

EXPERTISE IN GIVING



Grants Managers Network
2009 Annual Report



MISSION

The Grants Managers Network (GMN) improves grantmaking by advancing the knowledge, skills, and abilities of grants management professionals and by leading grantmakers to adopt and incorporate effective practices that benefit the philanthropic community.

VISION

The Grants Managers Network's vision is to represent all philanthropic professionals engaged in grants management. We provide the knowledge, training, and tools that members need to succeed in their jobs and advance, if desired, to leadership positions.

The leaders of grantmaking organizations acknowledge the need for grants management expertise. These leaders recognize GMN's ability to provide and develop that expertise and encourage their staff to participate in and support GMN.

The grantmaking standards set by GMN become common practice in the field. GMN's use of technology in building a professional community, delivery of products and services to members, and promotion of environmentally sustainable grantmaking practices is a model for membership organizations.

As a result of its broad membership base, acknowledged expertise, and track record of results-focused leadership, GMN is sought after as a grantmaking expert and advisor in initiatives to improve philanthropy.

CORE VALUES

To accomplish our mission, the Grants Managers Network bases its decisions and actions on the following core values:



Integrity—To be honest and forthright and maintain the highest ethical standards

Excellence—To be the very best in all we do, striving for continuous improvement and responding rapidly to change

Community—To maintain GMN as a member-focused and member-driven organization, recognizing and reflecting in everything we do the needs and diversity of our members

Growth—To focus our efforts on programs, products, and services that advance the knowledge, skills, and leadership abilities of our members

Collaboration—To seek opportunities to work with others who support our mission and goals and enhance our work through partnerships

Leadership—To educate individual organizations, the broader philanthropic community, and others on the value that the grants management profession brings to philanthropy

MESSAGE FROM THE EXECUTIVE DIRECTOR

Expertise in Giving...

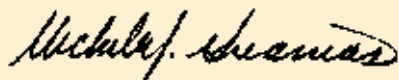
GMN's new tagline encapsulates our 2009 activities and accomplishments perfectly.

We shared our grantmaking expertise to the broader philanthropic field through our leadership of Project Streamline and formed new partnerships to solve old problems. We helped members develop new expertise through educational programs and resources. And we advanced the profession by creating the Body of Knowledge for grants management—the first ever attempt at defining what a grants manager needs to know to do the job.

Our members continued to selflessly give of their advice, ideas, and resources both in person and through our enhanced online member community to help colleagues solve problems, improve their organizations' grantmaking practices, and make grantmaking more efficient and effective. GMN expanded the available vehicles for this knowledge sharing by launching the What Works Webinar series. And our new regional chapter in Florida expands the number of opportunities members have to meet face-to-face.

GMN's annual conference in Denver brought together 300 grants management professionals for more than 30 educational sessions ranging from legal and tax compliance basics to online grants management systems to exploring professional development opportunities for seasoned grants managers.

Thank you to all of GMN's members, volunteers, and contributors. Your passion and dedication for the profession makes this organization possible and has positioned us to continue to expand our members' expertise in giving.



Michelle L. Greanias
Executive Director



SHARING EXPERTISE WITH THE FIELD

As the only professional association focused on grantmaking operations, GMN is uniquely positioned to lead and partner in efforts to make grantmaking more efficient and effective. We are able to leverage the combined knowledge of our 1,400 members to develop new solutions and document best practices. Our members then implement those solutions and practices within the nearly 1,000 grantmaking organizations that employ them, creating significant momentum for field-wide change.

In 2009, GMN's largest commitment to field-wide change remained Project Streamline, a collaborative effort of organizations from both sides of the grantmaker/grantseeker divide who are studying grant application and reporting practices, their impact on grantseekers and grantmakers, and how practices can be streamlined to benefit everyone. We also engaged in conversations with other funder networks on information sharing and collaboration to better serve grantmakers. Finally, we continued work to define the profession through i) the development of a Body of Knowledge that documents the knowledge and skills needed to be a grants manager and ii) the expansion of the GM Guide, which gathers, vets, and organizes the collective knowledge of GMN members into an online grants management "textbook."

Our 2009 accomplishments have positioned us to achieve even more in 2010, including the release of Project Streamline resources and tools, the launch of a project to green grantmaking practices, and a project to develop geographic coding standards.



“For structured content sharing, **one of the coolest things** I’ve seen in the philanthropy space that **I just discovered is the [GM] Guide.**”

—Tony J. Wang, Philosopher 2.0 blog

SHARING EXPERTISE WITH THE FIELD

	HIGHLIGHTS FROM 2009	WHAT'S IN STORE FOR 2010
LEADING PROJECT STREAMLINE	<ul style="list-style-type: none"> • Individuals from more than 40 organizations trained on how to plan and implement a streamlining process through Action Workshops. • Workgroups developed tools to help grantmakers streamline. • Project Streamline website (www.projectstreamline.org) enhanced to inspire grantmakers to create streamlining change within their organizations. 	<ul style="list-style-type: none"> • Guide to Streamlining release, which will provide a series of resources that address the main “pain” points in application, monitoring, and reporting practices. • Project Streamline Assessment Tool launch, which will provide grantmakers with an online system to benchmark their practices and identify opportunities for change. • Additional day-long Action Workshops around the country planned.
COLLABORATING TO STRENGTHEN PHILANTHROPY	<ul style="list-style-type: none"> • Partner in the Effective Collaborations effort led by the Council on Foundations and the Forum of Regional Associations of Grantmakers who are working on cost sharing solutions and channels for better information sharing among funder networks. • Participated on the advisory council for the NGO Repository Project to create a reliable and easy-to-use web-based service designed to help grantmakers evaluate whether an NGO outside of the U.S. is the equivalent of a U.S. public charity. 	<ul style="list-style-type: none"> • Partnership with The Foundation Center to look at developing geographic coding standards that can help grantmakers better understand where grants are being made, who is making them, and where are the opportunities to fill gaps and/or collaborate. • Effective Collaborations effort continues. • NGO Repository Project continues.
SHARING OUR EXPERTISE	<ul style="list-style-type: none"> • GM Guide updated. • Grants Management Body of Knowledge developed. • Workgroup formed to document and promote green grantmaking practices. 	<ul style="list-style-type: none"> • Grants Management Body of Knowledge release. • GM Guide expansion. • Beyond the Recycling Bin: Greening Practices of Grantmakers report release.



SHARING EXPERTISE WITH AND AMONG MEMBERS

GMN strives to provide the knowledge, training, and tools that members need to succeed in their jobs and advance to leadership positions. In our 2009 member survey, members report that GMN:

- Helps them perform better in their current job (84 percent)
- Connects them to a professional community (95 percent), and
- Promotes the profession and helps the leadership at their organization better appreciate the role and contribution of grants managers (76 percent).

In 2009, GMN delivered more than 100 hours of education through our 13 regional networks, annual conference, and new “What Works” peer-to-peer webinar series. To supplement face-to-face interaction, we launched a new online community connecting all members to provide mutual advice and support to solve immediate problems. GMN also conducted research and published the GMN Examiner newsletter to ensure members are informed and ready to address emerging issues.

We will build on this momentum in 2010 by:

- Making the GMN online member community more intuitive and the notifications of new community content more useful.
- Delivering an annual conference that provides members with timely and concrete information, gives them the knowledge to do their jobs, and helps them improve the grantmaking practices at their organizations;
- Increasing support of GMN’s regional chapters and their leadership to assist them in delivering quality programs to members, and
- Focusing GMN’s membership efforts on increasing member engagement by developing strategies to help members access GMN’s resources and services, make GMN volunteerism part of their professional development plans, and connect to each other more easily and more frequently.



“I really feel grateful to GMN, its leadership, and members for all the support [they’ve] provided to me. **I hope we can continue to strengthen our profession together, communicate better with each other, and keep getting better at what we do!**”

—GMN Member

SHARING EXPERTISE WITH AND AMONG MEMBERS

	HIGHLIGHTS FROM 2009	WHAT'S IN STORE FOR 2010
CONNECTING MEMBERS	<ul style="list-style-type: none"> • The Annual Conference brought together 304 grants management professionals, exceeding our goal, with 99% of attendees reporting that the conference provided concrete tools and resources to apply in their work. • Debuted a new website and member community which allows members to conduct online discussions, access and post news, and connect to the GMN calendar of activities. More than 30% of members use the online community at least once a month. • “What Works” webinar series initiated. More than 94% of initial participants reported they would attend and recommend future webinars. 	<ul style="list-style-type: none"> • 2010 annual conference with a focus on streamlining grantmaking practices. • Online community enhancements and promotion. • More “What Works” webinars. • The Member Engagement Team will work to better understand GMN members and their needs and use that understanding to drive enhancements to existing programs, resources, and services and the development of new offerings.
STRENGTHENING GMN REGIONS	<ul style="list-style-type: none"> • New GMN region in Florida. • More tools and resources provided to GMN regional chapters to support volunteer leaders and strengthen regional programs. 	<ul style="list-style-type: none"> • Regional Summit to strengthen the relationship between regional chapters and national GMN and to connect regions better to each other.
DELIVERING REPORTS AND PUBLICATIONS	<ul style="list-style-type: none"> • 2009 Member Salary and Benefits report provided members and their employers with comparable data on salaries and benefits as well as ideas on how to grow within their jobs and the next steps in their careers. • The GMN Examiner newsletter included articles on the diversity debate, interviews with members, and new tools and resources. 	<ul style="list-style-type: none"> • Three GMN <i>Examiner</i> issues.



FINANCIAL STATEMENTS

FINANCIAL POSITION December 31, 2009 and 2008

	2009	2008
ASSETS		
Cash	\$397,754	\$469,099
Prepaid expenses	0	5,150
Grants receivable	0	39,150
Total asset	\$397,754	\$513,399
LIABILITIES		
Deferred revenues	\$143,354	\$141,047
Accounts payable	16,474	20,670
Total liabilities	\$159,828	\$161,717
NET ASSETS		
Unrestricted net assets	\$237,926	\$351,682
Temporary restricted		
Total net assets	\$237,926	\$351,682
Total liabilities and net assets	\$397,754	\$513,399

STATEMENT OF ACTIVITY For the years ended December 31, 2009 and 2008

	2009	2008
REVENUE AND OTHER SUPPORT		
Grants	\$255,694	\$306,066
Contributions	226,500	245,813
Conference income	145,414	186,382
Interest income	2,133	7,059
GM Guide Income	7,560	6,990
Total operating revenue	\$637,301	\$752,310
EXPENSES		
Program services	\$612,639	\$539,188
Management and general	119,916	120,348
Fundraising	18,502	11,349
Total expenses	\$751,057	\$670,885
Change in net assets	(\$113,756)	\$81,425
Net assets at beginning of year	351,682	270,257
Net assets at end of year	\$237,926	\$351,682

GMN's 2009 and 2008 complete audit reports are posted on GMN's website at www.gmnetwork.org.



To support its work, **GMN is committed to being an accountable and transparent** organization overseen by a strong, representative governing body with the financial and human resources necessary to do its work.

THE ORGANIZATION

To support its work, GMN is committed to being an accountable and transparent organization overseen by a strong, representative governing body with the financial and human resources necessary to do its work.

Key accomplishments in 2009 included:

- Receiving confirmation of the soundness of GMN's accounting practices through an unqualified audit opinion for 2008.
- Releasing GMN's first annual report.
- Strengthening GMN's 149-member volunteer program including written volunteer job descriptions and training for volunteer managers.
- Implementing a new membership and fundraising database to position GMN to develop more sophisticated fundraising, outreach, and engagement strategies in the future.

GMN fell short of our 2009 fundraising targets by \$113,000, reducing the organization's operating reserves. To address this challenge and further strengthen GMN's governance and operations, GMN will undertake the following activities in 2010:

- Execute a fundraising strategy that meets GMN's financial targets and includes a new contribution category—Contributing Organization Membership—which provides additional benefits for organizations that give at specific, asset-based contribution levels.
- Create smaller, more focused volunteer teams and implement a recognition strategy to better thank our volunteers for making GMN possible.
- Form an Accountability and Transparency Team to ensure GMN's policies and procedures adhere to the highest operational standards.
- Add paid support for key functions like communications and fundraising.
- Implement a new transition schedule and board orientation program that better prepares incoming board members and creates a seamless leadership transition for GMN's national volunteer teams.



GMN BOARD OF DIRECTORS AS OF 12/31/2009

Karin Bishop, Co-Chair
PetSmart Charities, Inc.

Stephanie Duffy, Co-Chair
The McKnight Foundation

Janice Opalski, Treasurer
The Robert Wood Johnson
Foundation

Kent Cozad, Secretary
amfAR (The Foundation for
AIDS Research)

Jennifer Burran
The Lemelson Foundation

Peg Butler
Saint Luke's Foundation

Jordan Faires
Conrad N. Hilton Foundation

Sue Fulton
Endowment for Health

Chad Gorski
Howard Hughes Medical Institute

Adam Liebling
Alzheimer's Drug Discovery
Fdn. & ISOA

Andrew McFarland
Sea Change Foundation

Ericka Novotny
The Annenberg Foundation

Jennifer Pedroni
North Penn Community
Health Foundation

Bonnie Rivers
The Rockefeller Foundation

Cristina Yoon
The Skoll Foundation



(Back row l-r: Adam Liebling, Andrew McFarland, Stephanie Duffy, Kent Cozad, Karin Bishop, Jordan Faires, Jennifer Burran, Sue Fulton, Ericka Novotny, Chad Gorski, Bonnie Rivers. Front row l-r: Peg Butler, Jennifer Pedroni, Janice Opalski, Cristina Yoon)

VOLUNTEERS

GMN's work is member-focused and member driven. All of our success in 2009 was due to the passion and dedication of the following people who shared their expertise and their time to advance the profession.

Rosemary Addison, Dorot Foundation
New England Region Program Committee Member

Karell Adou, National Endowment for Democracy
Audit Team Member

Latricia Allen, Washington Area Women's Foundation
2010 Conference Host Committee Member

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Stephanie Anderson, The Russell Family Foundation
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Volunteer Recognition Strategy Developer

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Deborah Bloom, Ford Foundation
GMN Examiner Copyeditor

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Nicole Howe Buggs, Public Welfare Foundation
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Gillian Cervero, California HealthCare Foundation
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Sarah Chester, Global Fund for Women
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Conrad Christensen, Santa Barbara Foundation
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*GMN Board Member, Marketing and Communications
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GMN would like to thank the following organizations for their 2009 financial support.



3M	The California Endowment	D&R Computer Brokerage, Inc.	Greater Texas Foundation
A. L. Mailman Family Foundation, Inc.	California Health Care Foundation	The David and Lucile Packard Foundation	Green Tree Community Health Foundation
Adminitrust LLC	The California Wellness Foundation	David Bohnett Foundation	Haile Foundation
Alleghany Franciscan Ministries	Campion Foundation	The Dekko Foundation	Harold K. L. Castle Foundation
Altman Foundation	Carnegie Corporation of New York	Doris Duke Charitable Foundation	The Health Foundation of Greater Cincinnati
Amgen Foundation	Carole & Ralph Haile/US Bank Foundation	Dyson Foundation	Health Resources in Action
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