

2010  2011



**BUILDING CONNECTIONS:  
Grant Makers in Action**

**REPORT TO THE  
PHILANTHROPIC COMMUNITY**



**Associated Grant Makers**  
advancing effective and responsible philanthropy

2010  2011



# MISSION STATEMENT

## ASSOCIATED GRANT MAKERS

*promotes the practice and expansion of effective and responsible philanthropy to improve the health and vitality of its region.*

# VISION STATEMENT

AGM is a diverse and vibrant membership association of highly engaged philanthropic organizations and individuals with interests in Massachusetts and surrounding areas. We connect new and established donors, their trustees and staff to each other, to their communities and to emerging and relevant issues in the field. We serve as a bridge between funders and fund applicants for better understanding, efficiency and impact. AGM is a leading and influential voice and advocate for effective philanthropy. We will provide the leadership and access to knowledge and cooperative action that will enable our members to create extraordinary value for each other, their grantees and to collectively shape the future of a healthy and vibrant region.



**LETTER FROM**  
**Executive Director**

I joined the AGM community ten months ago, and as a newcomer to the philanthropic community, I thought the best approach to learning was by listening. A lot. Which is ironic because I talk. A lot. However, since my start I have been on the road as much as I have been in the office, at events, meetings, briefings and roundtable discussions, and I have had the opportunity to hear from many grant makers.

I have been impressed by how innovative and forward thinking the sector has been and continues to be, from the foresight trustees had 42 years ago in creating this association and to how the current generation has built upon that foundation. I have come to deeply respect how traditional philanthropy has inspired today's

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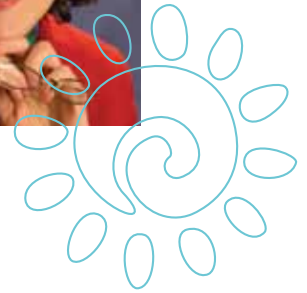


grant making, encouraging social impact and change, fostering corporate social responsibility, and helping the Commonwealth become a leader in innovation.

In the air at AGM, there is a new sense of excitement – reflected through our core values – Leadership and Innovation, Excellence, Inclusion and Diversity, and Knowledge Sharing – which are embodied by the programs and services we have provided and in our commitment to customizing your experience at AGM as we go forward.

On behalf of the board and staff at AGM, I invite you to join us as we celebrate the successes of this past year and look forward to vibrant and compelling work in the coming year. By all means – I am not done learning or listening, so send us your news, join us in dialogue (perhaps through the new environment of social media - Tweet us your news and we'll re-tweet, be our friend and we'll be yours!), and please let us know how we can better serve you.

**Jeff Poulos, Executive Director**



**LETTER FROM**  
**Chair, Board of Directors**

It has been a joy and a privilege to serve as AGM's board chair during the past two years. What a wonderful time to be an AGM Member and Partner! In 2010, AGM adopted a strategic plan with new organizational goals, implemented program and operational adjustments and completed an executive search. I am pleased to report that in 2011 we enjoyed the implementation stage of these activities - the fun part.

We began the year with a renewed mission, a revitalized vision and an ambitious agenda of activities to meet our newly articulated goals and objectives. We welcomed a new executive director to lead the way. Jeff Poulos took up the mantle of AGM and traveled around the state and beyond to meet with Members and prospective members. He increased the visibility and vitality of AGM and reinvigorated our staff team, without whom none of AGM's accomplishments would be possible.

AGM's board members, who are volunteers with full schedules and busy lives, also lead or serve on board committees. Our program and membership committees welcomed member representatives to work towards AGM's goal of continuing as a member-driven organization. Membership increased and program ideas for both Members and Partners expounded. Our governance committee was busy with establishment of committee charters and an overhaul of the by-laws. Our finance committee continued its careful oversight of AGM's budget and financial management.

I would like to express my gratitude to all those I've worked closely with during my time as a board member and to our loyal members. I value the opportunity as past chair to support long-term and new colleagues and Members to advance the mission of AGM.

**Mary Phillips, Chair, Board of Directors**



# AGM CORE VALUES

LEADERSHIP AND INNOVATION  
EXCELLENCE  
INCLUSION AND DIVERSITY  
KNOWLEDGE SHARING

## AGM'S STRATEGIC PRIORITIES

In 2010, AGM launched its newly revised strategic plan, re-invigorating its mission and vision to our grant making members. We have focused on five overarching goals that inform and lead us in our work: AGM is a Member-Driven Organization, Provides Quality Education and Resources, is a Hub of Networking, Serves as a Voice of Philanthropy in the Region, and Bridges Grantmakers and Grantseekers.

In August 2010, AGM engaged Jeff Poulos as the new Executive Director to lead AGM in focusing on our stronghold of being a membership association, to provide value and service to grantmakers in our region.

In this report, we emphasize our Core Values and highlight our work from the past year in member services, research, communications and other key areas in the nonprofit field that demonstrate the delivery of products and services amplifying grantmakers' impact.





# LEADERSHIP AND INNOVATION:

## Initiating and fostering ingenuity



- AGM's annual State of the Sector kicked off 2011 with a convening of over 200 foundation and nonprofit professionals to hear from City Year co-founder and former candidate for Senate, Alan Khazei, who shared his vision of a robust and participatory sector.
- AGM again partnered with the Massachusetts Nonprofit Network to bring together over 600 attendees for our 2nd annual AGM/MNN Nonprofit Conference held September 27, 2010 at the Sheraton Framingham.

**Keynote speaker  
Alan Khazei at  
State of the Sector**

- AGM continues to lead Roundtable conversations for CEOs, Community Foundations, Small Private Family Foundations, Corporate Funders, Grant Managers, Western Massachusetts Funders and other affinity groups to share best practices on topical issues.
- AGM supported the coordinated funder efforts of the Winter Emergency Assistance Relief Fund, initiated by The Boston Foundation, Highland Street Foundation and Eos Foundation, through its communication channels.
- AGM and Bank of America Charitable Foundation launched the Nonprofit Learning Institute, a capacity-building series for 2011, commencing with a

- presentation by the Nonprofit Finance Fund on the State of the Sector: Adapting to the 'New Normal'
- During 2010, media continued to turn to AGM as a key resource in philanthropy. AGM was featured in an interview by John Keller, WBZ-TV 4 in a news piece on giving to charity, served as the centerpiece on a story on the state of giving in the Boston Business Journal, and provided counsel on the annual Top Foundations Boston Business Journal List 2010.
- On the national platform, AGM was a co-sponsor for the Center For Effective Philanthropy national conference in Boston in May 2011.

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# EXCELLENCE:

## Adhering to the highest standards in the delivery of services and products



- AGM presented engaging, quality programs in collaboration with Grantmakers in a number of areas: Highlights included:
  - A session on data resources featuring The Boston Foundation and the Boston Indicators Project
  - How to create strong grantee-grantor relationships, featuring the United Way of Massachusetts Bay and Merrimack Valley
  - In/Sight and Census data
  - A funder briefing on illegal gun trafficking and its impact on urban violence, co-sponsored by The Shaw Foundation
  - KIDS COUNT Data Center
- AGM hosted a follow-up convening of the Project Streamline participants to

gauge how their work is progressing and to jointly discuss challenges and opportunities for next steps.

- Exploring the world of social media for foundations, AGM and the Barr Foundation co-hosted over forty foundation and nonprofit professionals at a social media program featuring *The Networked Nonprofit* book by authors Allison Fine and Beth Kanter.
- Continuing to provide professional development opportunities, AGM offered programs for grantmaking Members such as *How to Read Grantees' Financial Statements*, and for nonprofit organizations including *Intro to Grants Research* and *Intro to Grant Writing* with advanced registration open to

nonprofits referred by a Member grantmaker.

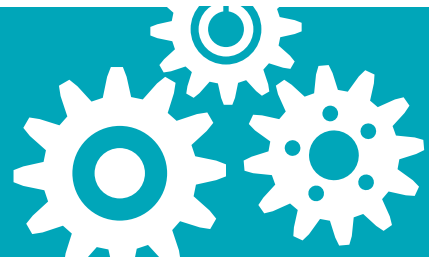
- AGM continues to offer its highly regarded Meet-the-Donors series across the region. This program provides a forum for funders and grant seekers to come together in a learning environment. This year the programs focused on Capacity Building, Corporate Philanthropy, Donor Advised Funds, and funding in Western Massachusetts.
- Through AGM's partnership with the National Center on Family Philanthropy, AGM Members have access to teleconferences and the wealth of resources available through the Family Philanthropy Online portal.





# INCLUSION AND DIVERSITY:

## Encouraging participation and seeking a variety of perspectives



- AGM is partnering on the D5 National Initiative, a five-year coalition launched in 2011 to grow philanthropy’s diversity, equity and inclusion. AGM joins a dozen organizations including six other regional associations, a number of national funders, and other support organizations in philanthropy.
- AGM, the Disability Funders Network, and the Museum of Fine Arts co-sponsored “The ADA at 20: Looking back/looking ahead

to Building a more Inclusive Community”, a funders briefing of both national and local funders on their approaches and experiences in funding inclusion.

- AGM hosted a program for our Member, Access Strategies, on the lessons learned from the Funders’ Collaborative on the 2010 Census.
- AGM presented the 6th Annual Grantmakers of Color Breakfast which featured Karen Zelmeyer of LGBTQ Funders, who addressed

issues of race and intersectionality and the ways in which race and ethnicity interact with other issues.

- The Diversity Fellowship Program AGM created in 2006 moved to The Proteus Fund based in Amherst, MA in July 2010. CS Mott Foundation, a funder of the Diversity Fellowship Program extended the use of its funds for leadership development and programs in the area of diversity through Affinity Groups and Grantmakers of Color.



AGM presented the 6th Annual Grantmakers of Color Breakfast



# KNOWLEDGE SHARING:

## Connecting people with each other and with information



AGMconnect.org continues to be a valuable resource including current news, an event calendar, job listings, RFP listings, the Grant Makers Directory with over 400 profiles as well as links to philanthropic resources for our grantmaking Members and nonprofit Partners. Updates to the Resources Pages include information in response to the year's natural disasters in the United States and abroad, and AGM keeps Members informed and distributes surveys to see what actions have been taken and what next steps they would like to pursue.

Members receive an informative bi-weekly newsletter, *Members InfoNet*, providing news on colleagues, announcements and philanthropic events and reports affecting our region.

AGM's Resource Center for Philanthropy (RCP) continues to provide valuable research services to the grantmaking field. On behalf of AGM Members, the RCP has conducted research on questions and topics such as:

- Is there a standard in grantmaking cycles for corporate foundations?

- Are foundations addressing issues of citizenship?
- Are foundations providing sabbaticals as part of their benefit plan?
- Is there a typical percentage of overall cost considered "normal" for the administrative costs of foundations?
- Member/Peer Analysis
- Conflicts of Interest and Ethics Policies for Boards

The RCP secured grants for another year of operation for its three Grant Resource Networks in Massachusetts – Lawrence, Leominster and Oak Bluffs.

AGM is participating in Online Capacity Mapping and Community Resource Matching which is bringing together foundations, nonprofits, businesses, and universities to explore ways to create online resource directories and tools to analyze demographics, issues and impacts for use by foundations and the community at large.

Working with our nonprofit Partners, AGM co-sponsored a Third Sector New England-led survey of nonprofit compensation, information that will be useful to both nonprofits and funders alike.

Nonprofit Partners receive the Partners Update, a monthly e-newsletter providing RFP listings, upcoming events, and news and updates from our grantmaking Members.

AGMconnect.org continues to be a valuable resource including current news, an event calendar, job listings, ...





# AGM PARTNERSHIPS

AGM has Partnerships with more than 600 Nonprofit Partners, Consultants and For-Profit Businesses. Our Partner program bridges the nonprofit and grant making communities by giving Partners access to research and information to support fund development programs, providing professional development and networking opportunities for nonprofit staff members, and giving nonprofit organizations more visibility among and access to Grantmakers.

AGM supports a number of collaboratives and groups throughout the region.

The Summer Fund, founded in 1971, is a donor collaborative that provides resources to support summer camps for underserved children and youth in Boston, Cambridge, Chelsea and Somerville. In 2010, AGM began serving as the fiscal sponsor for the Summer Fund, where the Summer Fund had previously been a program within AGM.

Boston Education Funders, since beginning in 1996, has been a forum for education philanthropists to build knowledge, share information, and engage in ongoing discussion with educators,

policymakers and practitioners on how to best leverage private philanthropic investments in education to have maximum impact on student achievement. AGM serves as fiscal sponsor.

Greater Boston Women and Girls is a regional funder affinity group of foundation staff and trustees and individual donors whose mission is to educate and mobilize the philanthropic community to improve opportunities and support leadership development for women and girls. AGM is fiscal sponsor and in March co-presented "Philanthropy, Social Justice & Women: A Conversation with Sara K. Gould, former president & CEO of the Ms. Foundation for Women."

AGM values our relationship with a number of Affinity Groups in the region including Asian Americans Pacific Islanders in Philanthropy (AAPIP), Emerging Practitioners in Philanthropy (EPIP), Grant Managers Network New England, Native Americans in Philanthropy (NAP), New England Blacks in Philanthropy (NEBIP), and New England Latinos in Philanthropy (NELIP). AGM serves as the fiscal sponsor for NEBIP.



The AGM community includes hundreds of grant makers, nonprofit organizations and individuals creating a positive impact in our region.





# FINANCIALS

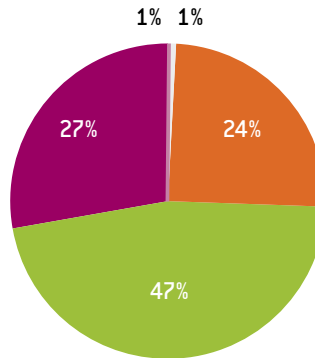
## REVENUE

Grants	\$245,443
Membership Dues and Other Support	\$470,283
Program Fees	\$277,407
Sales of Publications	\$263
Interest Income	\$4,964
<b>Total Income</b>	<b>\$998,360</b>

## EXPENSES BY PROGRAM AREAS

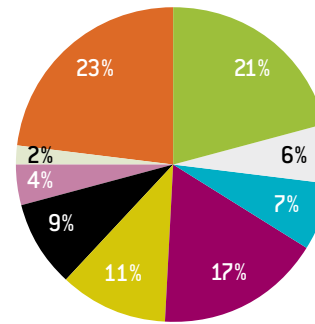
General Administrative	\$198,303
Marketing	\$61,300
Member Development	\$68,996
Library Information	\$162,173
Grantmaker Member Services	\$107,643
Information Technology	\$88,281
Nonprofit Partners	\$38,380
Nonprofit Effectiveness Fund	\$19,296
Diversity Fellowship	\$206,993
<b>Total Expenses</b>	<b>\$951,365</b>
<b>Change in Net Assets</b>	<b>\$46,995</b>

Revenue \$998,360



- Grants
- Membership Dues and Other Support
- Program Fees
- Sales of Publications
- Interest Income

Expenses \$951,365



- General Administrative
- Marketing
- Library Information
- Grantmaker Member Services
- Information Technology
- Nonprofit Partners
- Nonprofit Effectiveness Fund
- Summer Fund
- Diversity Fellowship

*As of April 1, 2010, AGM began serving as the fiscal sponsor for the Summer Fund, where the Summer Fund had previously been a program within AGM.*



**Thank You  
TO OUR SUPPORTERS**

- Bank of America Charitable Foundation
- The Barr Foundation
- The Boston Foundation
- Lenovo
- Leominster Credit Union
- Linde Foundation
- George A. Ramlose Foundation
- Permanent Endowment Fund for Martha's Vineyard
- Adam & Amy Simon
- United Way of Massachusetts Bay and Merrimack Valley





# MEMBERS

## Circle of Champions:

Bank of America, Philanthropic Management  
 The Barr Foundation  
 The Boston Foundation  
 Boston Private Bank & Trust Company  
 Cambridge Community Foundation  
 C.F. Adams Charitable Trust  
 The Charlotte Foundation  
 Clipper Ship Foundation  
 DentaQuest Foundation  
 Orville W. Forté Charitable Foundation  
 Highland Street Foundation  
 The Hyams Foundation  
 Nellie Mae Education Foundation  
 The Theodore Edson Parker Foundation  
 State Street Foundation  
 The Sudbury Foundation  
 United Way of Massachusetts Bay and Merrimack Valley

## AGM Members:

Access Strategies Fund  
 The Paul and Edith Babson Foundation  
 The Barbara Lee Family Foundation  
 Bennett Family Foundation  
 Berkshire Bank Foundation  
 Berkshire Taconic Community Foundation  
 The Beveridge Family Foundation  
 Blue Cross Blue Shield of Massachusetts Foundation  
 BNY Mellon  
 Boston Center for Blind Children  
 Boston Evening Clinic Foundation  
 Boston Foundation for Architecture  
 Boston Women's Fund  
 Brookline Community Foundation  
 Cabot Family Charitable Trust  
 Bushrod H. Campbell and Adah F. Hall Charity Fund  
 The Cape Cod Foundation  
 Capital Campaign Scheduling Committee

Charlesbank Homes  
 Citizens Bank  
 The Clowes Fund  
 Community Foundation of Southeastern Massachusetts  
 Community Foundation of Western Massachusetts  
 The Couch Family Foundation  
 Jessie B. Cox Charitable Trust  
 Cubist Pharmaceuticals  
 Irene E. and George A. Davis Foundation  
 The Discount Foundation  
 Draper Laboratory  
 EdVestors  
 Endowment for Health  
 Eos Foundation  
 Episcopal City Mission - The Burgess Urban Fund  
 Fidelity Foundation  
 The Paul and Phyllis Fireman Charitable Foundation  
 Fish Family Foundation  
 Franklin Square House Foundation  
 The Fuller Foundation  
 Garfield Foundation  
 The Bill & Melinda Gates Foundation  
 GMA Foundations  
 Goddard Health Foundation  
 Greater Lowell Community Foundation  
 Greater Worcester Community Foundation  
 Harold Grinspoon Charitable Foundation

Charles Hayden Foundation  
 Charles H. Hood Foundation  
 Hunt Alternatives Fund  
 The Huston Foundation  
 IBM Corporate Citizenship & Corporate Affairs: Eastern New England  
 Jane's Trust  
 Klarman Family Foundation  
 The Krupp Family Foundation  
 The Liberty Mutual Foundation  
 Lincoln Financial Foundation  
 The Ludcke Foundation  
 Massachusetts Legal Assistance Corporation  
 MassMutual Life Insurance Co.  
 The MENTOR Network Charitable Foundation  
 Merck Family Fund  
 Mott Philanthropic LLC  
 New England Foundation for the Arts  
 Nutter Charitable Advisors  
 Peace Development Fund  
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 Abbot & Dorothy H. Stevens Foundation  
 Nathaniel and Elizabeth P. Stevens Foundation  
 Svrluga Foundation  
 Third Sector New England  
 Tourism Cares  
 Tufts Health Plan Foundation  
 United Bank  
 United Way of Hampshire County  
 United Way of Pioneer Valley  
 Women's Fund of Western Massachusetts  
 Yawkey Foundation II  
 The Lenny Zakim Fund





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United Way of Massachusetts Bay and Merrimack Valley

Jeff Poulos,  
*Executive Director*  
Associated Grant Makers

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