP strategic initiatives that advance ethical and effective fundraising.

---

**AFP Foundation for Philanthropy–Canada**

**PURPOSE**

The AFP Foundation for Philanthropy–Canada will pursue the advancement of philanthropy through support of the mission and goals of AFP in Canada.
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