



## AFP-GREATER PHILADELPHIA CHAPTER

STRIVES FOR EXCELLENCE, ENCOURAGES DIVERSITY,  
AND MODELS PROFESSIONALISM IN THE PURSUIT OF  
ETHICAL AND EFFECTIVE PHILANTHROPY.



[WWW.AFPGPC.ORG](http://WWW.AFPGPC.ORG)



**FRIENDS OF DIVERSITY**  
ASSOCIATION OF FUNDRAISING PROFESSIONALS 2011



2011  
Ten Star AFP Chapter  
Greater Philadelphia Chapter



## MEMBERSHIP

As a member of AFP-GPC, you are not only a part of a community of 525+ professionals and volunteers dedicated to philanthropy in our region, but you are a member of an association of 30,000+ members internationally. Your membership has its privileges affording you many opportunities to grow within the profession and in your career. AFP, at both the chapter and international levels, provides a wealth of services, products, and programs including: professional networking; AFP Resource Center; information exchange forums; educational opportunities; conferences; professional certification; research papers; government affairs and advocacy resources; and, mentoring programs. In addition, your membership includes subscriptions to the Advancing Philanthropy magazine and AFP and chapter eNewsletters, as well as access to online resources and materials.

VISIT [WWW.AFPNET.ORG](http://WWW.AFPNET.ORG) TO LEARN MORE ABOUT OUR MEMBERSHIP CATEGORIES:

Professional; young professional; associate; small non-profit; large non-profit; and, business partner.



## PROGRAMS / PROFESSIONAL DEVELOPMENT

AFP-GPC is committed to creating unique and relevant professional development opportunities for the non-profit community. We offer monthly educational programs and networking activities, as well as sessions focusing on technical skills to develop the expertise of our region's fundraisers. In 2012, our partnerships with the Greater Philadelphia Cultural Alliance, the Partnership for Philanthropic Planning of Greater Philadelphia, Visa, and BidPal supported these efforts and enabled even greater access to educational and networking resources for our members.

AFP-GPC also hosts three signature events each year — Franklin Forum, National Philanthropy Day luncheon, and the Annual Meeting — to strengthen the proficiency of volunteer and professional fundraisers and to recognize those who are dedicated to philanthropy creating a stronger, sustainable, educated, and cared for citizenry.



## VOLUNTEERISM / MENTORSHIP

In addition to participating in educational and networking activities, there are many ways to become involved with the chapter through volunteer committees and special initiatives.

We invite our members to learn more and to join our efforts, such as the program committee to develop monthly educational sessions and networking opportunities, the scholarship committee to review applications and make recommendations to distribute support to members and non-members for professional development opportunities, the social media task force to enhance our chapter's social media efforts and re-design our website, and the membership committee to be an advocate for your chapter advancing recruitment and retention strategies.

These are just a few opportunities among the 12+ active committees within our chapter. In addition, you may find significant value in our mentoring program — as a mentor or mentee — or by working with your non-profit peers in planning signature events.



## CHAPTER FINANCES

AFP-GPC is proud of our financial strength, which relies on programs and support by our sponsors and strategic partners. In 2012, the Board of Directors carefully managed the chapter's \$280,000 operating budget, as well as its investment portfolio. Much effort was placed on developing more efficient monitoring processes and revising and creating new policies to ensure the chapter's long term financial sustainability and growth.



## 2012 HIGHLIGHTS OF NOTE *(as of 10/15/2012)*

AFP-GPC raised more than \$68,500 in sponsorship support for the Franklin Forum and National Philanthropy Day, as well as through strategic alliances with for-profit partners.

Seventy-one AFP-GPC members contributed \$14,485 to the Every Member Campaign supporting the AFP Foundation.

Board of Directors budgeted \$15,000 in scholarship aid for the Franklin Forum, Principles of Fundraising certificate program, Fundamentals of Fundraising two-day program, and the CFRE Review Course, as well as to support the Diversity & Outreach Committee's June educational program and annual membership drive.



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#### AFP-GPC BY THE NUMBERS:

5<sup>TH</sup> LARGEST CHAPTER OF AFP AND 4<sup>TH</sup> LARGEST US CHAPTER

70 VOLUNTEERS ON CHAPTER COMMITTEES

533 MEMBERS *(as of 9/30/2012)*

1,050+ PEOPLE ATTENDED 2012 PROGRAMS/EVENTS

#### AFP-GPC 2012 PROGRAM STATISTICS:

9 NETWORKING EVENTS

14 EDUCATIONAL PROGRAMS

73 STUDENTS ENROLLED IN THE PRINCIPLES OF FUNDRAISING CERTIFICATION PROGRAM *(2012 spring & fall semesters)*

160 ATTENDEES AND 9 SPONSORS JOINED US AT THE FRANKLIN FORUM

600+ ATTENDEES AND 29 EVENT SPONSORS FOR NATIONAL PHILANTHROPY DAY

## MISSION STATEMENT

The mission of AFP-GPC is to enhance the philanthropic effectiveness of the Greater Philadelphia community through the promotion of ethical practices, professional development, education, communication, leadership, and service.

## 2012 BOARD OF DIRECTORS

*President:* Jaime L. Howard, *Director of Development, The Children's Hospital of Philadelphia Foundation*

*Board Chair:* Gloria M. Pugliese, *MBA, CFRE, Director of Corporate and Foundation Relations, La Salle University*

*President-Elect:* Stan H. Retif, *CFRE, Vice President for Development and Communications, Elwyn*

*Vice President Education & Professional Development:* Dana Heiman, *CFRE, Vice President for Development and Communications, Brandywine Health Foundation*

*Vice President Membership Services:* Charles Wright III, *Vice President of Institutional Advancement, Peirce College*

*Vice President Communications & External Affairs:* Michele DiVeterano, *Assistant Director of Development, City of Hope*

*Vice President Finance:* Richard Bohrer, *CFRE, Principal, Development & Management Services*

*Secretary:* Jo-Ann Zoll, *President, Zoll, LLC*

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Josie Burri, *Senior Development and Board Relations Officer, The Wistar Institute*

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Martin F. Farrell, *Vice President for Development and Alumni Relations, Saint Joseph's University*

Matthew A. Hugg, *President, FundRaising Talent*

Debra Shupp, *Associate Director of Development, Campbell Special School*

Richard Tolsma, *President, Rich Tolsma Productions*

Steve Wasserleben, *Director of Development, The Schuylkill Center for Environmental Education*

Kortnay Woods, MS, CFRE, *Director of Grant Development, Montgomery County Community College*

## 2012 CHAPTER STAFF

*Executive Director:* Kate Marlys

*Associate Director:* Jonathan Uitto

*Meeting Planner:* Stephanie Ritter

*Meeting Coordinator:* Jenna Coletti

## CHAPTER CONTACT INFORMATION

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