



# The Giving Common

An Initiative of the Boston Foundation

[www.thegivingcommon.org](http://www.thegivingcommon.org)

Associated Grant Makers Inc.



## General Information

133 Federal Street, Suite 802

Boston, MA 02110

(617) 4262606

**Website**

[www.agmconnect.org](http://www.agmconnect.org)

**Organization Contact**

Jeff Poulos [jpoulos@agmconnect.org](mailto:jpoulos@agmconnect.org)

**Year of Incorporation**

1969

# Statements & Search Criteria

## **Mission Statement**

AGM's mission is to promote the practice and expansion of effective and responsible philanthropy to improve the health and vitality of its region.

## **Background Statement**

Founded in 1969, 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. AGM serves as a bridge between funders and fund applicants for better understanding, efficiency and impact. As a leading and influential voice and advocate for effective philanthropy, AGM provides access to knowledge and cooperative action that enables our members to create extraordinary value for each other, their grantees and to collectively shape the future of a healthy and vibrant region. AGM is also home to The Summer Fund, a \$1.2m donor collaborative that provides underserved and at-risk youth access to quality summer enrichment opportunities. AGM also serves as a fiscal agent for a number of initiatives, donor collaboratives and affinity groups in the philanthropic community including Boston Education Funders, the Foundation to Be Named Later, Social Justice Funders Network, the Economic Justice Funders Network, and Power Launch.

## **Impact Statement**

### Last Year's Accomplishments

1. AGM was a Member driven organization, presenting 32 convenings on funder issues or best practices in the field in collaboration with Members and other thought leaders fostering a more strategic philanthropic sector and a better vision for social and economic change.
2. AGM provided quality education for its Members with over 1000 participants taking part during the year. AGM issued 50 research reports for grant makers and nonprofit organizations.
3. AGM served as a center for collaboration. We partnered with 12 philanthropy-serving organizations and consultants on our convenings for philanthropy education, and we serve as fiscal agent to donor collaboratives, emerging foundations and affinity groups. The Summer Fund, a \$1.2m donor collaborative, is one of the oldest and largest in the state; others include the Boston Education Funders, the Economic Justice Funders Network, the Foundation to be Named Later, Power Launch, and the Social Justice Funders Network.

### Future Goals

1. AGM aims to serve as a leadership organization in educating the philanthropic community by delivering richer and more comprehensive content driven programs as a response to member interests and on issues identified by AGM as needs in the sector.
2. AGM is strengthening its services to its constituents through more quality education for the sector, more advanced tools, and greater public policy advocacy. Additionally, we continue to build relationships within the public sector to better educate about the value philanthropy brings to the region.
3. At the cross-section of the philanthropic and nonprofit communities, AGM will strengthen the bridge between funders and grant seekers through a core set of programs for grant seekers and foster a more educated sector of fund developers.

## **Needs Statement**

Provide a deeper level of educational opportunities and research for foundations, grant makers, and other philanthropic interests, foster catalytic opportunities for funder collaboratives, and develop a higher level of investment in solutions. This requires resources to support greater content expertise and more impactful post-event activities for funder briefings.

## **CEO/Executive Director Statement**

Infrastructure organizations that are behind the scenes can be most impactful by being a solid support to the organizations on the front lines - the nonprofit organizations and grantmakers providing direct support and service. Our impact is in bringing the best knowledge, greater capacity, and resources we can enabling the sector to reach its fullest potential. What we do isn't highly visible, but we have a reach across all sectors in a way that helps every organization do their work more efficiently and effectively.

## Service Categories

Professional Societies & Associations

Professional Societies & Associations

Philanthropy/Charity/ Voluntarism Promotion (General)

## Geographic Areas Served

AGM serves Massachusetts and New Hampshire.

Please review online profile for full list of selected areas served.

# Programs

## **Building and Strengthening a Philanthropic Network**

<b>Description</b>	Essential to AGM's mission is a vibrant and interconnected grant making community in the philanthropic sector. AGM accomplishes this through key programs which bring together funding communities throughout the state to discuss issues in their areas of focus or geographic interest. Groups include the Western Massachusetts Funders Group, MetroWest Funders, Family Foundation CEO network, and the Community Foundation Roundtable as well as funders organized by thematic interests. AGM continues to support affinity groups in philanthropy by providing opportunities for professional development and convenings.
<b>Budget</b>	94000
<b>Category</b>	None of the above
<b>Population Served</b>	Other Named Groups, ,
<b>Program Short Term Success</b>	.
<b>Program Long term Success</b>	.
<b>Program Success Monitored By</b>	Membership feedback, annual survey, board and staff assessment.
<b>Examples of Program Success</b>	AGM has a high member retention rate at 93%. Attendance at programs has consistently grown each year, new member growth and engagement has surpassed goals each year since 2010, and AGM has increased its operating surplus from a 3 month cash reserve to now over 7 months. Respondents in annual member surveys cite "to network and learn from others in our own field" as the top motivation for remaining as a member.

## Education and Information in Philanthropy

<b>Description</b>	In order to develop an informed and strategic philanthropic community, AGM aims to educate and share information regarding best practices, issues, and tools available to grant makers. Issue-based learning opportunities are presented through funder briefings and online materials that provide educational opportunities for funders to learn and discuss prevalent issues (i.e., housing, homelessness, racial disparity, social justice, etc.). Other offerings are aimed at introducing best practices in the philanthropic community including diversity practices, financial competency, and evaluation tools. AGM also provides customized research for Member foundations which may focus on the funder's priority issue or operational efficiencies. Research results provide a scan of different strategies employed and other players engaged in the philanthropic arena.
<b>Budget</b>	290000
<b>Category</b>	None of the above
<b>Population Served</b>	Other Named Groups, ,
<b>Program Short Term Success</b>	.
<b>Program Long term Success</b>	.
<b>Program Success Monitored By</b>	Membership feedback, annual survey, board and staff assessment.
<b>Examples of Program Success</b>	.

## Resources for the Philanthropic Sector

<b>Description</b>	AGM provides a variety of tools to strengthen the philanthropic sector for both foundations and nonprofit organizations. Additional tools centered on better communications with the philanthropic sector include the Grant Maker Directory, a vetted database of Massachusetts funders with detailed reports on their funding categories; and the Common Proposal and Report Forms, which are universal grant application and report forms for nonprofits to streamline duplicate information required by foundations.
<b>Budget</b>	70000
<b>Category</b>	None of the above
<b>Population Served</b>	Other Named Groups, ,
<b>Program Short Term Success</b>	.
<b>Program Long term Success</b>	.
<b>Program Success Monitored By</b>	Membership feedback, annual survey, board and staff assessment.
<b>Examples of Program Success</b>	.

## **Nonprofit Partners Program (Bridging the gap between nonprofits and philanthropic grant makers)**

<b>Description</b>	As an association for grant makers, AGM is invested in the quality and relationships between the funder and the grant seeker. We provide professional development opportunities such as classes, panels, and information to educate nonprofit staff and boards. The most popular program is the <i>Meet-the-Donors</i> series in which nonprofit professionals can ask questions of foundations to better understand their grant processes and standards of the sector. Cultivating conversations and relationships between funders and grantees opens the door to a more open and educated grant process. Additional programs include access to grant research databases, instructional workshops on grant writing and research, and access to foundation requests for proposals.
<b>Budget</b>	200000
<b>Category</b>	None of the above
<b>Population Served</b>	Other Named Groups, ,
<b>Program Short Term Success</b>	.
<b>Program Long term Success</b>	.
<b>Program Success Monitored By</b>	Membership feedback, annual survey, board and staff assessment
<b>Examples of Program Success</b>	Nonprofit Learning Institute sessions received high praise from cohort participants, receiving an average of 4.9 out of 5 in overall ratings for the series. Meet the Donors programs and workshops are consistently at capacity.

# Management

## CEO/Executive Director

<b>Executive Director</b>	Mr. Jeff Poulos
<b>Term Start</b>	Aug 2010
<b>Email</b>	jpoulos@agmconnect.org

## Senior Staff

### **Ann Garchinsky**

**Title** Director of Finance and Administration

**Experience/Biography**

### **Gail Pinkham**

**Title** Director of Communications

**Experience/Biography**

## Staff Information

<b>Full Time Staff</b>	4
<b>Part Time Staff</b>	3
<b>Volunteers</b>	0
<b>Contractors</b>	0
<b>Retention Rate</b>	100%

## Staff Demographics - Ethnicity

<b>African American/Black</b>	0
<b>Asian American/Pacific Islander</b>	0
<b>Caucasian</b>	7
<b>Hispanic/Latino</b>	0
<b>Native American/American Indian</b>	0
<b>Other</b>	0

## Staff Demographics - Gender

<b>Male</b>	2
<b>Female</b>	5
<b>Unspecified</b>	0

## Formal Evaluations

<b>CEO Formal Evaluation</b>	Yes
<b>CEO/Executive Formal Evaluation Frequency</b>	Annually
<b>Senior Management Formal Evaluation</b>	Yes
<b>Senior Management Formal Evaluation Frequency</b>	Annually
<b>NonManagement Formal Evaluation</b>	Yes
<b>Non Management Formal Evaluation Frequency</b>	Annually

## Plans & Policies

<b>Organization has a Fundraising Plan?</b>	No
<b>Organization has a Strategic Plan?</b>	Yes
<b>Years Strategic Plan Considers</b>	5
<b>Date Strategic Plan Adopted</b>	Apr 2014
<b>Does your organization have a Business Continuity of Operations Plan?</b>	No
<b>Management Succession Plan?</b>	No
<b>Organization Policy and Procedures</b>	Yes
<b>Nondiscrimination Policy</b>	Yes
<b>Whistleblower Policy</b>	Yes
<b>Document Destruction Policy</b>	Yes
<b>Directors and Officers Insurance Policy</b>	Yes
<b>Registration</b>	Yes
<b>Permit?</b>	Yes



# Board & Governance

## Board Chair

<b>Board Chair</b>	Ms. Nancy Gardiner
<b>Company Affiliation</b>	Hemenway & Barnes
<b>Term</b>	June 2015 to June 2017
<b>Email</b>	ngardiner@hembar.com

## Board Members

<b>Name</b>	<b>Affiliation</b>	<b>Status</b>
Delia Arellano-Weddleton	Nellie Mae Education Foundation	Voting
Tref Borden	Fish Family Foundation	
Mari Brennan Barrera	Barrera Consulting	Voting
Stephen Chan	The Boston Foundation	Voting
Lynne Doblin	Smith Family Foundation	Voting
Dave Edwards	Essex County Community Foundation	
Ruth Ellen Fitch	Ludcke Foundation	
Nancy Gardiner	Hemenway & Barnes	
Lori Gazzillo	Berkshire Bank Foundation	Voting
Karen Gill	Klarman Family Foundation	
Jim Grace	Arts & Business Council of Greater Boston	
Phil Hall	GMA Foundations	Voting
Deva Hirsch	Paul & Phyllis Fireman Foundation	
Jennifer Lee	Blue Cross Blue Shield Foundation	
Giles Li	Boston Chinatown Neighborhood Center	
Nora Moreno Cargie	Tufts Health Plan Foundation	Voting
Dana Neshe	Middlesex Savings Charitable Foundation	Voting
Amanda Northrop	State Street Foundation	
Christopher O'Keeffe	Greater Worcester Community Foundation	Voting
Denise Porche	The Island Foundation	Voting
Jeff Poulos	Associated Grant Makers	
Alicia Verity	Bank of America	Voting
Robert Zaccardi	Eaton Vance Investment Counsel	Voting

## Board Demographics - Ethnicity

<b>African American/Black</b>	2
<b>Asian American/Pacific Islander</b>	3
<b>Caucasian</b>	16

<b>Hispanic/Latino</b>	2
<b>Native American/American Indian</b>	0
<b>Other</b>	0

### Board Demographics - Gender

<b>Male</b>	8
<b>Female</b>	15
<b>Unspecified</b>	0

### Board Information

<b>Board Term Lengths</b>	3
<b>Board Term Limits</b>	2
<b>Number of Full Board Meetings Annually</b>	5
<b>Written Board Selection Criteria?</b>	Yes
<b>Written Conflict of Interest Policy?</b>	Yes
<b>Percentage Making Monetary Contributions</b>	100%
<b>Constituency Includes Client Representation</b>	Yes

### Standing Committees

- Executive
- Finance
- Membership
- Program / Program Planning
- Public Policy/Advocacy
- Diversity & Inclusion

# Financials

## Fiscal Year

<b>Fiscal Year Start</b>	Jan 01, 2015
<b>Fiscal Year End</b>	Dec 31, 2015
<b>Projected Revenue</b>	\$787,511.00
<b>Projected Expenses</b>	\$754,181.00
<b>Endowment?</b>	No
<b>Spending Policy</b>	Income Only
<b>Credit Line?</b>	Yes
<b>Reserve Fund?</b>	Yes
<b>Months Reserve Fund Covers</b>	6

## Detailed Financials

### Revenue and Expenses

<b>Fiscal Year</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>
<b>Total Revenue</b>	\$1,729,599	\$1,882,143	\$2,092,271
<b>Total Expenses</b>	\$1,678,356	\$1,906,296	\$2,101,769

### Revenue Sources

<b>Fiscal Year</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>
<b>Foundation and Corporation Contributions</b>	--	--	--
<b>Government Contributions</b>	\$0	\$0	\$0
<b>Federal</b>	--	--	--
<b>State</b>	--	--	--
<b>Local</b>	--	--	--
<b>Unspecified</b>	--	--	--
<b>Individual Contributions</b>	--	--	--
<b>Indirect Public Support</b>	--	--	--
<b>Earned Revenue</b>	\$250,430	\$235,136	\$242,353
<b>Investment Income, Net of Losses</b>	\$1,612	\$1,049	\$1,783
<b>Membership Dues</b>	\$489,950	\$481,995	\$481,300
<b>Special Events</b>	--	--	--
<b>Revenue In-Kind</b>	\$7,694	\$20,693	--
<b>Other</b>	\$979,913	\$1,143,270	\$1,366,835

### Expense Allocation

Fiscal Year	2015	2014	2013
Program Expense	\$1,340,488	\$1,534,735	\$1,743,989
Administration Expense	\$194,469	\$237,858	\$235,156
Fundraising Expense	\$143,399	\$133,703	\$122,624
Payments to Affiliates	--	--	--
Total Revenue/Total Expenses	1.03	0.99	1.00
Program Expense/Total Expenses	80%	81%	83%
Fundraising Expense/Contributed Revenue	--	--	--

### Assets and Liabilities

Fiscal Year	2015	2014	2013
Total Assets	\$1,116,993	\$992,375	\$1,297,224
Current Assets	\$855,257	\$820,578	\$823,328
Long-Term Liabilities	\$182,827	\$113,308	\$407,231
Current Liabilities	\$53,174	\$49,318	\$36,091
Total Net Assets	\$880,992	\$829,749	\$853,902

### Short Term Solvency

Fiscal Year	2015	2014	2013
Current Ratio: Current Assets/Current Liabilities	16.08	16.64	22.81

### Long Term Solvency

Fiscal Year	2015	2014	2013
Long-Term Liabilities/Total Assets	16%	11%	31%

### Top Funding Sources

Fiscal Year	2015	2014	2013
Top Funding Source & Dollar Amount	--	--	--
Second Highest Funding Source & Dollar Amount	--	--	--
Third Highest Funding Source & Dollar Amount	--	--	--

## Capital Campaign

Currently in a Capital Campaign?

No

## Comments

### CEO Comments

AGM serves as the fiscal agent for a number of donor collaboratives, foundations, and affinity groups. As such, our financial reporting to the IRS includes information including these entities. However, for the purposes of this profile, we have reported AGM's Core Operating Expenses and Income.

**Foundation Staff Comments**

Financial summary data in the charts and graphs above is per the organization's audited financials. Contributions from foundations, corporations and individuals are listed under membership when the breakout was not available.

Please note, Associated Grant Makers (AGM) is a fiscal sponsor of the Summer Fund, an unincorporated collaborative of private funders in Greater Boston, which is listed on the above audits as "designated contributions." This amount is listed under "Other" in the charts for FY15, FY14, and FY13.

Please note, administrative expenses for FY13 includes loss on disposal of equipment and relocation expenses.