



GRANT PROFESSIONALS CERTIFICATION
INSTITUTE

ANNUAL
REPORT

FY 2014

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2014 HIGHLIGHTS

February 5, 2015

To the distinguished members of the grant community:

On behalf of the Grant Professionals Certification Institute Board of Directors, I am pleased to present our second Annual Report for Fiscal Year 2014 (January 1 – December 31). The purpose of this document is to provide you with information on how our funds have been managed, the credential is maintained, and the GPC community is growing.

Our profession is unique in the fact that it requires a very unique skill set, yet there is not a mandatory standard for training or education before you can work in the field. This is just one of the many reasons the GPC was created. With three distinct letters, GPCs tell the world that they have the knowledge, experience, professionalism, and ethical wherewithal to get the job done.

The GPCI Board works tirelessly to ensure the exam is current, psychometrically valid, and reliable as an assessment tool. Our biggest challenge to date is marketing and stakeholder education. Not only do we need to reach grant professionals, but it is inherent that we explain to each community the enormous value provided by a competent grant professional. The launch of the Get Certified Sweepstakes is a step in the right direction. That and many other accomplishments are highlighted throughout the pages of this Annual Report.

2015 promises to be an excited year. For the first time, board members of the Grant Professional Association, Grant Professionals Foundation, and GPCI are coming together to discuss and plan a coordinated marketing effort. GPCI is launching 31 Days of GPC in March, where a fellow GPC member will be highlighted each day in March. Stay tuned to our website (www.grantcredential.org) for glimpses into the real life benefits of the credential.

GPCI Board Members were all asked to come up with their GPC mantra, and I will leave you with mine: *I got my GPC because I wanted to shout from the rooftops that I am a rock star in my field. The grant profession does not have a required degree or training program. While my work speaks for itself, those three incredible letters speak volumes! They say Grant Professional Certified, this Girl Puts her Career at the forefront, and Grants Promote Community. Jealous? Then go get your own. I can help you do it.*

Sincerely,



Amanda Day
President of the Board

2014 HIGHLIGHTS

STRATEGIC HIGHLIGHTS



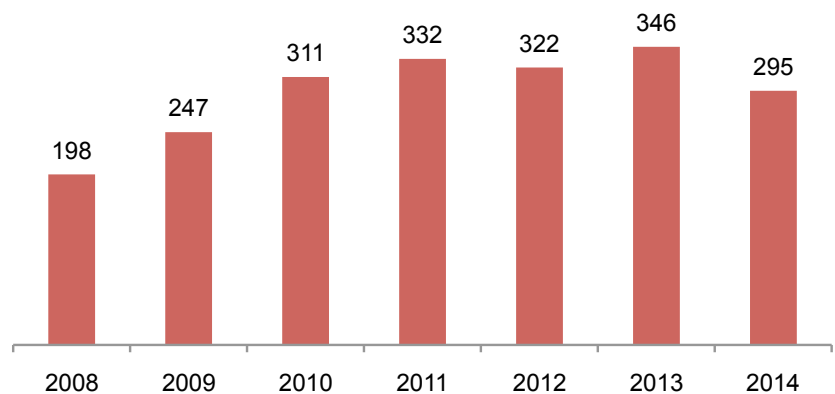
- 22 individuals successfully passed the exam, earning their GPC.
- As of December 31, 2014, there are approximately 295 GPCs in 44 of the United States and Great Britain.
- Five scholarships were awarded at the GPA annual conference in Portland, Oregon, providing five individuals with the opportunity to sit for the GPC exam. The Grant Professional Foundation partnered with GPCI in sponsoring the scholarships.
- The following changes were made to the GPCI re-certification process.

- Moved to a quarterly re-certification process for previous cohorts to be in alignment with electronic test takers.

- Created an adobe fillable form for ease of tracking points for re-certification.

- The board held a retreat in April for board members. A result of the meeting was the development of four new writing prompts for the examination. The first writing prompt was launched for use in November 2014.

GPCs by Year



- The board and a group of volunteers participated in a cut-scoring session during the Annual GPA Conference in Portland, Oregon in October. A new version of the multiple-choice exam is slated for launch in mid-2015.

- GPCI established an account through the AmazonSmile Foundation. AmazonSmile Foundation will donate 0.5% of the purchase price of eligible AmazonSmile items to GPCI for items you would normally purchase from Amazon. GPCs can go to <http://smile.amazon.com/ch/59-3779662> to sign up!

- The Grant Professionals Certification Examination Candidate Guide was updated to include additional information about the testing process. In addition, the guide was posted on the website for the first time. Before 2014, the guide was only provided to individuals registered for the exam.

2014 HIGHLIGHTS

- A Grievance and Disciplinary Policy was established for the credential. While it is unfortunate that one is necessary, it portends the value of ethics in the grant field in general and the GPC in particular.
- The GPC was highlighted in social media via #grantchat. One session covered the benefits of the credential. Later, each of the competencies covered in the exam was highlighted over the course of nine weeks of #grantchat. (Note: #grantchat is a weekly grant twitter chat that provides thoughtful organized professional connection and development for grant professionals.)
- GPCI rolled out the “Get Certified Sweepstakes” designed to increase the number of Certified Grant Professionals within chapters. Members are encouraged to register, prepare for, and sit for the examination together. Chapters are eligible for two award levels:

First Award: Chapters will receive a voucher good for ½ of the examination fee [value \$258] for them to award to a chapter member beginning in August of 2015 if the chapter successfully recruits **five** members who prepare and sit for the examination. To use the voucher, the exam must be taken prior to July 31, 2016.

Second Award: Chapters will receive a voucher good for the entire cost of the examination fee [value \$539] for them to award to a chapter member beginning in August of 2015 if the chapter successfully recruits **eight or more** members who prepare and sit for the examination. To use the voucher, the exam must be taken prior to July 31, 2016.

Sweepstakes awards are also available:

Each chapter will receive **one sweepstakes entry for each chapter member who sits for the examination** between November 1, 2014 through July 31, 2015. Chapter sweepstakes winners will be drawn at the St. Louis Conference in November of 2015. There will be three sweepstakes winners:

First place: Chapters will receive two good for the entire cost of the GPA examination fee for two chapter members [Value \$1,078]. The exams must be taken during the period of August 1, 2015 and July 31, 2016.

Second place: Chapters will receive one voucher good the entire cost of one GPA examination fee for one chapter member [value \$539]. The exam must be taken during the period of August 1, 2015 and July 31, 2016.



2014 HIGHLIGHTS

Third place: Chapters will receive one voucher good for the cost of one GPA – CMP Fee [value \$180]. The voucher must be used to pay a CMP renewal fee between August 1, 2015 and August 1, 2018.

BONUS SWEEPSTAKES PRIZE!!!

Chapters whose members **form a study group and select a specific date and take the examination jointly** at an examination location will also be entitled to **one entry** in a special sweepstakes drawing that will award a chapter two vouchers. The first voucher is good for ½ the examination fee [value \$259] for them to award to a chapter member beginning in August of 2015. The examination must be taken prior to July 31, 2016. The second voucher is for the full cost of one required GPA – CMP Fee [value \$180] to award to a chapter member who already is a GPA to continue their GPA designation. The voucher must be used to pay a CMP renewal fee between August 1, 2015 and August 1, 2018.

2014 HIGHLIGHTS

FINANCIAL HIGHLIGHTS

- Through new examination registrations and renewals, GPCI profited \$21,579.
- The 2014 budget year ended with \$51,338 in assets.
- The GPCI board continues to exercise frugality to ensure long-term stability.

OPERATING HIGHLIGHTS

- Another board member was added to the Board of Directors. Karen Cassidy was appointed as a board member in September. Ms. Cassidy is also a GPA board member. Having a GPA presence on the board will further strengthen the relationship between the two affiliates.
- The Pauline G. Annarino Award acknowledges the efforts of an agency, group or individual who has elevated the status of the grants profession by promoting, steering, and/or marketing our profession as a significant contributor to our society. The 2014 award was presented to Micki Vandeloo. Micki, we look forward to all you have to offer our field and thank you for sharing your passion with us.
- The President's Award recognizes the significant contributions of a group, agency, or individual who has provided specific assistance to GPCI™, its President, and its Board Members. The 2014 award was presented to Barb Boggs and Kelli Romero. GPCI is forever in both these ladies debt for the many million ways they assist!

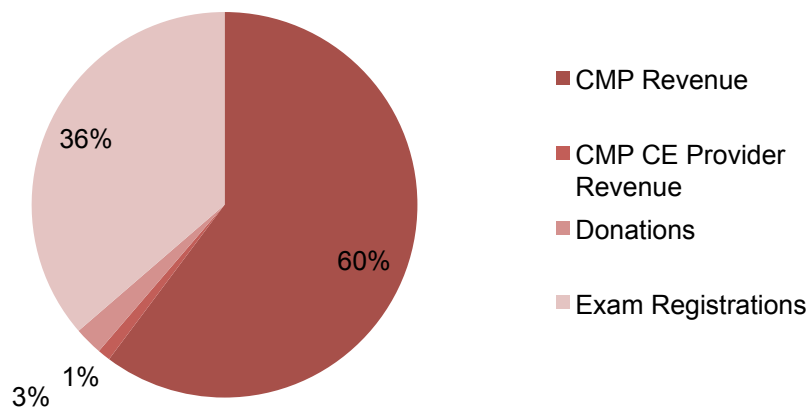
LOOKING AHEAD

- GPCI is still working to prepare for a 2015 application submission to the Institute for Credentialing Excellence.
- GPCI will be conducting a job analysis during 2015 as the previous job analysis was completed in 2007. The data from this job analysis will ensure the GPC examination continues to address the core competencies necessary for certification purposes.
- GPCI continues to invest time and resources in marketing and stakeholder education. In June, board members of the Grant Professionals Association, Grant Professionals Foundation, and GPCI will meet to discuss a strategic marketing plan for all three affiliates.

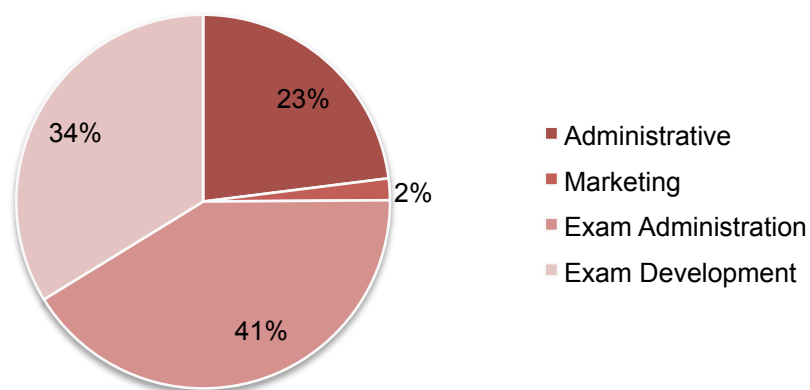
FINANCIAL SUMMARY

Fiscal Year 2014 represented yet another year of positive financial growth and sustainability for the Grant Professional Certification Institute. An increase in the number of individuals seeking credentialing has remained steady while revenues were up for CMP renewals. This is attributed to the inaugural cohort renewing for the second time. Because such a large testing cohort was up for renewal in 2014, CMP revenue makes up the largest portion of GPCI's income. Exam administration comprises the largest portion of GPCI's expenses.

GPCI 2014 Income



GPCI 2014 Expenses



FINANCIAL STATEMENTS

STATEMENT OF COMPREHENSIVE INCOME (PROFITS AND LOSSES)

For the Fiscal Years ending on December 31, 2014 and 2013

Income

	2014	2013
Certification Maintenance Program Revenue	27,990.00	8,625.00
Donations	1,100.74	6,372.18
Exam Registrations	16,891.00	16,978.00
Scholarship Pledges	0	2,100.00
Broward Co/Thompson Publishing	0	0
Certification Maintenance Program Continuing Education Provider Revenue	500.00	0
Total Income	\$46,481.74	\$34,075.18

Expenses

ADMINISTRATIVE	2014	2013
Contractual	50.00	0
Contractual – Scorer	1,988.51	0
Conference calls, Board	338.05	336.92
Credit Card Fees	373.97	326.51
Filing Fees	45.00	0
Flowers/Memorials	138.25	135.76
Postage/Shipping	200.68	306.40
Professional development, Board	105.00	848.30
Supplies & Recognition	901.46	633.93
Telephone	26.09	402.48
Website Work	1,563.75	1,207.50
Total administrative expenses	\$5,730.76	\$4,197.80
 MARKETING	 2014	 2013
Advertising	80.00	152.30
President and PGA Award Plaques	244.13	0
Printing	0	0
GPCI Reception	142.47	174.41
Total advertising expenses	\$466.60	\$326.71

FINANCIAL STATEMENTS

EXAM ADMINISTRATION		
Kryterion	10,095.00	12,910.00
Online registration software	200.00	200.00
Total exam administration	\$10,295.00	\$13,110.00
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Exam Development	\$8,409.73	0
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TOTAL EXPENSES	\$24,902.09	\$17,634.51

STATEMENT OF CASH FLOWS

- Operating – In 2014, GPCI board members hosted a board retreat and exam development workshop in April and a multiple choice cut scoring session in October in conjunction with the GPA Annual Conference.
- Investing – The board continues to work toward building a reserve of \$60,000 by the end of 2016.
- Financing – The biggest expense continues to be exam administration with the online testing provider, Kryterion. This expense is generated on a per exam basis and is a necessary expense to continue to provide the examination across the country in hundreds of locations. The move to online testing has significantly increased the ease with which potential GPCs can take the exam at a time and place most convenient to them.

BOARD OF DIRECTORS

2014

AMANDA DAY, GPC
PRESIDENT

SYLVIA REDIC, GPC
TREASURER

ERICKA HARNEY, CFRE, GPC, CVA
(JANUARY THROUGH MAY)

KENT HORNBERGER, GPC

ELENA RUSH, GPC

BONNIE HOUK, GPC
VICE PRESIDENT

ALLISON BOYD, GPC

NANCY SMALLWOOD, GPC

SUSAN D. PARDEE, GPC

SCOTT HARPER
PUBLIC MEMBER

LAURA GORE, GPC
SECRETARY

ARVETTA JIDEONWO, MHA,
CHES, GPC

WALTER M. CHASON
EX-OFFICIO GPCI DIRECTOR

BRIAN BRAY
EX-OFFICIO GPCI MEMBER

LISA JACKSON, GPC (JUNE
THROUGH DECEMBER)

2015

AMANDA DAY, GPC
PRESIDENT

SYLVIA REDIC, GPC
TREASURER

UNFILLED AS OF 3/1/2015
PUBLIC MEMBER

KENT HORNBERGER, GPC

ELENA RUSH, GPC (JANUARY)

KIM RICHARDSON, GPC
(FEBRUARY THROUGH
DECEMBER)

BONNIE HOUK, GPC
VICE PRESIDENT

ALLISON BOYD, GPC

NANCY SMALLWOOD, GPC

SUSAN D. PARDEE, GPC

LISA JACKSON, GPC

LAURA GORE, GPC
SECRETARY

CHARLISA GARG, GPC

WALTER M. CHASON
EX-OFFICIO GPCI DIRECTOR

MIKE CHAMBERLAIN
EX-OFFICIO GPCI MEMBER

KAREN CASSIDY, GPC

GPCI TIMELINE

Originally incorporated – June 2003

Articles of Incorporation signed – September 3, 2003

Endorsed by the Secretary of State in California – January 6, 2004

By-Laws adopted and signed – January 31, 2004

Election of board of directors – November 13, 2004

Credentialing committee convenes – September 29, 2005

Test development – 2005-2007

Inaugural test, Arlington, Virginia in conjunction with the AAGP Annual Conference – October 2007

First cohort conferred – March 2008

Electronic testing established - July 2012

Original Signers of Articles of Incorporation

Pauline Annarino
Marilyn Boess
Gerald Dillehay
Randal Givens
Frank Mandley

First Board of Directors

Randal Givens
Frank Mandley
Paula Moloff
Diana Nurnberg

First Credentialing Committee

Pauline Annarino
Marcia Ford
Susan Linn
Frank Mandley
Phyl Renninger
Michael Wells

PAST AND PRESENT BOARD MEMBERS

Annarino, Pauline, 2003-2004, 2006-2013 (Past President & Past Vice President)
Boess, Marilyn, 2003-2004 (Past Secretary)
Boyd, Allison, 2014-2015
Carlson, JoEllen, 2010-2011
Cassidy, Karen, 2014-2015
Chason, Walter, 2011-2015 (Ex-Officio)
Colston, Leslie, 2012
Day, Amanda, 2009-2015 (Past Treasurer, Past Vice President, Current President)
Dillehay, Gerald, 2003-2004
Elkins, Vicki, 2006
Elton, Monique, 2006
Ford, Marcia, 2006-2010 (Past President, Past Treasurer)
Garg, Charlisa, 2015
Giordano, Ann, 2013
Givens, Randal, 2003-2004
Gore, Laura, 2010-2015 (Current Secretary)
Hale Meyer, Mary, 2004
Harney, Ericka, 2009-2014 (Past Treasurer)
Harper, Scott, 2013-2015 (Past Public Member)
Hornberger, Kent, 2014-2015
Houk, Bonnie, 2011-2015 (Current Vice President)
Jackson, Lisa, 2007-2012, 2014-2015 (Past President)
Jideonwo, Arvetta, 2009-2014
Kemp, Susan, 2007
Langton, Michael, 2006-2008
Linn, Susan, 2005
Mandley, Frank, 2003-2004, 2007 (Past Secretary)
Moloff, Paula, 2003
Nurnberg, Diana, 2003
Pardee, Susan, 2014-2015
Pearl, Jodi, 2007-2010 (Past President)
Redic, Sylvia, 2013-2015 (Current Treasurer)
Renninger, Phyl, 2004, 2006
Rodgers, Johna, 2008-2011 (Past Secretary)
Rush, Elena, 2014-2015
Smallwood, Nancy, 2011-2015
Turner, Bernard , 2007-2008 (Past Treasurer)
Vertz, Gail, 2004-2012 (Ex-Officio, Past Treasurer)
Wells, Michael, 2003-2007 (Past President, Past Vice President)
Widner, Gail, 2010-2013
Wilkinson, Elizabeth, 2012-2013
Wolcott, Kama, 2009-2010

COMPANY INFORMATION

Grant Professionals Certification Institute

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