



2015 Annual Report

Executive Summary

During 2015, GPCI welcomed an additional 31 GPCs, an increase of 10.5%.

While maintaining a sound fiscal footing, GPCI awarded five scholarships and three Chapter awards for vouchers to take the GPC exam.

GPCI ended the year with net income of \$7,906.86 and assets of \$55,076.49.



2015 GPCI Awards



The Pauline G. Annarino Award was presented by GPCI President Amanda Day to Danny Blitch.



The President's Award was awarded to Jo Miller (c) and Diane Leonard for #grantchat.

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Letter from the President

Distinguished members of the grant community:

On behalf of the Grant Professionals Certification Institute Board of Directors, I am pleased to present our third Annual Report for Fiscal Year 2015 (January 1 – December 31). The purpose of this document is to provide information regarding how GPCI's funds have been managed, the credential is maintained, and the GPC community is growing.

The GPCI Board works diligently to ensure we maintain a current, psychometrically valid, reliable exam, all while being fiscally sound. The Board continues to be transparent with our resources and uphold strong ethical values. In an effort to re-ignite the camaraderie of taking an exam with others in a "cohort" setting, we provided the exam at the annual Grant Professional Association's conference. This is a new practice we hope to continue in future years to maximize opportunities for professionals to take the exam with their colleagues.

Our campaign during the month of March with the 31 Days of GPC in conjunction with International Grant Professionals Week was a huge success. We experienced a record number of potential GPCs take the eligibility quiz during the month. Additionally, 32 individuals obtained their GPC in 2015, ten more than 2014!

To strengthen our efforts to be THE premier grant professional's credential, 2016 is the year GPCI has made receiving accreditation through the National Commission for Certifying Agencies (NCCA) a top priority. This certification is a credential's credential, following rigorous standards consistent with the *Standards for Educational and Psychological Testing*. Organizations offering certification are evaluated based on the process and products of their credential, not the content. Obtaining the NCCA certification will assist GPCI in reaching the pinnacle of credentialing as NCCA is based on rigorous standards covering a wide range of topics including governance and autonomy, education, certification, fiscal and human resources, program policies, confidentiality, conflicts of interest, records retention and management, exam specifications, development, administration, scoring and reporting, reliability and maintenance.

If you have yet to obtain your GPC, please consider doing so to further your career and achieve personal satisfaction of being a GPC champion!

Sincerely,



President of the Board

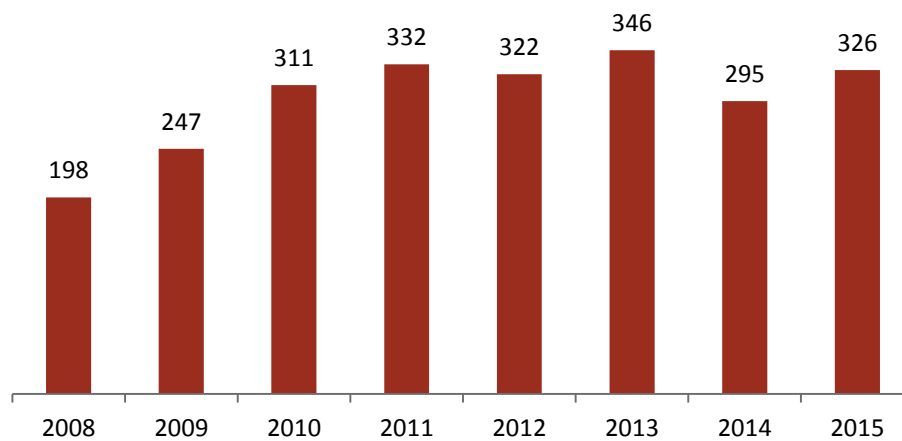


2015 Grant Professional Certification Institute Highlights

GPCs

- 32 individuals successfully passed the exam, earning their GPC (10 more than in 2014)
- As of December 31, 2015 there are 326 GPCs (up from 295 in 2014) in 43 states

GPCs by Year



Awards and Scholarships

2015 Scholarship Awards

Lauren Collens	<i>Albany, New York</i>
Michael Gresek	<i>Tamarac, Florida</i>
Lindsay Halleckson	<i>Minneapolis, Minnesota</i>
Linda Maddox	<i>Atlanta, Georgia</i>
Bethany Turner	<i>Pretonsburg, Kentucky</i>

The President's Award

The President's Award recognizes the individual, agency, or group that has provided specific assistance to GPCI, its President, and Board Members. Their works have promoted and/or marketed GPCI, its services, and/or its products.

This year's award was presented to the dynamic duo of **Diane Leonard** and **Jo Miller**. As the ingenious masterminds behind #grantchat, @DianeHLeonard and @JM_Grants bring the grant community together every Tuesday for an hour of education, professional growth, and social media camaraderie. From the outset, the two found multiple ways to promote the GPC through #grantchat. In addition, both Diane and Jo have found individual ways to further the work of GPCI, through writing articles on the benefits of the GPC, mentoring future GPCs, and using social media to market the work of the GPCI at every turn.

The Pauline G. Annarino Award

The Pauline G. Annarino Award is offered annually to an individual, agency, or group that has been dedicated to elevating the status of the grant profession, and acknowledges the hard work and effort that goes into promoting, advancing, steering, and marketing the profession. The recipient's works will have a lasting impact on the profession and will be the footing for the advancements made by others.

The Pauline G. Annarino Award was presented to **Danny Blitch**. In 2015, grant professionals across the world participated in the first International Grant Professionals Week. Danny spearheaded the creation and implementation of the week. Danny also plays a major role in setting up the online application for the GPC scholarship process. He is the driving force behind the Community Impact Survey, a national survey about the impact grant professionals have on their community and individuals they serve. His work and volunteer efforts on the national, regional, and local levels are truly unparalleled.

GPCI Board Activity

New Public Board Member

George Suttles of US Trust, Bank of America Private Wealth Management from New York, New York, voted in as the Public Board Member.

GPC Retirement Policy

The GPCI Board developed a retirement policy, adopted by the board June 6, 2015. All GPCs that are in good standing who would like to claim retirement status and put "GPC Retired" behind their name will now have a method for maintaining their GPC as they retire.

<http://www.grantcredential.org/gpc-retirement-policy/>

Get Certified Sweepstakes

The GPC Chapter Sweepstakes encouraged chapters to form study groups to study for the GPC exam in order to increase the number of GPCs in each chapter. Fifteen (15) chapters had one or more individuals take the exam, placing each chapter in the sweepstake prize drawing.

- ★ 1st place – **NORTHERN FLORIDA** - 2 vouchers good for the cost of one GPC exam (\$1,078)
- ★ 2nd place – **ST. LOUIS** - 1 voucher good for the cost of one GPC exam (\$539)
- ★ 3rd place – **NEVADA** - 1 voucher good for the cost of one GPC CMP fee (\$180)

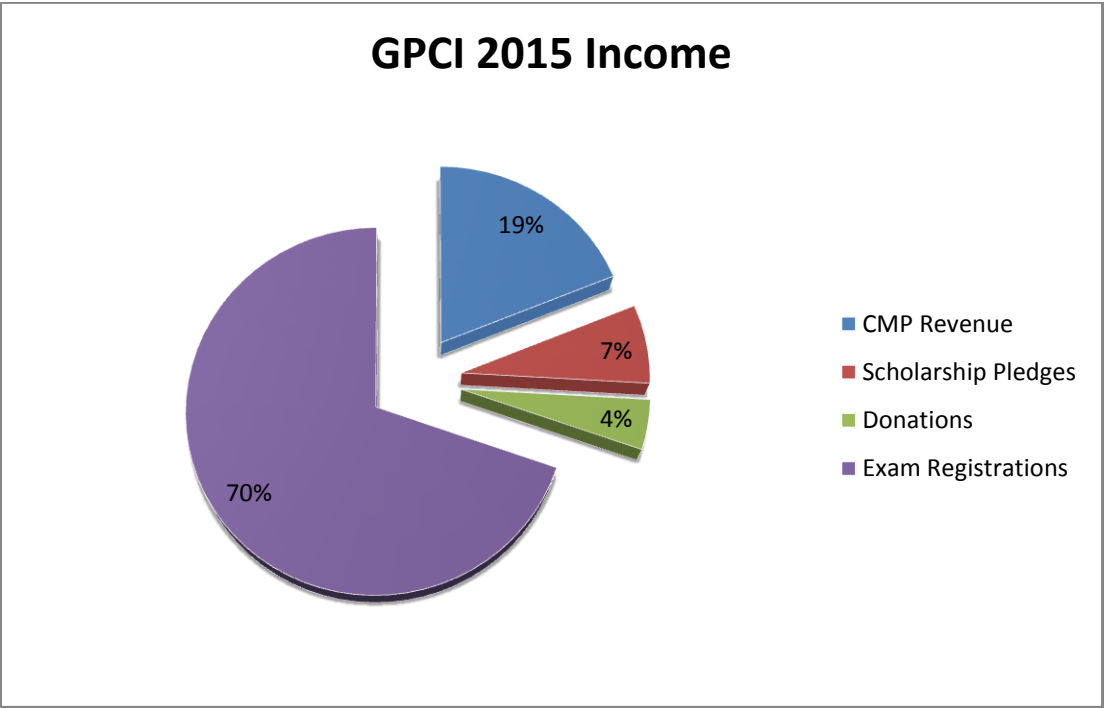
Amazon Smile

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 normally purchased from Amazon.

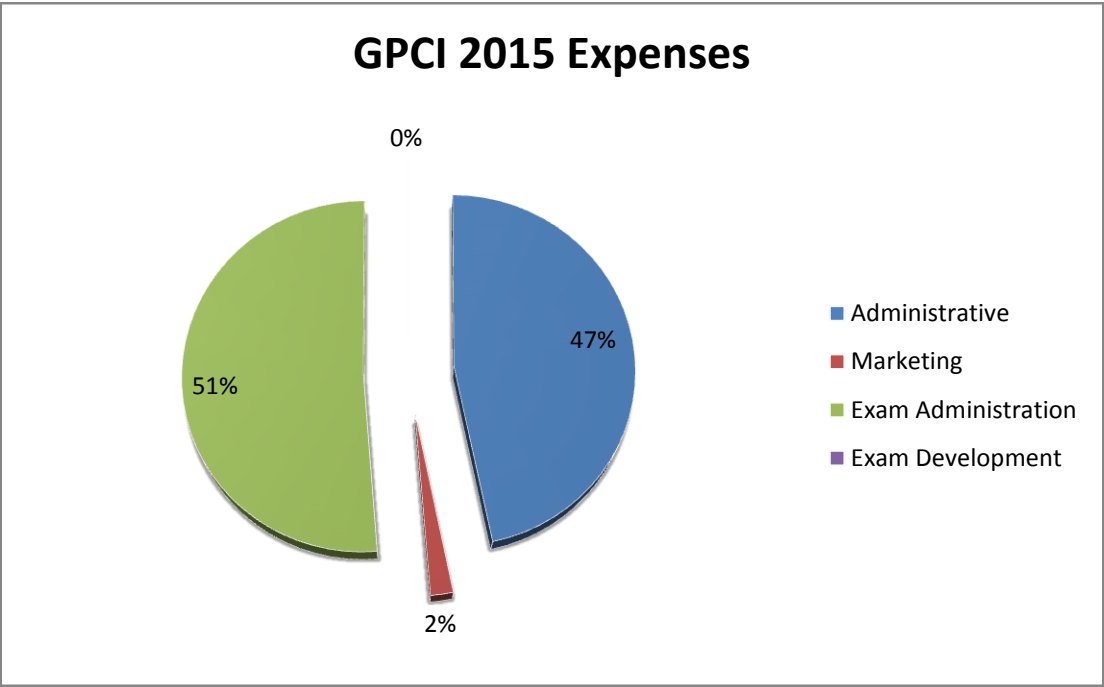
<http://smile.amazon.com/ch/59-3779662>

2015 Financial Highlights

INCOME



EXPENSE



STATEMENT OF COMPREHENSIVE INCOME (PROFITS AND LOSSES)

For the Fiscal Years ending on December 31, 2014 and 2015

INCOME

	2015	2014
Certification Maintenance Program Revenue	6,045.00	27,990.00
Donations	1,405.00	1,100.74
Exam Registrations	22,258.00	16,891.00
Scholarship Pledges	2,425.50	-
Certification Maintenance Program Continuing Education Provider Revenue	-	500.00
Total Income	\$32,133.50	\$46,481.74

EXPENSES

	2015	2014
ADMINISTRATIVE		
Attorney Fees	2,014.50	-
Board Meetings	4,868.70	-
Contractual Services	-	50.00
Contractual-Scorer	-	1,913.51
Conference calls, Board	359.25	338.05
Credit Card Fees	1,111.25	373.97
Filing Fees	25.00	45.00
Flowers/Memorials	187.96	138.25
Postage/Shipping	200.68	200.68
Professional development, Board	17.64	105.00
Supplies & Recognition	890.71	901.46
Telephone	-	26.09
Website Work	1,650.00	1,563.75
Total administrative expenses	\$11,325.69	\$5,655.76
MARKETING		
Advertising	462.05	80.00
President and PGA Award Stipend	-	142.47
GPCI Reception	-	195.55
Supplies	13.90	-
Total advertising expenses	\$475.95	\$466.60
EXAM ADMINISTRATION		
Kryterion	11,925.00	10,960.00
Online registration software	250.00	200.00
Scholarships	-	539.00
Supplies	250.00	-
Total exam administration	\$12,425.00	\$11,699.00
Exam Development Committee	-	\$8,409.73
Total Expense	\$24,226.64	\$26,231.09

STATEMENT OF CASH FLOWS

Operating

In 2015, the GPCI executive team attended a board retreat in conjunction with the Grant Professionals Association and the Grant Professionals Foundation boards. As a result the new joint tagline was developed:

Advancing the Profession – Certifying Professionals – Funding Professionals

For the first time in four years the GPC exam was offered in conjunction with the annual GPA convention. Two individuals sat for, and successfully passed the exam. The board hopes to continue this to provide individuals and chapters an opportunity to experience the camaraderie of the testing experience.

Investing

The board continues to work toward building a reserve of \$60,000 by the end of 2016.

Financing

The GPCI board has worked tirelessly over the 2015 year, and will continue to do so, to market the exam in conjunction with GPA and GPF and expand the credential. The groundwork was laid in 2015 to expand marketing to grant professionals and recognition of those receiving their GPC distinction in the coming year.

GPCI Milestones

2003	June	Originally incorporated
2003	September 3	Articles of Incorporation signed
2004	January 6	Endorsed by the Secretary of State in California
2004	January 31	By-Laws adopted and signed
2004	November 13	Election of Board of Directors
2005	September 29	Credentialing committee convened
2005-2007		Test development
2007	October	Inaugural exam, Arlington VA, with AAGP conference
2008	March	First cohort of GPCs conferred
2012	July	Electronic testing established

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

Former GPCI Board Members

Annarino, Pauline, 2003-2004, 2006-2013 (Past President & Past Vice President)
Boess, Marilyn, 2003-2004 (Past Secretary)
Boyd, Allison, 2014-2015 (Current Vice President)
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, Past President)
Dillehay, Gerald, 2003-2004
Elkins, Vicki, 2006
Elton, Monique, 2006
Ford, Marcia, 2006-2010 (Past President, Past Treasurer)
Garg, Charlisa, 2015 (Current Secretary)
Giordano, Ann, 2013
Givens, Randal, 2003-2004
Gore, Laura, 2010-2015 (Past 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 (Past Vice President, Current 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

2015 GPCI Board of Directors

Amanda Day, GPC	<i>President</i>	Alpharetta, Georgia
Bonnie Houk, GPC	<i>Vice President</i>	Girard, Kansas
Laura Gore, GPC	<i>Secretary</i>	Nashville, Tennessee
Sylvia Redic, GPC	<i>Treasurer</i>	Morrow, Georgia
Allison Boyd, GPC	<i>Member</i>	Conroe, Texas
Charlisa Garg, GPC	<i>Member</i>	Brewster, New York
Karen Cassidy, GPC	<i>Member</i>	St. Louis, Missouri
Kent Hornberger, GPC	<i>Member</i>	Bridgeton, Missouri
Lisa Jackson, GPC	<i>Member</i>	St. Petersburg, Florida
Susan D. Pardee, GPC	<i>Member</i>	University Hts., Ohio
Kim Richardson, GPC	<i>Member</i>	Birmingham, Alabama
Nancy Smallwood, GPC	<i>Member</i>	Cumming, Georgia
George Suttles	<i>Public Board Member</i>	New York, New York
Walter Chason	<i>Ex Officio</i>	Temple Terrace, Florida
Mike Chamberlain	<i>Ex Officio</i>	Overland Park, Kansas



Net income for 2015: \$7,906.86

End of year assets: \$55,076.49 (a \$3,663 increase over 2014)

Grant Professionals Certification Institute

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