

BUILDING A STRONGER COMMUNITY



Annual Report 2016

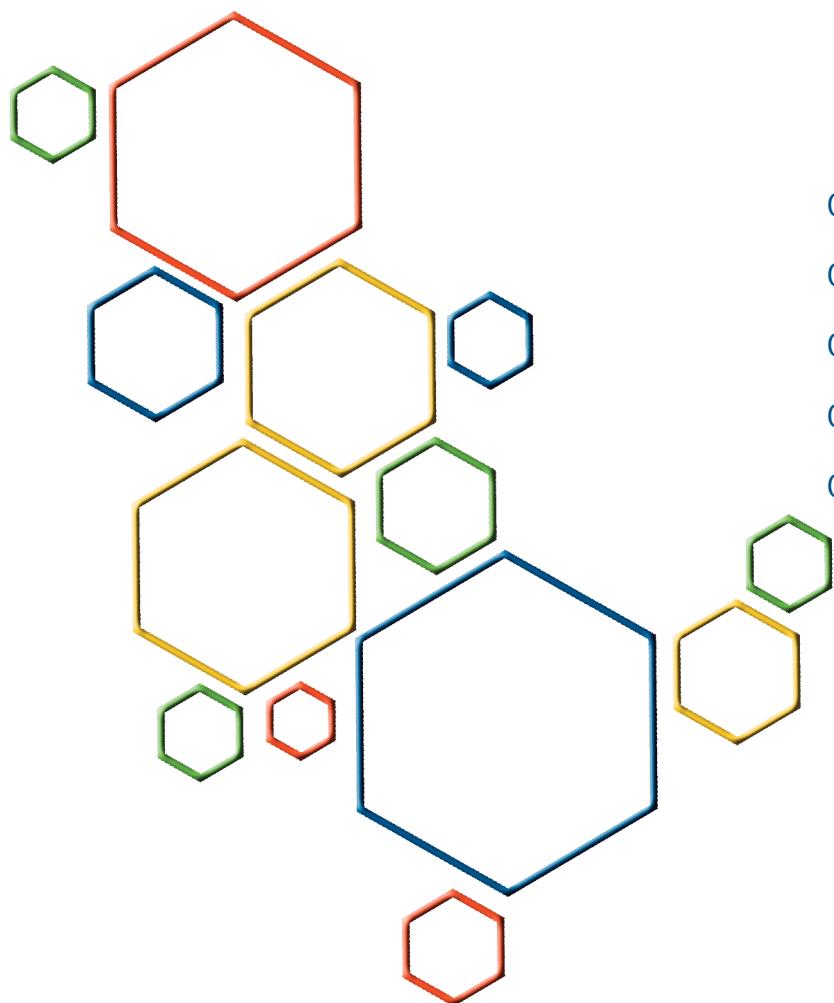


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01 MESSAGE FROM THE CHAIR OF THE BOARD

As the end of my term as Chair of the CAGP Board nears, I am drawn to a place of observation and reflection. It's been an honour and a profoundly gratifying experience to play a leadership role in this organization.

Serving on the Board provides a larger window to CAGP, its members, the programs, the staff, the committees, and the impact we make. Our sector is huge and CAGP is a unique association that has come to understand and fully embrace that diversity within our sector is something that makes us better.

Professional advisors of all kinds, volunteers, gift planners and fundraisers from any and all organizations are welcome, bring value and in fact are the inherent value proposition of this organization. We learn from each other, and we make each other better.

As I meet members of our association and hear their stories, I continue to grow in my appreciation for the important work they do and the collective impact that CAGP and our sector have on Canada.

Passion, commitment, strategic, cause-drive, change-maker – all words that come to mind when describing the people I have met through CAGP.

I shudder to think of what our country would become without an emphasis on generosity and philanthropy. Philanthropy is the antidote to selfishness and individuality. We have much to teach those who have not yet been bitten by the bug that is living generously. CAGP plays an enormous role in connecting people to meaningful, impactful giving.

I contemplate our re-branding exercise in 2014 where our Vision was recast as *A better world through strategic charitable giving*. I believe our strategic plan, and the four pillars thereof, has set us on the right path for the future. Through professional facilitation, engagement with members, and blue-sky thinking we have articulated our collective priorities. The strategic planning process will require ongoing work for continued organizational effectiveness.

I extend a round of applause to my Board colleagues and to Ruth, our President & CEO. They have all made me better. My knowledge of a healthy Board and how it should function has grown. You have allowed – forced me really – to think more deeply. I am grateful for this.

As CAGP approaches its 25th year, I know this Board continues to be energized for the work ahead and optimistic about the impact we are making through strategic charitable giving.

Darren Pries-Klassen
Chair of the Board of Directors



02 MESSAGE FROM THE PRESIDENT & CEO

When I joined CAGP four years ago, it was an association with a strong history and a group of people with a passionate allegiance to its purpose. It was also an organization poised for some renewal and revitalization. Thanks to the leadership of an enormously dedicated Board, the expertise of devoted volunteers and the hard work of a committed staff team, we're starting to see some real change.

2016 was the first year of a new three-year strategic plan that was building upon some key successes, such as a refreshed articulation of our *raison d'être* and corporate image, a modified membership model, education programs that were intentionally focused on core competencies for gift planning professionals, new strategies and partnerships to engage with professional advisors. It was also setting a course to refocus on ensuring CAGP is resilient and its future sustainability is secure.

Our 19 local Chapters are the heart of CAGP; their individual strength is our collective strength. Accordingly, ensuring Chapters have the information and support for their leadership and operations, and the capacity to execute locally on CAGP's mission is a primary focus of the strategic plan. We are excited to have delivered an array of new tools and systems to enable Chapters, and I

have been personally enriched by visiting and connecting directly with a number of Chapters this past year.

Fiscal health and transparency continues to be a priority, reflected in our strategic plan as well as the operational activities of CAGP. We worked with local Chapters to facilitate financial reporting that could be consolidated nationally and more effectively monitored -- a practice recommended by our auditors and which better enables the CAGP Board of Directors in the stewardship role entrusted to them by our members.

We are excited by the potential of the newly-established CAGP Foundation and eagerly await a decision on its application for charitable status. The Foundation will be a significant opportunity to engage our members, and others who share our vision of a better world through strategic charitable giving, to play a role in helping our organization achieve an even greater impact.

Education is cornerstone for CAGP and we continue to invest significant resources in ensuring our program maintains its high standard of quality and, more importantly, meets the needs of our stakeholders on their path of professional development. Tremendous possibilities are opening as we articulate for

professional advisors the opportunities of integrating strategic gift planning in their practice, equipping them with strategies to build stronger relationships and better serve their clients.

In an ever-evolving sector and society, the ability to partner and collaborate is vital. Recognizing and leveraging potential synergies across all sectors is essential -- to our position and profile as an organization, as we seek to engage in policy dialogue and leverage our considerable government relations bench strength, and as we examine future needs and opportunities for the professionals who support and enable donors along the powerful journey of philanthropy.

I am enormously proud of all that we have been able to achieve this year. We have done so with a fervent belief in the value of our mission equitable with the recognition that we can't do it alone.

A handwritten signature in black ink, appearing to read "Ruth MacKenzie".

Ruth MacKenzie
President & CEO

03 VISION, MISSION & VALUES

CAGP is the only professional association in Canada that brings together charitable fundraisers and professional advisors, creating a networking environment with like-minded professionals and experts who are leaders in Canada's charitable community and provide donors/clients with new and innovative ways of achieving their philanthropic dreams.

Our Vision

A better world through strategic charitable giving.

Our Mission

To champion the growth and development of strategic charitable gift planning in Canada by:

- Developing knowledge and providing education
- Building awareness and promoting philanthropy
- Creating connections and facilitating partnerships
- Engaging in national dialogues and influencing public policy

Friend of CAGP Award

Each year the CAGP Board of Directors recognizes individuals who exemplify the spirit and vision of CAGP with the association's highest honour, the Friend of CAGP Award. This award acknowledges contributions made at the national level or which have had a national impact on strategic charitable gift planning.

In 2016, **Grant Monck** and **Paul Nazareth** were recognized for their contribution and dedication to the mission of CAGP.



Grant Monck



Paul Nazareth

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Our Values

Collaborative

We freely share our expertise and knowledge with others in the charitable gift planning community.

We look for opportunities to involve specialists who can enhance the value that we provide to donors/clients.

We participate in local and national events where we network with our fellow members and introduce others to CAGP and the value of membership.

We partner with other organizations to advocate, with one voice, for strategic charitable giving, and for policies that will contribute to a better world.

Knowledgeable

We are committed to education and lifelong learning.

We keep abreast of cutting edge ideas and strategies that benefit our donors/clients.

We go out of our way to educate other members of our community in areas that we know best.

We take pride in being recognized as the go-to authority on all matters related to strategically planned gifts and bequests.

Professional

We are transparent in all our dealings with our donors/clients and each other.

We value honesty, fairness, respect for others and doing the right thing.

We hold each other accountable for our actions and our professional reputation.

03 VISION, MISSION & VALUES

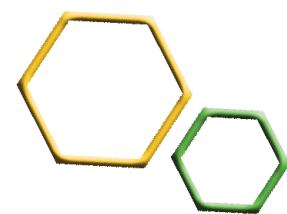
Influential

We are tireless advocates for a favourable legislative environment for strategic charitable giving and philanthropy.

We take every opportunity to increase awareness of the importance of strategic charitable giving.

We challenge ourselves to find new and innovative ways of serving our donors/clients.

We inspire each other to find innovative ways of helping clients/donors realize their philanthropic dreams.



03 VISION, MISSION & VALUES

What Our Members are Saying:



"CAGP has always been an invaluable resource to me, especially when I started to do more planned giving work with donors. The specialized courses, annual conferences and webinars, as well as education sessions in my local Chapter continue to give me the tools I need to be successful. One of the greatest benefits of CAGP is the unique community of people it brings together with a common goal of helping enable donors/clients to realize their philanthropic dreams. CAGP provides me with opportunities to meet and network with experienced gift planners and a professional team of trusted legal, tax, financial and insurance advisors. CAGP continues to be a worthy and rewarding experience!"

Marisa Barlas, Senior Development Officer, Gift Planning, York University



"As a financial advisor, I know that charitable giving (or legacy giving) is an essential component of financial planning for tax and other client-driven reasons. CAGP provides the opportunity to learn about and connect with charities, as well as to stay up-to-date on all legislative developments related to charitable giving. In the 5 years that I have been with the CAGP family, I have met some wonderful people who aspire to high standards of professionalism, and I have been exposed to many significant learning opportunities. So my message to fellow professional advisors is - you need CAGP, and CAGP needs YOU!"

Julia Roudakova, Financial Advisor, LEAVE A LEGACY Chair, CAGP Vancouver Chapter



"I joined CAGP very early in my career. After learning about gift planning, I fell in love with it. What a powerful tool that is accessible to nearly everyone! While I really enjoy the webinars and annual conference, I most appreciate the relationships I have built with those who work in this area in my community; because of their wide breadth of knowledge, I feel surrounded by kind-hearted people who I can call in an instant for quality gift planning advice or support. If you are a fundraiser and not a member of CAGP, I would urge you to consider joining: the depth of knowledge of the many gift planning tools is just simply not accessible anywhere else."

Laura Svajlenko, CFRE, Director of Development, Junior Achievement of Northern Alberta & NWT

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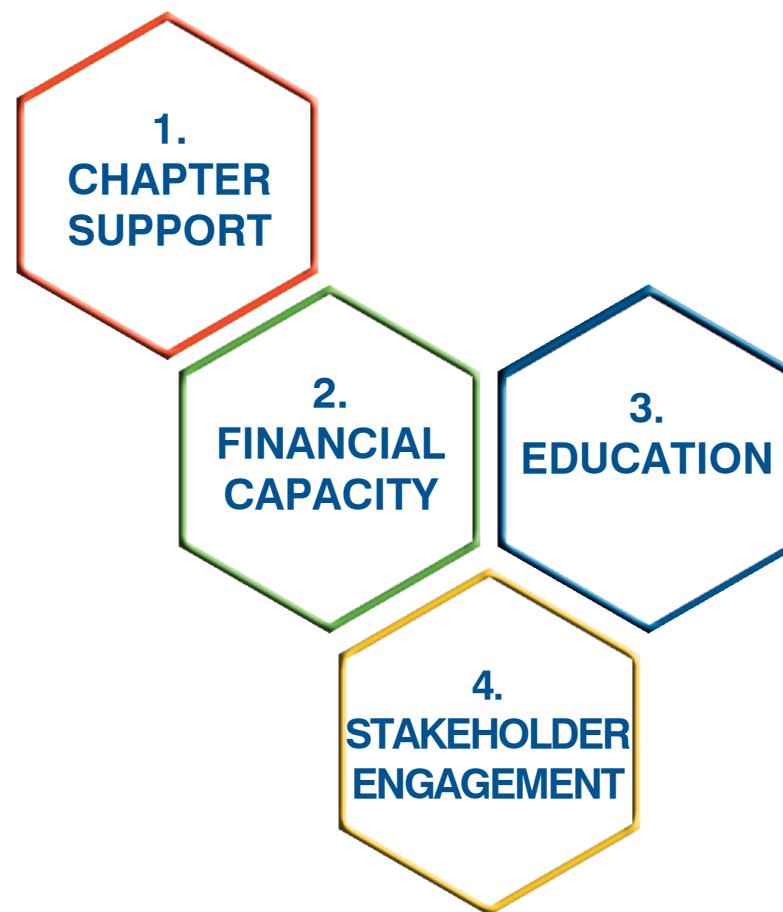
"I was more than 12 years into my nonprofit career, serving as a Senior Officer with a major national research foundation, when I attended my first CAGP conference. It was then when I knew that I needed to become a member of CAGP. This is more than simply a professional association where people gather and learn; this is a fully functioning community – a family – where we not only share ideas and passions, but support each other. For me, CAGP represents the very best of Canadian Philanthropy – the brightest minds coming together to build up the next generation of bright minds."

Conor Tapp, Executive Director, Green Calgary Association



04 KEY INITIATIVES

We believe that to build a meaningful future for CAGP and strengthen our authority on strategic charitable giving in Canada, we need to focus on the following four pillars:



These pillars served as a basis of our new three-year strategic plan CAGP 2016: Building Our Future and guided our initiatives for the year.

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CHAPTER SUPPORT



Chapter Manual

Chapter Manual, the essential handbook for Chapters, was revised and updated. The document provides tools, templates and policies to ensure clarity regarding roles, responsibilities, management and administration for CAGP Chapters. The final version of the manual is available on the internal Volunteer Resource Centre on www.cagp-acpdp.org. Our goal is to regularly update it with information sourced both from the National Office and local Chapters to make sure local partners are well equipped to successfully manage their operations at all times.

Integrating Chapter Finances

In 2016 we worked to include Chapter financials in CAGP's overall financial statements in order to ensure a stronger oversight of our association's collective resources. Key tasks included implementing a common chart of accounts, and ensuring all Chapters manage their books in accordance with the National fiscal year of January 1st to December 31st.

Our 19 Chapters across Canada are the lifeblood of CAGP. As such, one of our key goals for 2016 was to strengthen this vibrant network. We undertook initiatives that supported Chapter leadership and administration, and enhanced bilateral communication and connection between Chapters and the National Office.

04 KEY INITIATIVES

Website Training

The CAGP national website is the most important communication tool for the organization. It was redesigned and rebuilt in 2015 to provide space and autonomy for Chapters to connect with stakeholders. After final tweaks and bugs were addressed, in 2016 all Chapters were trained on how to maintain their own web pages and set up local events. We encourage you to visit the [Chapters](#) and [Events](#) tabs to learn more about our Chapters and local activities.

Chapter Visits

Ruth MacKenzie, President & CEO had the opportunity to visit our Chapters in PEI, Montreal, Toronto, London, Windsor, Chatham, and Sarnia throughout the year. She met with local leadership to discuss challenges and opportunities for local development and collaboration with the National Office. The visits have proven to motivate and encourage local Chapters.

Membership Committee

A Membership Committee was formed to work with the National Office to help Chapters with member recruitment and retention at the local level. The Committee developed several important tools and held a national webinar in October to share tips and strategies on how to manage membership. We thank the Committee members for their expertise and dedication.

Membership Committee:

Gwen Chapman
Carla Funk, Ph.D.
Peggy Killeen, CFRE
Lara Kinnear
Paul Nazareth
Beth Proven
Anastasia Smolentseva
Ross Young

We wholeheartedly thank our outstanding volunteers on the ground for their commitment to the profession, the community and CAGP.

Vancouver Island

Cheryl Hebb, Chair
 Amber Adams
 Natasha Benn
 Susie Caswell
 Gwen Chapman
 Jason Coates
 Jennifer Jasechko
 Nicole Malcolm
 Sarah Millard
 Laurie Palmer
 Shamim Pirani
 Stephanie Rowe
 Joanna Verano

Greater Vancouver

Paola Coronado Hass, Chair
 Jocelyn Anderson
 Linda Ashton
 Jim Bindon
 Michael Blatchford
 Calvin Fong
 Robert Gagliano
 Esther Jang
 Raman Johal
 Kris Love
 Julia Roudakova
 Jane Westheuser

Alberta North

Sherry Schaefer, Co-Chair
 Terry Tobin, Co-Chair
 Mien Jou
 Darlene Kowalchuck
 Derek Micheal
 Laura Svajlenko
 Noel Xavier

Alberta South

Robert Locke, Chair
 Heather Berezowski
 Carla Gervais
 Kathryne Gibson
 Rizwan Nathoo
 Cindy Neufeld
 Alen Okanovic
 Conor Tapp
 Laurie Wallis
 Neil Williams
 Ross Young

Saskatchewan North

Vicki Corbin, Chair
 Carmen Hesje
 Trina Mortson
 Jay Stark

Saskatchewan South

Christina Attard, Chair
 Sharon Kremeniuk
 Trina Owens
 Leanne Posehn
 Kaleta Strain
 Byron Troth

Manitoba

Stephen Webb, Chair
 Kathryne Cardwell
 Sarah Crowley
 Liz Kovach
 Pat Lilley
 Jackie Markstrom
 Rena Molinari
 Patrick O'Connor
 Lynda Ruban

Ottawa

Neil Leslie, Chair
 Paul Brousseau
 Katie Loftus

Greater Toronto Area

Sandra Dow, Chair	Ann Gorwill
Janice Correa	Serena Hak
Angela D'Aversa	Alanna Jones
Emelita Ervin	Peter Ramsay
Aneil Gokhale	Marcella Zanella

Sarnia-Lambton

Gus Mumby, Co-Chair
 Robert Murray, Co-Chair
 Heather Allen
 Jane Anema

Niagara/Golden Horseshoe

Sandra Baker, Chair	Sarah McPherson
Tamara Coleman-Lawrie	Julie Powell
Julie Jelinek	Stephanie Turton
Amber Matthews	

London

Lisa Mazurek, Chair	Trish Gergich
Don Cameron	Mike O'Hagan
Lorie Colledge	Jill Osborne

Chatham-Kent

Jodi Maroney, Chair
 Angela Corso
 Mike Genge
 Karen Kirkwood-Whyte

Waterloo-Wellington

Marjorie Brown, Chair
 Heather Curran
 Craig Stevenson
 Darren Sweeney

Windsor & Essex County

Kim Willis, Chair
 Nancy Parker
 Martin Sobocan
 Patricia Valneau

CHAPTER EXECUTIVES

Newfoundland

Catherine Barrett, Chair
 Roderick Fequet

Prince Edward Island

Helen Chapman, Chair
 Myrtle Jenkins Smith
 Rosie Shaw

Nova Scotia

Doris Cameron, Chair	Liz Finney
Katharine Berrington	Jenna Joyce
Bonnie Boyd-Reed	Bev Purcell
Toni Croft	Lori Scott
Marie-Anne Desjardins	Arleen Stevens
Lucille Grimard	Ann Vessey
Nancy Langlois	



At the AGM in April, we were thrilled to announce the establishment of the CAGP Foundation and its first Board of Directors. We believe that the Foundation will strengthen our ability to access local and national funders and partners to undertake initiatives that would support CAGP's vision. Now an incorporated national nonprofit organization, an application for charitable status is under consideration by the CRA with hopes for approval in early 2017.

CAGP Foundation Board of Directors:

Calvin Fong, Chair
Joan Blight
Peggy Killeen, CFRE
Greg Lichti, CFRE

04 KEY INITIATIVES

As a member-based professional association, CAGP has several established revenue streams that support our operations and important work, and help ensure fiscal sustainability. In 2016 a year-end surplus was achieved for the third year in a row, allowing CAGP to make progress in re-building a prudent operational reserve fund. See the Financial Health section of this report for more details. To accelerate growth of CAGP, we undertook one of our biggest initiatives to date to enhance and expand revenue – we established our own foundation.

Vision

A better world through strategic charitable giving.

Mission

To promote excellence in the gift planning practice and to financially support the development and promotion of strategic charitable gift planning in Canada.

Values

- Commitment to the vision and mission
- Openness, honesty and transparency in conduct
- Accountability for decisions and use of funds
- Integrity in all dealings with donors, funders and stakeholders
- Excellence in striving to be and to do the very best
- Collaborative in working with others to achieve goals
- Results-oriented

Membership

As of December 31st, CAGP's membership stood at 1,133. Our new membership structure offers options for small charities and for larger organizations with multiple staff to become members of CAGP. We are pleased that our membership now includes 37 small charities and 26 organizations engaging 203 members. We are also pleased to share that our partnership with United Way Centraide Canada continues. For more information on our membership categories and fees, please see www.cagp-acdp.org/en/membership-categories-fees.

04 KEY INITIATIVES: FINANCIAL CAPACITY

What Our Organizational Members are Saying:

"United Way Centraide Canada, on behalf of all United Ways Centraides across the country, is proud to be a member of CAGP. Our strategic partnership with CAGP allows United Way Centraide to build capacity in major and planned giving, access key resources from leading Canadian experts, and network with colleagues working in strategic charitable gift planning. CAGP's learning and training opportunities provide excellent support for United Way Centraide's work to improve lives locally in communities across Canada. We look forward to working together for many years to come!" - **Dr. Jacline Nyman, President & CEO, United Way Centraide Canada**



"The WindsorEssex Community Foundation has been a member of the Canadian Association of Gift Planners for numerous years. The grassroots work of our Foundation stems from strategic gift planning through our endowments and legacy giving. CAGP has provided us with the opportunities to be among others who have specialized skills and knowledge, allowing us to grow our expertise in gift planning, giving us new ways to meet the needs of our donors. The WECF works with the local chapter to raise awareness of the LEAVE A LEGACY program in the broader community and the value of legacy giving in our communities. We appreciate that CAGP values the contributions of smaller charities and has developed a membership fee structure that allows us to participate." - **Lisa Kolody, Executive Director, The WindsorEssex Community Foundation**

"Clark Wilson LLP is a 100-year old Vancouver law firm with a legal team practicing in wills and estates, tax and charities law.

CAGP is absolutely vital in ensuring that allied professionals have a central address for education, currency on statutory changes, government advocacy, public outreach and networking. It is for this reason that our firm supports CAGP and provides our support through facilities, presentations and various projects. Put simply, without CAGP, our lawyers and the larger community would lack an essential resource. Our practice benefits with the increased professionalization of gift planning and, not insignificantly, the CAGP members with whom our lawyers meet are committed and passionate. We are grateful for such a strong organization in our community and nationally." - **Mark Weintraub, Q.C., Partner, Clark Wilson LLP**

CLARK WILSON LLP



"In the Maritime region, Dalhousie University is considered one of the larger development shops with a dedicated planned giving team. While that may be our good fortune, we regularly rely on our CAGP colleagues in the gift planning profession across the country. Websites are a great resource but nothing beats contacting someone you've met at a local Chapter event or national conference to bounce ideas, ask questions or discuss an experience tried at their organization." - **Ann Vessey, Director of Planned Giving, Dalhousie Medical Research Foundation & Dalhousie Health Faculties, Dalhousie University**

"At Princess Margaret we believe CAGP raises our game in so many ways. On a macro level, we benefit from the excellence and impact of its government relations work. But the real magic happens whenever CAGP people get together at conference, lunches or courses: to share knowledge, improve skills, and build a strong network of like-minded professionals in the field. We are committed to our partnership – the stronger CAGP is, the stronger the sector is, and the stronger we as individual organizations are." - **Greg Lichti, CFRE, Vice President, Development & Jill Nelson, CFRE, Associate Vice-President, Estate Giving,**

The Princess Margaret Cancer Foundation

The Princess Margaret Cancer Foundation UHN



We are enormously grateful to our skilled and knowledgeable Education Committee for its work in developing leading-edge courses in the field year over year.

Education Committee:

Michelle Osborne, CFRE, Chair
Norma Cameron, CFRE
Erin Kuhns
Alain Lévesque
Janice Loomer Margolis
Ruth MacKenzie
Jill Nelson
DeWayne Osborn
Doug Puffer
Bob Strachan

04

This year, we continued to focus on delivering the highest quality and most comprehensive education to fundraisers, professional advisors and senior decision makers, and worked on new initiatives to engage professional advisors.

04 KEY INITIATIVES**23rd Annual CAGP National Conference in Banff**

CAGP's annual national conference held at the renowned Banff Centre in early April was an enormous success, with 336 professionals in attendance. Feedback was excellent, particularly regarding the inaugural FRANK Talks, a series of speakers providing brief and thought-provoking addresses on the topic of The Business of Charity. Recorded FRANK Talks were made available on our [YouTube Channel](#).

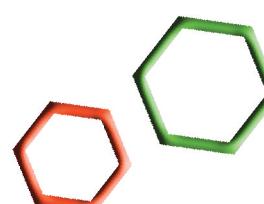
We thank the Host Advisory and the Conference Program Committees for making it a vibrant and successful event.

Host Advisory Committee:

Cindy Neufeld, MA, CFRE, Co-Chair
Alen Okanovic, Co-Chair
Heather Berezowski
Carey Bornn, CFRE
Jodi Larmour
Robert Locke
Tania Loftsgard
Sheelagh Mercier
Michelle Regel, CFRE

Program Committee:

Janice Williams, CFRE, Chair
Norma Cameron, CFRE
Erin Kuhns
Ruth MacKenzie
Jill Nelson, CFRE
Alen Okanovic
Charles O'Neil, EPC
Michelle M.B. Osborne, CFRE
Doug Puffer
Michelle Regel, CFRE
Silvia Ugolini, B.C.L., LL.B., Pl.fin, TEP
Ann M. Vessey
Shelley E. Waite, TEP



04

PD in Numbers

We had an incredible year of sold-out national courses and well-attended local events, reaching at least 2,241 members and stakeholders. Here is the breakdown:

- Original Canadian Gift Planning Course in Niagara-on-the-Lake – 42 attendees
- Advanced Canadian Gift Planning in Toronto – 57 attendees
- Strategic Gift Planning Bootcamp for Major Gift Professionals in Kelowna – 31 attendees
- The Gift Planning Fundamentals course was held 7 times and attended by 262 people
- Our webinars were viewed by 335 individuals, with additional 28 Webinar Bundles purchased
- At the local level, our Chapters held more than 80 events that were attended by 1,514 professionals

Engaging Professional Advisors

The National Office continued to pursue relationships with Advocis, STEP Canada and the Financial Planning Standards Council of Canada as key stakeholders in our work with professional advisors and to explore collaborative opportunities that will strengthen CAGP's reach with this important constituency. Reciprocal arrangements were made throughout the year to promote CAGP and for CAGP members to benefit from information about these organizations that serve professional advisors.

New Gift Planning Fundamentals

The national Education Committee held its biennial retreat in the summer. The group put enormous work into reviewing all course content and reshaping CAGP's signature one-day Gift Planning Fundamentals course based on feedback received over the year. The revised course will be launched the day before the Conference in 2017.

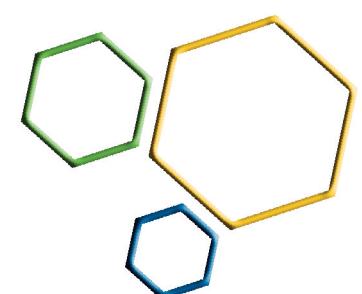
04 KEY INITIATIVES: EDUCATION

New Training for Professional Advisors

In tackling the issue of training for professional advisors, the Education Committee adapted CAGP's Core Competencies for Charity-based Gift Planners for a professional advisor audience. These amended competencies provided the basis for a new course – the Strategic Gift Planning Summit for Professional Advisors, to be rolled out in 2017.

Roadmap for Learning

The CAGP Professional Development Roadmap was created as a guide for gift planners and fundraisers alike to help their journey to becoming a successful charitable gift planner. The roadmap serves to identify, by years of relevant experience, the array of training courses, professional development, networking opportunities, products and services provided by CAGP to its members in support of their development as a professional.



STAKEHOLDER ENGAGEMENT

04 KEY INITIATIVES

From social media and email marketing to advocacy, CAGP used a wide array of tools, tactics and strategies to disseminate important information, highlight the value proposition of CAGP, and engage our members and stakeholders.

The Philanthropic Conversation

Ruth MacKenzie presented The Philanthropic Conversation to the Ottawa Estate Planning Council as well as at a CIBC internal professional development session. The Philanthropic Conversation, and the subsequent publication A Guide for Professional Financial Advisors, continue to be well received and serve as a solid basis on which to cultivate further discussions on strategic gift planning and the role of professional advisors – both nationally and at the local level.

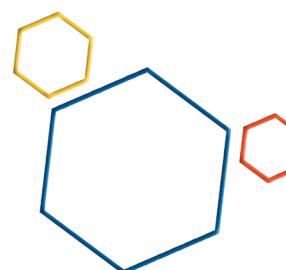
FP Standard

Add Value with Conversations on Philanthropy, an article written by Ruth MacKenzie was published in the Spring 2016 issue of FP Standard, the biennial publication of the Financial Planning Standards Council. The Journal is circulated to over 70,000 financial planners and advisors in Canada.

CAGP Blog Launch

To further engage the gift planning community in sharing thoughts, viewpoints, and expertise on topical issues, we launched a blog in the fall. The platform is intended to be an opportunity for the community to access information and ideas, and foster conversations on issues pertinent to strategic philanthropy. We invite our members to contribute to the blog by emailing communications@cagp-acdp.org.

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04 KEY INITIATIVES: STAKEHOLDER ENGAGEMENT

Government Relations

CAGP's public policy efforts are driven by the national Government Relations Committee, which is committed to supporting CAGP's members by actively advocating for a legislative environment that encourages charitable giving and maximizes the tax benefits of doing so.

The Committee celebrated some significant successes in 2016 that impact strategic charitable gift planning, including:

- An adjustment to newly-released estate donation rules which saw the timeframe of a graduated rate estate (GRE) extended from 36 months to 60 months;
- An adjustment to legislation through a Notice of Ways and Means addressing an unintended consequence of the new estate administration rules on gifts of private company shares to public foundations and charitable organizations;
- Pursuing Charitable Remainder Trusts as an important gifting strategy in discussions with the Department of Finance and through CAGP's submission to the Standing Committee on Finance as part of the 2017 pre-budget consultations.

CAGP's voice has also been represented in broader sector dialogues on public policy, and in the second Sector Day on the Hill. Led by

Imagine Canada, CAGP and 30 other organizations met with 45 MPs and Senators from across political parties. The main goal of this event was to raise awareness about our sector with the federal government and to strengthen the partnership between the sector and the federal government, but also included a few targeted "asks" that we believe will strengthen Canada's charities and nonprofits, better enabling us to meet our missions. For more information on what we proposed, please [click here](#).

In addition, we continued to promote efforts of Mr. Don Johnson to advocate for legislation that would support a capital gains exemption on charitable gifts made from the proceeds of the sale of private company shares and real estate.

The Committee also endeavoured to connect with and keep CAGP members informed of their work through updates in the CAGP eNews on timely and pertinent matters, with an annual GR Update to the members, and through a member survey, which sought to gain insights on important issues for the committee to pursue.

We wish to recognize our exceptional GR Committee, comprised of Canada's leading experts on legislative matters, for their hard work in advocating for a better environment for strategic charitable giving.

GR Committee:

Margaret Mason, Chair
Malcolm Berry
Malcolm Burrows
Terry Carter
Mark Goldbloom
Elena Hoffstein
Robert A. Kleinman
Brenda Lee-Kennedy
Janice Loomer Margolis
Susan Manwaring
Ruth MacKenzie
Grant Monck
Elizabeth Moxham
Brad Offman
Michelle Osborne
Linda Pearson
Laily Pirhbai
Darren Pries-Klassen
Christopher Richardson
Jo-Anne Ryan
Silvia Ugolini
Ross Young

05 SPONSORS, FUNDERS, PARTNERS

CAGP's sponsors, funders and partners play a key role in our organization. They enhance our financial and engagement capacities, enabling us to undertake new exciting projects and to continue delivering solid results on current activities. We sincerely thank them for their generosity and support of our vision and mission.

Abundance Canada

Advocis

BMO Private Banking

Bull Housser

Calgary Foundation

Canadian Institute of Certified Executor Advisors

Capacity Marketing for Charities

Carters Professional Corporation

CFRE International

DLA Piper

The Donor Motivation Program

DonorPerfect Canada

Drache Aptowitzer LLP

Edmonton Community Foundation

Envionics Analytics

Fasken Martineau DuMoulin LLP

FUNDING matters Inc. Giftabulator

GIV3

Good Works

KCI (Ketchum Canada Inc.)

Lawton Partners

Legacy Leaders

Miller Thomson LLP

PearTree Financial Services

PG Calc

PGrowth

Philanthropic Foundations of Canada

ProDon-Logilys

RBC Wealth Management / Philips Hager North Investment Council

S.T. Legacy Group

Scotia Wealth Management

SickKids Foundation

Spire Philanthropy

TD Waterhouse

United Way Centraide Canada

Vancouver Foundation

Victoria Foundation

ViTreo Group

Wealth Professional

The Winnipeg Foundation

06 GOVERNANCE

We feel lucky and thankful to have a group of deeply committed and caring individuals as our Board of Directors.



Darren Pries-Klassen,
B.Th., CFP, Chair



Ninette Bishay,
CPA, CA,
Treasurer



Amanda Stacey,
Vice Chair



Peggy Killeen, CFRE,
Secretary



Norma Cameron, CFRE



Carla Funk,
Ph.D.



Michelle Osborne,
CFRE



Beth Proven



Doug Puffer



Keith Thomson

07 TEAM

The CAGP National Office team is small, but mighty. We are grateful for their commitment and hard work.



Lara Kinnear,
Executive Assistant and
Membership Coordinator



Ruth MacKenzie,
President & CEO



Erin Kuhns,
Manager, Education
and Training



Anastasia Smolentseva, MComm,
Manager, Communications &
Stakeholder Relations



Jean-Marie Niangoran,
CPA, CMA,
Finance Manager

	2016	2015 (11 months)
Revenue		
Conference fees	\$ 349,158	\$ 334,940
Membership fees	309,023	283,470
Education courses	252,812	172,643
Job postings	31,188	18,390
Sponsorships	26,050	54,741
Interest and other	9,939	16,339
Grants	-	75,000
	<hr/> 978,170	<hr/> 955,523
Expenses		
Salaries and wages	367,899	318,554
Conference expenses	253,932	231,095
Meals	39,981	19,133
Education and honorariums	37,572	32,404
Partner fees	36,134	41,147
Administration	36,091	55,939
Professional fees	25,269	32,253
Office	23,878	51,973
Rent	21,865	20,900
Travel	21,255	25,895
Accommodation	16,713	20,488
Meeting facilities	7,604	4,164
Translation	7,449	10,246
CAGP Foundation seed funding	5,000	-
	<hr/> 900,642	<hr/> 864,191
Revenue (Expenses) - National Office	<hr/> 77,528	<hr/> 91,332
Other		
Chapter revenue	303,156	225,175
Chapter expenses	374,564	385,425
	<hr/> (71,408)	<hr/> (160,250)
Net Revenue (Expenses) for the Year	\$ <u>6,120</u>	\$ <u>(68,918)</u>

08 FINANCIAL HEALTH

Summary Financial Statements for the Year Ended December 31, 2016.

The financials have been compiled from CAGP's audited statements.

Auditing services have been provided by McCay Duff LLP.

A detailed auditor's report is available at cagp-acpdp.org.

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