



2016 Annual Report

Executive Summary

In 2016, GPCI welcomed an additional 37 GPCs, an increase of 15% from 2015.

While maintaining a sound fiscal footing, GPCI awarded seven scholarships for vouchers to take the GPC exam.

GPCI ended the year with net assets of \$52,947.67.



2016 GPCI Awards



GPCI President Bonnie Houk presents the 2016 Pauline G. Annarino Award to **Dr. Beverly A. Browning.**



The 2016 President's Award was awarded to **Ericka Harney.**

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Letter from the President

Distinguished members of the grant community,

On behalf of the Grant Professionals Certification Institute (GPCI) Board of Directors, I am pleased to present our fourth Annual Report for Fiscal Year 2016 (January 1-December 31).

The GPCI board continues to work to administer and credential grant professionals across the nation. This year we granted GPC certification to 37 individuals, five more than in the previous year and 16 more than in 2014. As of December 31, 2016, 130 individuals have received the credential since our transition to electronic testing in 2012. Each year we continue to see an increase in the number of individuals seeking to become credentialed. GPCI specifically targeted increased marketing this past year and we continue to make gains.



During 2016, the board continued our work towards obtaining National Commission for Certifying Agencies (NCCA) certification. A first significant step was completed in the fall when the GPCI board conducted a job analysis survey and subsequent review session of the survey results. This was a critical step in an exam update and fundamental to qualifying for accreditation. The previous job analysis was more than ten years old and the board needed to determine if the current competencies and skills were still relevant to our profession. Based upon the results of the job analysis, the competencies and skills were modified which necessitates a review of the entire item bank and development of new test forms. According to our psychometrician, the typical timeframe for a complete exam revision is between a year and a half and two years.

GPCI relies heavily upon the dedication of those who volunteer to serve on the board and others who have lent their time and expertise to job analysis work, eligibility packet reviews, or scoring essays on a regular basis. There are countless hours behind the scenes and I would like to take this time to thank all who volunteered this year and in years past. Without your dedication, GPCI could not continue to grow and expand.

As we look forward to nearing a decade of credentialing, if you have not considered obtaining your GPC, please consider doing so in 2017!

Sincerely,

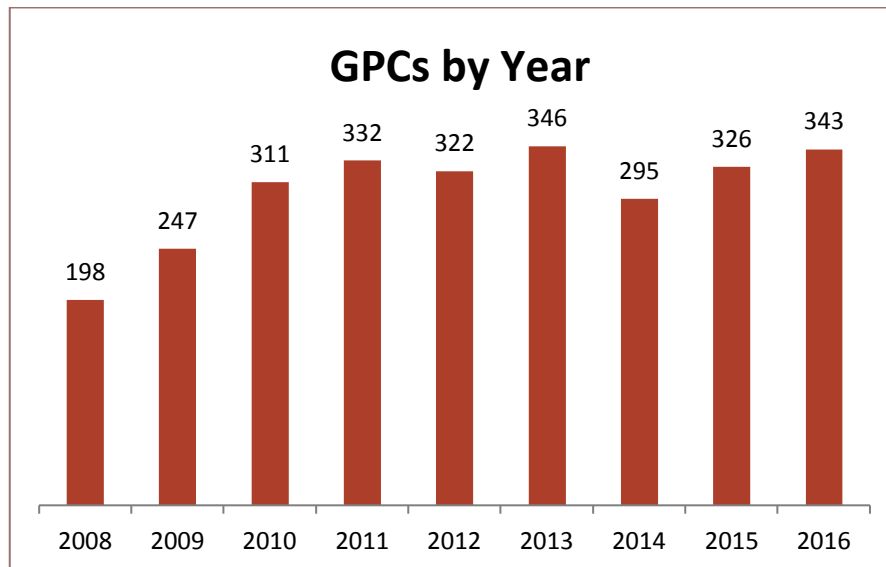
A handwritten signature in black ink that reads "Bonnie Houk". The signature is written in a cursive, flowing style.

Bonnie Houk, GPC
President, GPCI Board of Directors

2016 GPCI Highlights

GPCs

- 37 individuals successfully passed the exam, earning the GPC (an increase of 15% from 2015).
- As of December 31, 2016, there are 343 GPCs (up from 326 in 2015) in 42 U.S. states and the United Kingdom, including first-time GPCs and GPCs who have recertified.
- 2016 marked the 100th electronic GPC exam taken since GPCI transitioned to electronic exams in 2012.



Awards and Scholarships

2016 Scholarship Awards

Erin Leigh Birch	<i>Gallatin, Tennessee</i>
Dale Braden	<i>Milwaukie, Oregon</i>
Arthur Davis	<i>Portland, Oregon</i>
Amy Knudsen	<i>Des Moines, Iowa</i>
Anna Kraxner	<i>Kansas City, Missouri</i>
Cydney Peters	<i>Houston, Texas</i>
Nicole Sibilski	<i>Nashville, Tennessee</i>

The President's Award

The President's Award recognizes an individual, agency, or group that has provided specific assistance to GPCI, its President, and Board Members. Their work has promoted and/or marketed GPCI, its services, and/or its products. The awardee is instrumental in developing, implementing, or advancing an agenda item that has benefited GPCI's mission, growth, and continued development.

The 2016 President's Award was presented to **Ericka Harney, GPC**. Ericka served GPCI as a previous Board member from 2009 to 2014. During her tenure, she served as GPCI's Treasurer, designed many of GPCI's promotional materials, and was instrumental in spearheading GPCI towards Institute for Credentialing Excellence (ICE) accreditation. Ericka continues to serve the GPCI Board through numerous volunteer opportunities and is a fierce advocate for the grants profession. She is appreciated for her endless energy and inspiration to GPCI Board members and to the grants profession as a whole.

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 into promoting, advancing, steering, and marketing the profession. The recipient's work will have a lasting impact on the profession and will be the footing for the advancements made by others.

The 2016 Pauline G. Annarino Award was presented to **Dr. Beverly A. Browning**. Many grant professionals recognize Dr. Browning as the author of *Grant Writing for Dummies*, as well as many other grant-related publications. Dr. Browning has been a guiding force for the past four decades, serving the greater good through grant writing consultation, contract bid preparation, and organizational development. Her passion for providing others with the tools necessary to achieve success as a grant professional is unparalleled. Early grant writers often discover her resources invaluable in launching their careers. GPCI is honored to award the Pauline G. Annarino award to Dr. Browning for being an inspiration to grant professionals throughout the world.

GPCI Board Activity

New Board Members

- In January 2016, GPCI welcomed **Julie Assel, GPC** of Assel Consulting, Lee's Summit, Missouri, to the GPCI Board.
- In September 2016, GPCI welcomed **Tammy Tilzey** of Foundant Technologies, Boise, Idaho, as the Public Board Member to replace George Suttles, who stepped down in June 2016.
- In December 2016, the GPCI Board approved two new members, **Meghann Adams, GPC** of Zoo Atlanta, Atlanta, Georgia, and **David Lindeman, GPC** of Global Grant Solutions, Washington, D.C., to fill two positions being vacated as of January 1, 2017. GPCI gratefully thanks outgoing board members **Amanda Day, GPC** and **Kimberly Richardson, GPC** for their contributions to the GPCI Board of Directors!

GPCI Website Update

In 2016, GPCI Board commissioned an update of the GPCI website, grantcredential.org. Updates included completely new webpages and a new background website management functionality to allow GPCI to make ongoing changes and updates, making the site more cost-efficient in the long term.

Job Analysis Survey and Review

The GPCI Board continued our work towards obtaining National Commission for Certifying Agencies (NCCA) certification, conducting a job analysis survey in fall 2016 and a subsequent review session of survey results to update the previous job analysis, which was more than 10 years old. The GPCI Board thanks GPCI's psychometrician, Walter Chason, for leading the review session and the following GPC volunteers who contributed to the review: **Amanda Day, Johna Rodgers, Pauline Annarino, Maria Davis, Jeanne Donado, Andrew Farmer, Ramona Gaukel, Shelley Loethen, Cyndi MacKenzie, Stacy Poncelow, Sylvia Rebozo, Olivia Smith-Daugherty, Elizabeth Wilkinson, and Sylvia Woodall.**

Test Discounts

In early 2016, GPCI offered for the first time a 10% discount on examination fees in honor of Valentine's Day, with 10 candidates taking advantage of the discount. Due to its popularity, GPCI plans to offer the discount again in 2017.

Amazon Smile

The GPCI Board continues to encourage grant professionals to take advantage of GPCI's account through the AmazonSmile Foundation, established in 2015. AmazonSmile Foundation will donate 0.5% of the purchase price of eligible AmazonSmile items to GPCI for items normally purchased from Amazon.

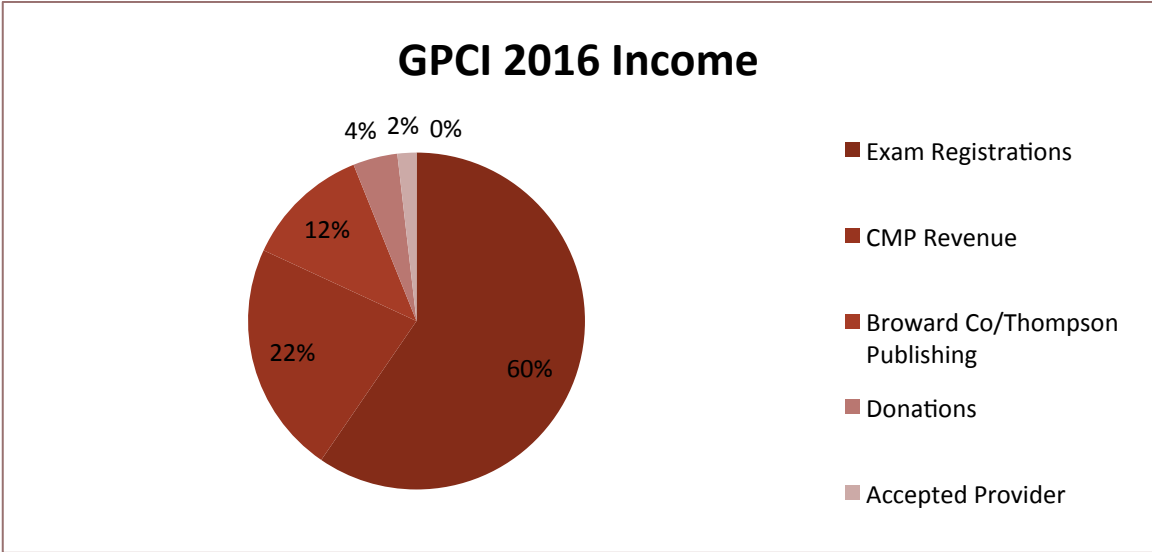
<http://smile.amazon.com/ch/59-3779662>



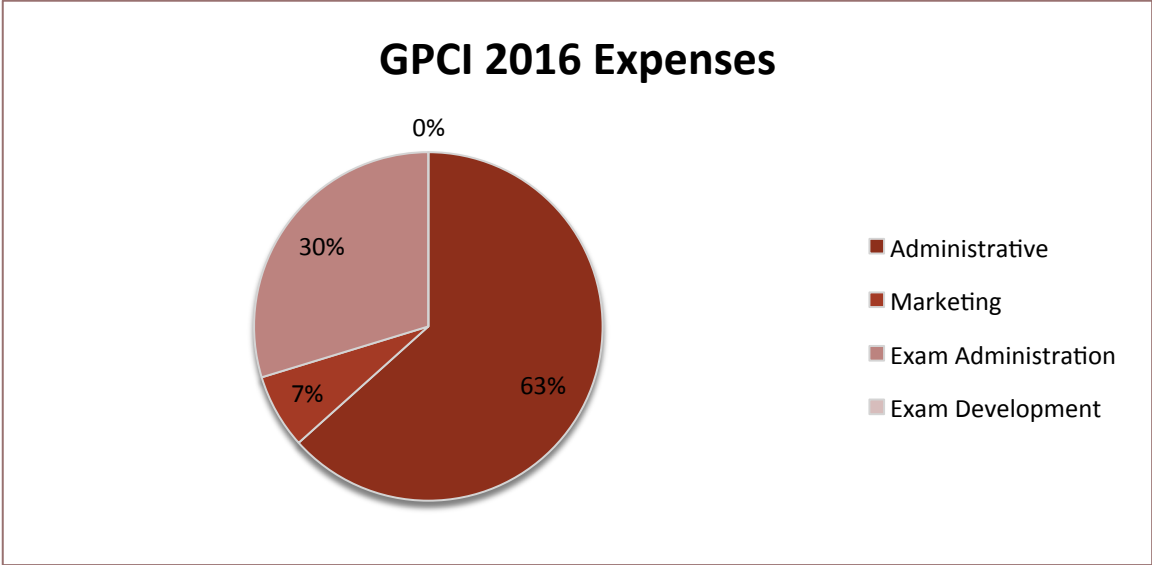
Mike Chamberlain (GPCI Board of Directors, ex-officio) congratulates **Tom Assel, GPC** on being the 100th electronic test-taker for the GPC exam. Tom received a \$100 gift card for his milestone.

2016 Financial Highlights

INCOME



EXPENSES



Statement of Financial Position

For the Fiscal Years ending on December 31, 2015 and 2016

		Dec 31, 16	Dec 31, 15
ASSETS			
Current Assets			
Checking/Savings			
	Commerce Bank Money Market	40,009.32	-
	Commerce Bank	1,135.91	54,824.62
	Checking - UMB Bank	-	251.87
	Total Checking/Savings	41,145.23	55,076.49
Other Current Assets			
	Commerce Bank CD	10,000.00	-
	Receivable from GPA	1,802.44	-
	Total Other Current Assets	11,802.44	-
	Total Current Assets	52,947.67	55,076.49
TOTAL ASSETS		52,947.67	55,076.49
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
	Accounts payable	2,446.68	1,032.46
	Total Accounts Payable	2,446.68	1,032.46
Credit Cards			
	Commerce Visa	865.08	-
	Total Credit Cards	865.08	-
Other Current Liabilities			
	Pass Through Funds-GPA	-	(3,722.09)
	Total Other Current Liabilities	-	(3,722.09)
	Total Current Liabilities	3,311.76	(2,689.63)
	Total Liabilities	3,311.76	(2,689.63)
Equity			
	Unrestrict (retained earnings)	57,766.12	49,859.26
	Net Income	(8,130.21)	7,906.86
	Total Equity	49,635.91	57,766.12
TOTAL LIABILITIES & EQUITY		52,947.67	55,076.49

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, at AAGP conference
2008	March	First cohort of GPCs conferred
2012	July	Electronic testing established
2013	March	Moved to "cohorts" for CMP recertification
2013	October	Appeal process for exam scores established Donation policy by board members established
2015	March	First "31 Days of GPC" in conjunction with International Grant Professionals Week and Day
2015	June	Retirement policy established
2015	November	Offered a group administration of GPC exam at GPA National Conference
2016	March	100 th electronic test taken
2016	September	Logo usage policy established

Original Signers of Articles of Incorporation

Pauline Annarino, Maryn 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 GPCI Board Members

Annarino, Pauline, 2003-2004, 2006-2013 (Past President & Past Vice President)
Assel, Julie, 2016
Boess, Maryn, 2003-2004 (Past Secretary)
Boyd, Allison, 2014-2016 (Current Vice President)
Carlson, JoEllen, 2010-2011
Cassidy, Karen, 2014-2016
Chamberlain, Mike, 2015-2016 (Ex-Officio)
Chason, Walter, 2011-2016 (Ex-Officio)
Colston, Leslie, 2012
Day, Amanda, 2009-2016 (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, 2015-2016 (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, 2014-2016
Houk, Bonnie, 2011-2016 (Past Vice President, Current President)
Jackson, Lisa, 2007-2012, 2014-2016 (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, 2014-2016
Pearl, Jodi, 2007-2010 (Past President)
Redic, Sylvia, 2013-2016 (Current Treasurer)
Renninger, Phyl, 2004, 2006
Richardson, Kimberly, 2015-2016
Rodgers, Johna, 2008-2011 (Past Secretary)
Rush, Elena, 2014-2015
Smallwood, Nancy, 2011-2016
Suttles, George, 2015-2016 (Past Public Board Member)
Tilzey, Tammy, 2016 (Current Public Board Member)
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

2016 GPCI Board of Directors

Bonnie Houk, GPC	<i>President</i>	Girard, Kansas
Allison Boyd, GPC	<i>Vice President</i>	Conroe, Texas
Charlisa Garg, GPC	<i>Secretary</i>	Brewster, New York
Sylvia Redic, GPC	<i>Treasurer</i>	Chattahoochee Hills, Georgia
Julie Assel, GPC	<i>Member</i>	Lee's Summit, Missouri
Karen Cassidy, GPC	<i>Member</i>	St. Louis, Missouri
Amanda Day, GPC	<i>Member</i>	Canton, Georgia
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 Heights, Ohio
Kim Richardson, GPC	<i>Member</i>	Birmingham, Alabama
Nancy Smallwood, GPC	<i>Member</i>	Gainesville, Georgia
George Suttles	<i>Public Board Member (through June 2016)</i>	New York, New York
Tammy Tilzey	<i>Public Board Member (as of September 2016)</i>	Boise, Idaho
Walter Chason	<i>Ex Officio</i>	Temple Terrace, Florida
Mike Chamberlain	<i>Ex Officio</i>	Overland Park, Kansas



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