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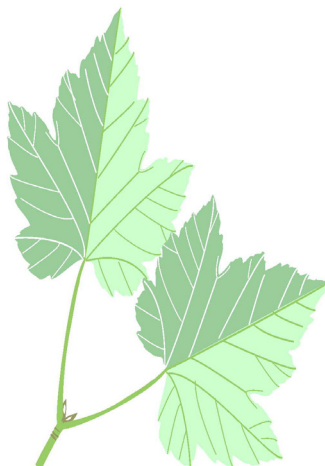
CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONNÉS PLANIFIÉS

ANNUAL GENERAL MEETING April 12, 2007

BOOK OF BUSINESS

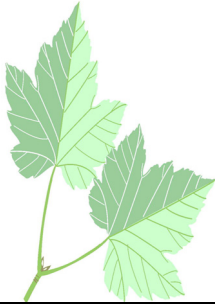
The CAGP♦ACPDP™ mission:
CAGP♦ACPDP™ advances philanthropy by
fostering the quality and growth of charitable gift planning

The CAGP♦ACPDP™ vision:
Ingrained Philanthropy
Enriched Communities



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ANNUAL GENERAL MEETING April 12, 2007

BOOK OF BUSINESS

NATIONAL BOARD MEMBERS 2006-2007 AND NATIONAL STAFF	3
ANNUAL GENERAL MEETING AGENDA 2007	4
ANNUAL GENERAL MEETING MINUTES 2006.....	6
ANNUAL REPORT TO MEMBERS- REPORT FROM THE CHAIR	13
BOARD COMMITTEE REPORTS.....	15
THE YEAR AHEAD- OPERATIONAL REPORT.....	17
OPERATIONAL COMMITTEE REPORTS	19
NOMINATIONS TO THE CAGP-ACPDPTM BOARD OF DIRECTORS	28
BOARD OF DIRECTORS 2006- 2007 BIOGRAPHIES.....	29
PROSPECTIVE BOARD MEMBERS 2007-2008 BIOGRAPHIES.....	35
RULES OF ORDER.....	36

Copies of the Audited Financial Statement for Fiscal 2006-2007, the CAGP-ACPDPTM Code of Ethics and the Bylaws will available on-site

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National Board Members 2006-2007

Tara Gish, Chair
Stephen Boyd, Vice-Chair
Martin Masse, Treasurer
Rosemarie Sampson, Secretary
DeWayne Osborn, Past Chair
David WM. Brown
Anne MacKay
David Magnuson-Ford
Sue Barnes
Linda Pearson
Greg Lichti
Tom Riglar
Brian Wonnick

Executive Director

Diane M. MacDonald

CAGP-ACPDPTM Head Office

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Becca Atkinson, Program Coordinator
Elizabeth Last, Executive Assistant/National Coordinator LEAVE A LEGACY™
Anne Muir, National Membership Coordinator
Sara Oglestone, Communications Coordinator

ANNUAL GENERAL MEETING AGENDA

DATE : April 12, 2007 (Thursday)
TIME : **12:00 p.m. (AST)**
LOCATION : Marriott Halifax Harbourfront Hotel
1919 Upper Water Street
Halifax, Nova Scotia B3J 3J5

*Member registration begins at 12:00 pm

Business commences as soon as quorum is met
Quorum = 50 members present in person or by proxy

Chair: T. Gish

1. Call to Order at 12:20pm T. Gish
2. Welcome T. Gish
3. Approval of Agenda T. Gish

Proposed Motion:

BE IT RESOLVED that the agenda be approved as circulated.

4. Approval of Minutes, April 20 2006 T. Gish

Proposed Motion:

BE IT RESOLVED that the minutes of the Annual General Meeting held on April 20, 2006 be approved as circulated.

5. "Celebration of Successes"- Report from the Chair and Executive Director T. Gish
D. MacDonald

* Exciting news to be announced!

6. Financial Report (verbally reported in French and English) M. Massé
D. MacDonald

Proposed Motion:

BE IT RESOLVED that the 2006-2007 Auditors Report be adopted as circulated.

7. Appointment of Auditors M. Massé

Proposed Motion:

BE IT RESOLVED that the firm of McCay, Duff & Company LLP Chartered Accountants, is hereby appointed as auditor for Fiscal 2007-2008 and that the Board

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of Directors shall determine the remuneration of the auditor.

8. Recruitment Committee Report

9. Election of Directors

T. Gish

Proposed Motion:

WHEREAS the number of Directors of the Association remains unchanged at 13 (thirteen) and 5 (five) vacancies will arise in the position of Director as of the date of the 2007 AGM requiring an election by the Members:

BE IT RESOLVED that the following slate of 5 (five) persons, each of whom may serve for a two year term as a Director, be elected to the National Board of Directors of CAGP-ACPDPTM, namely:

Linda Pearson, Rosemarie Sampson, Roger Lee, Marilyn Monson and Naomi Kreutzwieser

10. Presentation of 2007/2008 Board of Directors

T. Gish

11. Draw for CAGP-ACPDPTM membership

12. Any Other Business

T. Gish

13. Adjournment

T. Gish

Proposed Motion:

BE IT RESOLVED that this meeting, the 14th Annual General Meeting of the CAGP-ACPDPTM, be adjourned.

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Annual General Meeting Minutes

April 20, 2006
12pm MST
Calgary, AB

1. Call to Order

Meeting was called to order at 12:35 pm
Achieved quorum

No mail ballots were received
Four (4) proxies were received by the deadline prior to the AGM

2. Welcome

D. Osborn welcomed all attendees to the AGM

3. Approval of Agenda

Motion:

BE IT RESOLVED that the agenda be approved subject to the following changes: the moving of dealing with the confirmation of number of directors, recruitment committee report and election of directors to be moved upwards in the same order to the place after the Report from the Chair.

Moved Anne MacKay
Seconded Dan Bernaerdt
None opposed

Carried

4. Approval of Minutes, April 14, 2005

Motion:

BE IT RESOLVED that the minutes of the Annual General Meeting held on April 14, 2005 be approved as circulated.

Moved Dave Magnuson- Ford
Seconded Rosemarie Sampson
None opposed

Carried

5. Report from the Chair

D. Osborn reported that last year at this time during the Conference in Quebec City, he had announced there were 1280 members of CAGP-ACPDP™, the organization was in year 2 of a tough change to a governance model, there was a new office in Ottawa and we were having good attendance at our Educational programs.

D. Osborn noted that he was proud to announce now that membership is now over 1350, which is the highest in history. Within the next Chair's term, the change to governance model will be complete. CAGP-ACPDP™ now has a properly staffed national office with an Executive Director, Diane MacDonald, a Program Coordinator, Becca Atkinson, Communications Coordinator Sara Oglestone, LEAVE A LEGACY™ Coordinator, Patricia Lever, Membership Coordinator, Sarah Mitchell, and Conference coordinator, Diane Laundry.

D. Osborn noted the staff has been taking care of numerous operational items to keep CAGP-ACPDP™ running. The Board now focuses more on strategic issues including education. Wish to be premier educator in Canada. In doing so, the board has thought that there should be a designation/certification. A committee has been formed and is looking into issue and will provide a feasibility report to board by summer.

The Certification Committee was asked to stand.

D. Osborn commented on his end of term of chair. Noted that the Association is dealing with issues/challenges as it is a growing organization. A new board is coming in with fully functional staff, 1350 members, and a governance model. We are on good footing going forward.

In closing, D. Osborn thanked Kayla Stevenson, Malcolm Burrows and Peter Chipman (retiring board members) and noted he eagerly awaits helping new board, helping provide what members want, and making this organization the best in Canada

6. Confirmation of Number of Directors

Motion:

WHEREAS the Board of Directors of the Association has resolved on February 16, 2006 that the number of Directors be fixed at 13 (thirteen), subject to confirmation by the Members:

BE IT RESOLVED that the number of Directors for 2006-2007 be and is hereby confirmed and fixed at 13 (thirteen).

At this time there were 260 VOTERS and 4 proxies. A 2/3 majority was required.

Moved Malcolm Burrows
Seconded Jennifer Ingham
None opposed

Carried

7. Recruitment Committee Report

K. Stevenson reported that last December all members were sent an invite to serve on the national board and she reviewed what the board looks for in new board members which includes the ability and commitment to attend all board meetings, a passion for the mission, integrity and respected in the community, a willingness to serve on board committees, a balance of sector, geographic location, RT or CAGP-ACPDP™ leadership roles, experience with other boards/governance model, and representation with both languages.

It was noted that there were a number of strong candidates this year and those not presented today will be brought forward in future years.

K. Stevenson said thank you and noted it was pleasure to serve on the Board Recruitment sub-committee

8. Election of Directors

Slate presented

The Chair asked for nominations for the position of Director of the Association from the floor three times. None were offered.

Motion:

WHEREAS 3 (three) Directors are retiring, 6 (six) Directors are returning and the number of Directors has been confirmed at 13 (thirteen), resulting in 7 (seven) vacancies on the Board of Directors of the Association:

BE IT RESOLVED that the following slate of 7 (seven) persons, each of whom may serve for a two year term as a Director, be elected to the National Board of Directors of CAGP-ACPDP™, namely:

David Brown, Tara Gish, Anne MacKay, Martin Massé, Greg Lichti, Tom Riglar, and Brian Wonnick.

Moved Gilbert Lemieux
Seconded Peter Chipman
None opposed

Carried

9. Member Linkage Report

Anne Mackay reported that last year CAGP-ACPDP™ made a promise to reach out to members and get a sense of what it was that they wanted. Member Survey was designed and distributed. Over 25% membership response including many new members. The overall message was we want to be great, in own practice and in RTs.

A key piece is communication. I.e. we need to share message of what CAGP-ACPDP™ provides

Comments shared have set tone of board retreat and helped committees such as Education and RT

Thank you for response from members and membership committee. Also thank you to board and other committees.

Special thank you to Diane MacDonald and staff, particularly Sarah Mitchell.

10. Government Relations Report

M. Burrows delivered report on government relations committee; key mandate of CAGP-ACPDP™. The committee focuses on tax policy, tax incentives and the environment for charities at a federal level. Thank you to committee (Susan Manwaring). M. Burrows noted that the committee works on a variety of issues and meets approximately 10 times a year.

M. Burrows noted the committee is very much involved in working with other groups of charitable sector on issues to take to Ottawa. They trade ideas, develop consistent positions, particularly on the tax side of things

With representatives such as S. Manwaring on CRA's technical issues committee, it allows for a collaborative approach between the Government Relations committee/Charities and CRA

There is also the reactive approach where the committee represents the sector on issues that come out of the government which affect them. We speak as an organization on philanthropy, advocating for it at the federal level.

The three main issues over last year for the committee:

First, a reactive issue- in recent changes in income tax act, 248-40, required inquiry before receipt issued to donor (due diligence question), relates to tax shelters. Thank you to Susan Manwaring, who identified this issue early. The committee wrote to Department of Finance, explaining how damaging this would be to charities. Finance said it would withdraw the provision.

Second, the Committee is engaged in ongoing work on Charitable Remainder Trust proposal with the Department of Finance. The proposal requires putting a piece in the Act that provide current tax benefit for a future gift, which is a big policy leap. The CRT proposal was being moved forward until the change of government, but now the education process on CRTS must start again.

Third, the proposal to eliminate capital gains on gifts of publicly traded securities. This was proposed by the Conservatives in the election campaign and is expected to be included in the May 2 federal budget. Any delay would be detrimental to the sector due to delays gifts. Inclusion would be an enormous victory for the charitable sector and the result of 10 years of lobbying by CAGP-ACPDP™ and others.

Thank you

11. Financial Report

M. Masse and D. MacDonald provided a verbal financial report and presented the financial statements that were reviewed and approved by Board.

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CAGP-ACPDP™'s fiscal year ended January 31, 2006. There were diverse and exciting financial results.

Significant points:

Statement of operations: CAGP-ACPDP™ board announced for fiscal 2006 a net revenue of \$79,383 Surplus is \$15,000 lower than last year due to higher expenses including translation costs, improved member services and education.

Financial standpoint: CAGP-ACPDP™ is on course as an association and is performing well. Necessary to achieve financial security and stability to fulfill our mission. Giant steps have been made and CAGP-ACPDP™ is almost there in goal.

New category this year of "reserved stability fund" which provides stability for the association- now at \$300,000, which is a 20% increase.

Sector results of some of our activities: The Annual Conference in Quebec City generated a net revenue of \$47,846. Merci to the Quebec Conference team 2005 for all their work. The Education Courses generated a net revenue of \$46,517 – with three courses offered this year – where there is normally two. The Educational Courses revenue also included the Symposium this year with a net profit of approximately \$16,392. Membership fee revenue increased by 7,372. And the grant revenues refers to the monies from Great-West Life, London Life and Canada Life. The \$66k was fully expended for the LEAVE A LEGACY™ Program.

Relevant variances and expenses:

Increase in salaries and management fees for national office and increase in travel, etc due to 3rd CGP course and the Symposium

Decreases:

Conference costs were lower
Website costs lower

Noted that revenues by accrual method (compare to different years without adjusting)

Thank you

Motion:

BE IT RESOLVED that the 2005-2006 Auditors Report be adopted as circulated.

Moved Christopher Richardson
Seconded Jill Nelson
None opposed

Carried

12. Appointment of Auditors

Motion:

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BE IT RESOLVED that the firm of McCay, Duff & Company, LLP Chartered Accountants, is hereby appointed as auditor for Fiscal 2006-2007 and that the Board of Directors shall determine the remuneration of the auditor.

Moved Greg Lichti
Seconded Peter Chipman
None opposed

Carried

13. Sanction Bylaw Amendment(s)

T. Gish noted that the proposed amendment had been circulated.

Background on proposed amendment- when CAGP-ACPDP™ printed the new bylaws last year, it was enacted and sanctioned. Then an anomaly was discovered, 2005-1 was permitting some but not all mail ballots at member meetings. That motion must match motion appearing on mail ballot. However, provision for coming from floor, this essentially negates members ability to vote by mail ballot. Now we are proposing a replacement bylaw which creates nomination process long before the meeting takes place.

Motion:

WHEREAS the Board of Directors of the Association have enacted Bylaw 2006-1 on February 16, 2006, and have caused a copy of said Bylaw to be delivered to the Members with the Notice of Annual General Meeting of Members of the Association for 2006, and recommend to the Members that said Bylaw be sanctioned:

BE IT RESOLVED that Bylaw 2006-1 as enacted by the Board of Directors on February 16, 2006, be and is hereby sanctioned.

Moved Tom Riglar
Seconded Sue Barnes
None opposed

Carried

Thank you to Tara Gish for her work on the bylaw revisions

14. Presentation of 2006/2007 Board of Directors

2006-2007 Board of Directors were announced:

Returning Board: D. Osborn, S. Barnes, D. Magnuson-Ford, Linda Pearson, R. Sampson, S. Boyd
New Board: T. Gish, D. Brown, A. MacKay, M. Masse, G. Lichti, T. Riglar. B. Wonnick

15. Any Other Business

D. Osborn asked for any other business
None

16. Adjournment

Motion:

BE IT RESOLVED that this meeting, the 13th Annual General Meeting of the CAGP-ACPDP™, be adjourned.

Moved Kayla Stevenson
Seconded George Jacob
None opposed

Carried

Meeting adjourned at 1:17pm MT

Annual Report to Members- Report from the Chair Year ended January 31, 2007

Chair: Tara Gish

Looking back over this past year, I am pleased to observe that CAGP-ACPDP™ has been and I trust will continue to be a dynamic and strong organization. Thanks to dedicated volunteers in both RoundTable and National spheres, and to the resourcefulness of our Executive Director Diane MacDonald and her staff, the Association can boast of success in many ways.

Year in Review:

During this past year, the national Board continued its transformation from an operational focus to a more strategic – “ends” orientation. Most of the Board policies were reviewed and revised throughout the year in order to comply with the Boards work. A Board workplan was created for 2007 and as well, Terms of References were completed for all Board Committees. We were very pleased to have finally completed the Association’s strategic plan – which became finalized in December 2006. The year saw the board’s increased efforts to “link” to the Association’s members through vehicles such as the annual Leaders Forum held at the 2006 Conference in Calgary, presentations at our AGM in April, a mini-poll of members surrounding the profession of gift planning, and meeting with individual RoundTables throughout the year.

Goals for 2007-08

The Board’s goals are to continue to build an organization worthy of your membership. Our priorities for 2007 and beyond include:

- following a multi-year plan
- improving internal and external communications including a new website
- continuing strong government advocacy work
- developing new guidelines and support for RoundTables
- producing excellent educational offerings including a newly created Advanced CGP course August 2007
- conducting an intense investigation concerning the viability of certification for gift planners
- continuing to improve good governance practices
- preserving the financial stability we have achieved
- improving our strategic planning process
- further refining our ability to link to our members

2006-07 Achievements

Achievements this year include: a successful Conference in Calgary, the addition of a third Canadian Gift Planning Course in Mont-Tremblant, a second more focused survey of members, a new RoundTable Manual and some very effective lobbying of legislative changes – resulting in some positive new legislation introduced in the 2006 federal budget. We are also grateful for the continued support of Great-West Life, London Life and Canada Life for the LEAVE A LEGACY™ initiatives in Canada. This sponsorship has enabled CAGP-ACPDP™ to provide consistent support with dedicated staffing at the national office, new policies and procedures, implement standards and create a new website that provides consistent messaging of the LEAVE A LEGACY™ Program in Canada.

At this time, I want to thank the Directors and Board committee members who have served with unflinching loyalty and dedication over the past year. I know they have invested many hours of thoughtful

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planning and deliberation in making CAGP-ACPDP™ a well-governed body that works towards its goals. To them all I offer my warmest best wishes and thanks for your investment of time and care.

I also wish to highlight to our members the successful efforts of Diane and her staff. Many times they have gone the extra mile in helping the Association achieve so many things that were simply impossible before we had staff. I am proud of our staff – they have produced consistently commendable results.

Respectfully submitted by: Tara Gish
Chair, CAGP-ACPDP™ Board

Board Committee Reports

Governance Committee

The purpose of the Governance Committee is to assist the Board to govern itself by planning strategies and developing tools for the following elements of good Board governance:

- a. Recruitment of Directors (the process of identifying, cultivating and interviewing prospective Directors until they are ready to serve on the Board)
- b. Enlistment of Directors (the process of formalizing the recruitment when the time is right for a prospect to begin service as a Director, including the process of orientation of new Directors)
- c. Evaluation of the Board and individual Directors
- d. Board retention and involvement
- e. Planning and preparation for the Annual General Meeting

This committee also routinely reviews board policies with a view to making recommendations to the board as to the appropriateness and sufficiency of board policy. Our role also involves assisting the board to monitor itself in ensuring that the board complies with its own policy. We do not review operational policy because the board has delegated operations to the Executive Director. The board does, however, routinely monitor the Executive Director's operations to ensure that staff work within the guidelines and minimum standards directed by Board policy and the Governance Committee assists the board with this process.

The Recruitment Committee, a sub-committee of the Governance Committee headed by DeWayne Osborn, worked on recruitment of candidates to fill Director vacancies coming up as of the AGM. The Committee utilized a matrix of board characteristics and traits, which enabled it to consider what characteristics and traits were desirable in order to build a board that could reflect a varied representation of skills, experience and background.

Thanks to the following committee members for their hard work this past year: Tara Gish, Stephen Boyd, DeWayne Osborn, Brian Wonnick and Rosemarie Sampson. A special thanks to Diane MacDonald and Becca Atkinson for their invaluable support.

Respectfully submitted by: Linda Pearson Governance
Chair, Governance Committee

Certification Committee

This committee was formed in June 2005 with a mandate to explore the feasibility of CAGP-ACPDPTM implementing a certification process. The committee has been meeting regularly to explore what certification would look like for CAGP-ACPDPTM. They have made considerable progress this year in the following areas:

1. Recommended that the actual designation would be called CGP – *Certified Gift Planner* and in French, the designation would be PDPA - *Professionnel en dons planifiés agréé*. This designation would be available for professional advisors and those who work in charitable organizations – with varying criteria for the two groups.
2. Developed definitions surrounding certification and accreditation.
3. Examined some motivation factors, other certifications, and interest/demand on an anecdotal basis.

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4. Developed a draft outline of a continuing education policy that determines the points required for initial certification and for continuing certification. Points are accumulated through attending educational events, speaking, developing educational materials, authoring etc.
5. A point system was developed for the other components of certification including: professional practice, professional performance and service.
6. A preliminary business plan.

Since this committee is a Board committee, they will continue to explore the many areas that a certification process will depend on. Their objective is to provide a comprehensive feasibility report to the Board, not just on the viability of a certification program but also its potential impact on the Association. The committee is headed up by Christopher Richardson, and includes Bob Strachan, Dave Magnuson-Ford, Brian Wonnick, Dan Clapin, Ken Ramsay, DeWayne Osborn, Doug Puffer, and Stephen Boyd. For further information and an update on these activities, please contact Christopher at chrisgiv@direct.ca.

Planning Committee

The Planning Committee is a committee of the CAGP-ACPDPTM board. It is responsible for assisting the Board in planning tasks and in developing effective meetings for the board and with CAGP-ACPDPTM's members.

The Planning Committee was quite active in 2006/2007. The first major task was to assist the board in completing its strategic plan. The strategic plan was developed over the course of time by the board, taking into account the results of a members' survey, the current landscape in Canadian gift planning and strategic issues identified by the board. The Planning Committee assisted the board in refining the draft plan, including the development of action steps and timelines for implementation. We are delighted that the strategic plan is completed and will guide CAGP-ACPDPTM's growth from 2005-2008. There was a significant focus on implementation of the strategic plan at the board's November 2006 retreat and we will continue to monitor and implement the plan over the course of time. If you would like to review the strategic plan, you can find a copy in the Annual Report section on the CAGP-ACPDPTM website. The Committee has already begun planning for the next strategic plan and welcomes any input you may have regarding CAGP-ACPDPTM's future and the best ways to secure the input of our members.

The Planning Committee is also assisting the board in planning for its two annual face-to-face meetings and its conference calls, helping to ensure that we use our time wisely and productively. Finally, the Committee spent a fair bit of time planning for the Leaders' Forum at the annual conference and the Annual General Meeting. The board wants these forums to be meaningful opportunities for interaction with our members.

In closing, I would like to thank all members of the Planning Committee for their hard work. In particular, I would like to recognize DeWayne Osborn, who provided excellent leadership as the Committee's Chair for most of the year, and Sue Barnes who will be completing her faithful work on the committee this year as well.

Respectfully submitted by: Greg Lichti
Chair, Planning Committee

Operational Report

The Year Ahead – 2007

Diane MacDonald
Executive Director, CAGP-ACPDP™

The CAGP-ACPDP™ Board completed the associations strategic plan in November 2006, providing me with key strategic priorities in order to develop the CAGP-ACPDP™ Operational Workplan for 2007. The Board priorities outlined in the strategic plan were very much in line with the previous year. They identified some core areas: strong membership benefits, continued leadership in government relations activities, enhanced member communications and strong professional development for members. The following is a brief list of the operational activities planned for 2007 based on these priorities:

1. New CAGP-ACPDP™ Website

We began this work in 2006 and are hoping to launch the website in April 2007. It's been a long journey but we are excited to share the new features of the site with you. The Membership Committee has worked hard to look at different items such as: a discussion board, info sharing space, advisory button etc.

2. A newly created ADVANCED Course on Gift Planning

Specifically designed for Professional Advisors and those who have taken the original course and are seeking a higher knowledge, the CAGP-ACPDP™ ADVANCED Course in Gift Planning is the first of its kind. Designed and written by Malcolm Burrows and Susan Manwaring, this course promises to be the most challenging course CAGP-ACPDP™ has ever presented. This course takes place in August in Banff and registration is already underway.

3. Three New Partners – New Membership Benefits

It is with great excitement that we will be announcing three partners this year. These partners will provide special products and services to CAGP-ACPDP™ members – some with a substantial discount for CAGP-ACPDP™ members and others will provide benefits that will be included in your membership benefit package. Be sure to watch for the special announcements in the upcoming months!

4. Increased support to RoundTables

The RoundTable Committee and the Governance Committee will be hard at work ensuring that the RT manual is complete – incorporating all the new RT policy being developed this year. As CAGP-ACPDP™ grows, we learn that there are still many policies that are not in place. This year the national office will be working much closer with RoundTables, providing tools for info sharing, a bi-monthly RT bulletin, and regular contact with the key volunteers. In 2007, I will be focusing more of my time on traveling and visiting the RoundTables this year – something I have not been able to do in these first few years – with setting up the new office.

5. Renewed Funding with Great-West Life, London Life and Canada Life

In 2007, we look forward to the continuation of our partnership with Great-West Life, London Life and Canada Life as we embark on the next three years of funding. Building upon the success of its Phase I collaboration with Great-West Life, London Life and Canada Life, CAGP-ACPDP™ looks forward to announcing the second phase (Phase II) of a new funding process directly supporting the LEAVE A LEGACY™ programs across the country. Stay tuned for more information ... we plan to make a formal announcement soon.

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I want to take a moment to thank the CAGP-ACPDP™ staff and contract staff for their hard work. Congratulations go to Becca Atkinson for celebrating her second year with CAGP-ACPDP™ – the first staff person to have done this (besides me). And thank you as well to the countless volunteers, operational committee members, RoundTable volunteers and CAGP-ACPDP™ Board members who have stood behind me and provided me with the guidance and tools to make our operational plans happen. I could not do this without the strong volunteer support that continues to pave the road. Thank you everyone!

Diane MacDonald
Executive Director
CAGP-ACPDP™

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Operational Committee Reports

CAGP-ACPDPTM Conference 2006 Report

13th Annual Conference, Calgary, AB, 2006

The Conference in April 2006 in Calgary was a great success. This was the second time the CAGP-ACPDPTM Conference had been held in Calgary and we were proud to announce that there were 357 delegates in attendance. All sessions were well attended – 43 workshop sessions in all with five plenary sessions. We had approximately 71 speakers this year and the high caliber of presentations speaks to our speakers' expertise and knowledge. CAGP-ACPDPTM is very appreciative of the time and effort our speakers put into their sessions. Our programming is much richer for their contributions.

Many volunteers worked tirelessly on planning the conference and contributed their many skills onsite. Thank-you to our Host Conference Committee – chaired by Candice Arboleda, the Programming Committee, the Sponsorship Committee, our Master of Ceremonies – Fraser Green - and all those who volunteered at the registration desk and as room monitors throughout the week.

On the sponsorship front, we raised \$108,436 in sponsorships and had several new exhibitors join our Conference. Many sponsors and exhibitors were also repeat supporters of the Conference and we truly appreciate their continued loyalty to our organization. The final financial result for the Conference was \$47,480 in profit.

The CAGP-ACPDPTM national office continues to provide more and more services releasing some of the work for the volunteers. We continued with a National Programming Committee, chaired by Michelle Osborne, and our National Sponsorship Committee, made up of volunteers from across Canada. By creating these two national committees, it enabled the Host Conference Committee to focus on local initiatives such as local sponsorship, hospitality, entertainment and recruiting volunteers for on-site activities. We also changed companies for our professional meeting planner. Diane Laundry, who is familiar to many CAGP-ACPDPTM members from past conferences, was hired under her own company, Behind the Scenes Conference Planning. She ably managed the logistical details of the conference, worked closely with the Host Conference Committee and coordinated the planning with the CAGP-ACPDPTM staff.

In 2006, we also introduced several new initiatives such as the Toolbox Lunch, the Professional Advisors morning and additional networking opportunities. All of these changes have greatly improved the consistency and quality of planning for our annual conference. Thank you to all the volunteers who made the Calgary Conference 2006 such a success!

Education Committee

This Operational Committee oversees the CAGP-ACPDPTM Course on Gift Planning, the new ADVANCED Course on Gift Planning, the Symposium and all other national educational offerings. It also oversees the selection and performance of faculty members, bursary selections, and programming.

In March 2005, the position of Course Director was formally assigned to Malcolm Burrows. The Course Director is tasked with ensuring that the materials for the course are up-to-date and written by one person – allowing for continuity and fluidity within the binder and the corresponding materials. This past year, Malcolm had to work quickly to incorporate the new tax legislation in the binder - resulting from the April

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

budget announcements. He managed to provide this update in time for the next CGP Course session in May 2006.

Malcolm, along with Susan Manwaring, is also busy working on the material for the new ADVANCED course being offered in August 2007. A huge thank you to Malcolm and his team, for all the time he spent on this – ensuring that the course continues to be the best course in gift planning in Canada.

For the first time in the history of CAGP-ACPDP™, the course was offered in an eastern location in May 2006– in Mont-Tremblant, Quebec. The course was so successful that we are continuing to offer it every spring at this new location. It is important to recognize the tremendous work of the faculty in offering the course. This year's faculty members were: Brian Shea, Malcolm Burrows, Grant Monk, and Joshua Thorne. Thank you to all for making the course a success.

Special thanks go to Stephen Boyd for Chairing the Education Committee and for sitting on so many of the sub-committees and overseeing such a large portfolio.

National Programming Committee

The Programming Committee meets primarily to coordinate the Conference Program. The Programming Committee always reviews the evaluations from the past few years and for 2006, they determined the following changes:

1. to move the conference back half a day due to limited attendance on Saturday mornings – consistently for the past three years.
2. to end on the Friday at 5:00 pm and offer post conference activities
3. to begin with the Donors Panel
4. to add a new half-day session for Professional Advisors
5. to enable one luncheon for networking – hence the new "ToolBox Lunch".

As you can see in the program for 2007, we determined that most of these changes were positive and implemented them again this year. Thank you to Michelle and her team for pulling together the Conference program once again this year. The expertise and continuity of this committee each year is vital to the decision making and composition of a strong and consistent program each year.

National Sponsorship Committee

The National Sponsorship Committee works with securing sponsors for the Conference each year. This year we had a small team from Calgary – headed up by Ross Young – assisting the national office with local sponsorship. Most of the sponsorship is done by the national office but it is always important to seek local sponsorship in the Conference City each year. Thank you to Ross for all his efforts in Calgary.

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS



LEAVE A LEGACY™ Advisory Committee

Thanks to LEAVE A LEGACY™'s National Development Sponsor - Great-West Life, London Life and Canada Life – over the past year, the national office has been able to establish new guidelines, new marketing material and provide strong support to the nineteen local LEAVE A LEGACY™ Programs in Canada.

In 2006, we concentrated our efforts on completing the new LEAVE A LEGACY™ website – www.leavealegacy.ca, completing the many new policies required and providing new marketing materials. Most of all, the national office is pleased to have dedicated staffing to provide support, materials, and guidance to the local programs. Elizabeth Last, the National LEAVE A LEGACY™ Coordinator, began her journey with CAGP-ACPDP™ in September 2006. She has already spent considerable time reaching out to all our LEAVE A LEGACY™ Committees to provide support and to learn more about the challenges and successes of running local LEAVE A LEGACY™ initiatives.

Over the past three years, with the generous sponsorship of Great-West Life, London Life and Canada Life, we were able to provide a number of nationally sponsored, local LEAVE A LEGACY™ workshops across the country. These workshops presented the business model, encouraged program participation and logo use, and provided a public venue for a keynote speaker, donor advisor panels and discussion. These workshops were held in Winnipeg, Kingston, Vancouver, Quebec City, Calgary, etc.

LEAVE A LEGACY™ programs across the country continue to present the message, *make a Will and consider the benefits of making a bequest to the charities of your choice*. Professional advisors continue to endorse the program, knowing that it represents sound practice in their client service. Charities continue to explore the benefits of supporting their local LEAVE A LEGACY™ program involving their boards, donors and interested public.

In 2007, we look forward to the continuation of our support from Great-West Life, London Life and Canada Life as we embark on the next three years of funding. Building upon the success of its Phase I collaboration with Great-West Life, London Life and Canada Life, CAGP-ACPDP™ looks forward to announcing the second phase (Phase II) of a new funding process directly supporting the LEAVE A LEGACY™ programs across the country. Stay tuned for more information- we plan to make a formal announcement soon.

We want to acknowledge the efforts of the National LEAVE A LEGACY™ Advisory Committee, headed up by Charlotte Lawson, and as well, the incredible work of the nineteen local LEAVE A LEGACY™ committees. It is, as always, a team effort. We are very excited about this new phase of funding and the impact on the future of LEAVE A LEGACY™ in Canada.

Membership Committee

As of January 31, 2007 the CAGP-ACPDP™ has 1,341 members in good standing and 26 members operating under the grace period – for a total of **1,367** members. This is an increase of 24 members over the past month (up just over 1¾ percent); and an increase in 81 members over this same time last year (up over 6 percent).

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

RoundTable Membership Breakdown	Amount
Alberta North	61
Greater Montreal	104
Greater Toronto	319
Greater Vancouver	210
International	1
London	38
Manitoba	99
Newfoundland	9
Niagara/Golden Horseshoe	67
Nova Scotia	59
Ottawa	80
PEI	3
Québec City (l'est du Québec)	20
Quinte (Belleville)	25
Saint John	15
Saskatchewan North	24
Saskatchewan South	27
Southern Alberta	106
USA	1
Vancouver Island	65
Waterloo-Wellington	28
Windsor	6
Total CAGP-ACPDP™ Memberships	1367

The Membership Committee was kept very busy working on the new CAGP-ACPDP™ website – which is still in progress. They have spent the year reviewing and exploring new information for the site. They also provided guidance and advice surrounding the new member benefits to be announced in 2007.

During Fall 2006, a mini-poll of our members took place. We had a response rate of over 21% of our membership, with demographics that closely resembled our actual membership.

Mini-Poll on the Profession of Gift Planning:

In November 2006, we executed the second annual CAGP-ACPDP™ membership survey about your valuable work - *The Profession of Gift Planning*. We are routinely receiving inquiries about: the average gift planner's job title; their job duties and job descriptions; and the average salary range for gift planners. The CAGP-ACPDP™, as the leader in the profession of gift planning, now has an overall view of some of the parameters of this relatively new field of gift planning.

The largest number of respondents were from Toronto representing over 15 percent. This was followed by Vancouver and Montreal with seven percent and six and a half percent respectively. Our provincial breakdown was consistent with the data in the CAGP-ACPDP™ membership database. The following breakdown shows you the full survey responses in comparison to the information in our database:

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

PROVINCE	Survey Results %	Database %
Ontario	43	41
BC	20	19
Alberta	12	12
Quebec	9	9
Manitoba	6	7
Saskatchewan	3	4
Nova Scotia	4	5
New Brunswick	1	1
Prince Edward Island	0	0
Newfoundland	0	1
Outside of Canada	0	0

Sixty-one percent of our survey respondents were women. Again, this information is fairly consistent with our member database where 60 percent are women.

Ninety-four percent of our respondents have post-secondary education. Forty-eight percent of the respondents have a university degree; 16.7 percent hold a college diploma; slightly over 21 percent have masters degrees; more than eight percent have a doctorate, a PhD, some university or an LL. B.

AGE SPECTRUM	PERCENTAGE OF MEMBER RESPONDENTS WHO FALL INTO THIS SPECTRUM
under 20	0.36
20 – 29	2.49
30 – 39	17.43
40 – 49 years of age	38
50 – 59	30.25
60 – 69	9.6
70 +	1.8

In comparison to our 2005 poll, it appears that the majority of our surveyed members have 1-3 years in gift planning.

NUMBER OF YEARS IN GIFT PLANNING	PERCENTAGE OF MEMBER RESPONDENTS WHO FALL INTO THIS SPECTRUM	2005 POLL RESULTS
Less than 1	8	1
1 – 3	25	31
4 – 6	22	27
7 – 10	21	16
Over 10	23	15
None	1	3

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

When asked about job titles, there was no consensus decided upon, even though we provided over 50 titles to choose from. Interestingly, twelve and a half percent of the respondents fall under the 'Executive Director' job position.

The most prominent salary range for members is in between the \$45,000 - \$54,999 range.

SALARY RANGE SPECTRUM	PERCENTAGE OF MEMBER RESPONDENTS WHO FALL INTO THIS SPECTRUM
Less than \$25,000	3
\$25,000 - \$34,999	1.5
\$35,000 - \$44,999	6
\$45,000 - \$54,999	19
\$55,000 - \$64,999	15.5
\$65,000 - \$74,999	18
\$75,000 - \$84,999	13
\$85,000 - \$100,000	11
More than \$100,000	11

When asked how many people in the organization worked in fundraising and development, twenty-four percent stated 'more than 10' which was the most popular response. The second highest response of seventeen percent was the total opposite with one person working in fundraising and development for the organization.

Thirty-seven percent of respondents have one employee in their organization that perform some gift planning activities. Of these people, forty-four percent spend between 1% and 24% of their time allocated to gift planning activities, per their job description. Sixteen percent of our members stated that zero percent of people in their organization perform some gift planning activities. Clearly our membership survey results are in alignment with our members database which has 20 percent of our members who define themselves as professional advisors.

Just over half of all survey respondents replied that in their organization they do not have one designated staff member who works solely in gift planning. Twenty-six percent of the responses indicate that one employee is responsible for gift planning duties. These numbers are fascinating considering that most members only perform minimal gift planning activities as part of their daily job functions.

The intent of this mini-poll was to determine a little more about the profession of gift planning and how we define it in Canada. We learned about the average salary range, the amount of time spent on gift planning, the hours allocated to gift planning etc. What we did not find a consensus on was a commonality in job titles. It will be interesting to repeat this poll every few years and see how we change.

Thanks to the results of the second annual Members Survey, the Membership Committee has some excellent feedback in order to move forward in 2007, to provide stronger member benefits. One of the first areas will be in the provision of strong communication and information to members through the new and highly anticipated CAGP-ACPDP™ website that is going live this spring! It will have all kinds of new resources for our members, a completely new look and feel, more content in the Members Only section and new features such as: message boards, and poll questions and results. We look forward to introducing new partners that will provide substantial new member benefits in the next year.

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

It is our hope that more members will continue to renew their CAGP-ACPDP™ membership for the 2007/2008 year. Thank you to all the volunteers of the National Membership Committee for working on these new endeavors. We believe members will consider the new and improved services highly valuable tools in the world of gift planning!

Roundtable Committee

The annual Leaders Forum was held in Calgary in April 2006. This is a once a year opportunity for RoundTable Chairs to meet with CAGP-ACPDP™ Board members and CAGP-ACPDP™ staff - to share best practices, review their successes and challenges as they continue to provide great member services locally. Last year, twenty-six leaders attended the Forum which was facilitated by Bruce Davies. The focus of the 2006 Leaders Forum was to:

1. Review the infrastructure and governance model for CAGP-ACPDP™
2. Discuss the development of a speakers bureau
3. Provide input on a draft of the new RoundTable Manual.

All in all, it was a very successful Leaders Forum with valuable input. Thank you to everyone for taking the time to participate.

In 2005, the National RoundTable Committee worked hard, meeting monthly and sometimes, even bi-monthly in order to achieve their goals by April 2006. They began by developing their new Terms of Reference, after which they set in motion a series of writing, revising and editing activities to develop the new RoundTable Manual. This Manual sets out the guidelines, policies, and reporting functions for all RoundTables. Every RoundTable Chair received a draft copy of this manual at the Leaders Forum in April 06.

This past year, the committee had a few more consultations with the RoundTable Chairs before finalizing the first version of the manual which was translated in the fall of 2006. It is available on the website and in hard copy. The manual, in its current form, serves as a valuable resource for RoundTables. However, further work is needed and the manual will continue to evolve, with input from RoundTables, as policies and guidelines are developed to clarify the roles and responsibilities of RoundTables and the very valuable local volunteers that support the work of our Association. Thank you to the RoundTable Committee for working so diligently on this project – Linda Pearson, Sue Barnes and Dianne Fehr.

Government Relations Committee

The Canadian Association of Gift Planner's Government Relations Committee focuses on improving tax incentives for giving and charity regulatory issues at the Federal level. This work is accomplished through actively lobbying for or against key measures, but also by collaborating with other charitable sector organizations and participating in Canada Revenue Agency sponsored committees.

This year, the long awaited dreamed of elimination of capital gains on gifts of public securities to public foundations was made a reality. The proposal was included in the Conservative's platform in the January election and became a reality in the April 2006 Federal Budget. Achieving this incentive marks more than a decade of work by CAGP-ACPDP™ and other members of the charitable sector.

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONNS PLANIFIÉS

Active lobbying focused on four key areas in 06/07:

1. Recommending that the Department of Finance move forward quickly with changes to the *Income Tax Act* to clarify the law surrounding donations to Charitable Remainder Trusts.
2. Recommending the extension of the nil capital gains inclusion rate for gifts of real property.
3. Recommending that the extension of the nil capital gains for gifts of public securities to gifts to private foundations.
4. Recommending that the Government review the disbursement quota legislation implemented to date to ensure charities to focus on productivity growth.

These four points were submitted by CAGP-ACPDP™ to the Department of Finance's Standing Committee on Finance in September 2006. In June 2006, CAGP-ACPDP™ also participated in writing a letter to the Quebec Provincial Minister of Finance asking that the province mirror the legislation set out in the April Federal budget. And on June 29, we were pleased to see that the Quebec Provincial government announced the harmonization of these same measures of the 2006 federal budget.

In the fall of 2006, CAGP-ACPDP™ was among the sector organizations listed in a very public letter of thanks to the Prime Minister and the Minister of Finance. (Globe and Mail) In October 2006, in response to our thank you letter, CAGP-ACPDP™ received a letter from Prime Minister Harper thanking CAGP-ACPDP™ for their support.

In December 2006, the Standing Committee on Finance provided the following recommendations in their pre-budget report entitled: *Canada: Competing to Win*.

1. The recommendation to amend the Income Tax Act to eliminate, on a five-year trial basis, the capital gains tax on donations of publicly listed securities and ecologically sensitive lands to private foundations. The extent to which charitable giving to these foundations has increased should be assessed after five years, and the measure should be made permanent if suitable.
2. To amend the Income Tax Act to eliminate the capital gains tax on donations of real estate and land to public charities as well as to private foundations during the five-year trial period and beyond if deemed appropriate.
3. Suggests the government should allow donors to make charitable contributions for 60 days beyond the end of the calendar year for inclusion in the previous year's income tax return.

At the time of writing this report, the federal budget announcement had not taken place. (March 19, 2007).

CAGP-ACPDP™ proposal on Charitable Remainder Trusts remains a strong and viable proposal. It is our hope that the Conservative government will review the proposal with new interest. A clearly legislated Charitable Remainder Trust would be of tremendous assistance to older Canadian donors, but its relative complexity makes it difficult to present in a lobbying effort. We are confident that with more education and close work with the Department of Finance, we can build support for the proposal within the new Government.

Over the past two years, the Charities Directorate of the Canada Revenue Agency had established two committees – Charities Advisory Committee and Technical Issues Committee -- to seek input from the charitable sectors on key issues. With the new change in government, we have seen an abandonment of the Charities Advisory Committee but the Technical Issues Committee continues to meet. Susan Manwaring, Chair of the Government Relations Committee, formally represents the Association on the

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CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONN PLANIFIÉS

Technical Issues group. This kind of direct, ongoing input ensures gift planning is well represented in Ottawa.

Finally, the Association is very proud of its collaborative work with other groups within the charitable sector, such as Association for Fundraising Professionals, Community Foundations Canada, Imagine Canada, and Philanthropic Foundation of Canada. CAGP-ACPDP™ cannot, and should not, try to champion all issues in the sector. By being involved through a formal issues coordinating group hosted by Imagine Canada, CAGP-ACPDP™ is both more informed and strategic in its government relations activity. Now when the Association makes submission to Senate and Parliamentary groups it is done in a coordinated fashion, which greatly improves the credibility and effectiveness of the charitable sector as a whole.

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CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

NOMINATIONS TO THE CAGP-ACPDP™ BOARD OF DIRECTORS 2007-2008

Proposed Motion:

*BE IT RESOLVED that the following slate of 5 (five) persons, each of whom may serve for a two year term as a Director, be elected to the National Board of Directors of CAGP-ACPDP™, namely:
Linda Pearson, Rosemarie Sampson, Roger Lee, Marilyn Monson and Naomi Kreutzwieser*

NAME	CITY	PROV / TERRITORY	STATUS of TERM (for 2007/2008)
Linda Pearson*	Toronto	Ontario	1 st year of 2 nd term
Rosemarie Sampson*	Halifax	Nova Scotia	1 st year of 2 nd term
Roger Lee**	Vancouver	British Columbia	1 st year of 1 st term
Marilyn Monson**	Edmonton	Alberta	1 st year of 1 st term
Naomi Kreutzwieser**	Saskatoon	Saskatchewan	1 st year of 1 st term

* Returning

** New

Biographies Attached.

.....
Returning Board Members

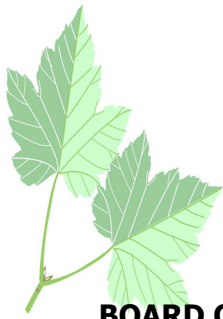
(in the middle of their terms or by the nature of their office):

NAME	CITY	PROV / TERRITORY	STATUS of TERM (for 2007/2008)
Tara Gish	Calgary	Alberta	2 nd year of 3 rd term
David Brown	Toronto	Ontario	2 nd year of 2 nd term
Anne MacKay	Waterloo	Ontario	2 nd year of 2 nd term
Martin Massé	Montréal	Quebec	2 nd year of 2 nd term
Greg Lichti	Toronto	Ontario	2 nd year of 1 st term
Tom Riglar	Burnaby	British Columbia	2 nd year of 1 st term
Brian Wonnick	Regina	Saskatchewan	2 nd year of 1 st term

Biographies Attached.

Retiring Board Members

NAME	CITY	PROV / TERRITORY
Sue Barnes	London	Ontario
Stephen Boyd	Edmonton	Alberta
Dave Magnuson-Ford	Winnipeg	Manitoba
DeWayne Osborn	Winnipeg	Manitoba



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CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

BOARD OF DIRECTORS 2006- 2007 BIOGRAPHIES

Tara Gish, BA, LLB, CFRE

Chair

Chair: Executive Committee

Planned Giving Officer
SAIT Polytechnic

- Gift Planning Specialist, SAIT Polytechnic
(July 2006 – present)
- Personal Giving Specialist, Canadian Cancer Society, Alberta/N.W.T. Division
March 2001 – June 2006)
- LEAVE A LEGACY™ Calgary steering committee (May 2001 – March 2006)
- Calgary Wills Workshop committee, LEAVE A LEGACY™ Calgary (2002 – 2004)
- National Chair, Board of Directors, Canadian Association of Gift Planners*Association Canadienne des Professionels en Dons Planifiés, aka CAGP-ACPDPTM (April 2006 – present, other portfolios May 2003 – April 2006)
- Secretary, Southern Alberta RoundTable Board, CAGP-ACPDPTM (May 2004 – March 2006)
- Calgary Estate Planning Council (Sept 2002 - present)
- National Conference/Strategic Planning Chair), national Board of Directors, CAGP-ACPDPTM (2002-2003)
- Secretary of Government Relations Committee, CAGP-ACPDPTM (2001-2002)
- Lawyer in Vancouver (13 years: 1988-2001) In 1994 created a new practice, Griffin Law Office
- LEAVE A LEGACY™ British Columbia Steering Committee (2000-2001)

- Gift Planner for Kwantlen University College in Metro Vancouver, British Columbia (1998-2001, concurrent with carrying on a wills & estates practice)

Stephen Boyd

Vice-Chair

Chair: Education Committee

Vice-President
Royal Alexandra Hospital Foundation

Stephen Boyd has worked in the private, public and charitable sectors since 1978 in the areas of communications, policy development and strategic relationship management. He earned a Bachelor of Law degree from the University of Saskatchewan. Moving out of private law practice in 1988, he progressed through a series of senior and executive management positions with the Alberta Government and TELUS Corporation in the areas of public policy administration and government relations.

In 1999, he entered the charitable sector where he used his relationship management skills and legal training as a Campaign Division Manager at the United Way of the Alberta Capital Region. He led the process of establishing the Major Gifts and Planned Giving Program at the Edmonton-based United Way. In late 2000, he moved to the Royal Alexandra Hospital Foundation where he is currently employed as the Foundation's Vice President responsible for fundraising programs.

He has been active with the CAGP-ACPDPTM Alberta North RoundTable for the past five years and served as RoundTable Chair for two years. He was elected to the National Board of CAGP-ACPDPTM in April 2003.

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ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

Martin Massé

Treasurer

Chair: Financial Audit Committee

Directeur, programme des dons planifiés
L'Oratoire Saint-Joseph du Mont-Royal

Martin Massé worked at The Endeavours of Cardinal Léger as senior advisor in planned giving from 1998 to 2002. Trained in social studies and administration, he has 25 years of experience as manager and administrator in a variety of social agencies. He acted as chairman of the Montreal RoundTable of the Canadian Association of Gift Planners (CAGP-ACPDP™) until 2003 and he is a member of the organizing committee of the LEAVE A LEGACY™ program.

Since November 2002, he has been Director of the planned giving program at the Saint Joseph's Oratory of Mount Royal. To date, a number of financial services firms have invited him to their offices to explain planned giving to their employees.

In 2001, he prepared a course entitled "Planned Giving: A Market of the Future" for La Chambre de la Sécurité financière association's distance training program. He also wrote articles in the August-September 2003 issue of the association magazine.

In February 2004, La Chambre de la Sécurité financière signed an exclusive contract giving Mr. Massé the authorization to train its members in their own offices. Many non-profit organizations are now calling on Martin Massé's services to train and coach their planned giving officers.

Dr. Rosemarie Sampson

Secretary

Chair: Ethics Committee

Senior Associate and Planned Giving Officer
University Advancement
Mount Saint Vincent University

Dr. Rosemarie Sampson has worked at Mount Saint Vincent University for the past 33 years, firstly as a professor in the Department of Psychology and as Dean of Professional Studies. She currently is Senior Associate and Planned Giving Officer in University Advancement. She has been a board member of CAGP-ACPDP™ for the past year and chairs its Ethic Committee.

An active volunteer, Dr. Sampson also serves on the Nova Scotia Leave a Legacy Committee; the Cobequid Community Health Board; the Steering Committee of Northwood Continuing Care Centre to establish a Long Term Care facility in the Cobequid Region of Halifax Regional Municipality; the Nominations Committee and the Board of Sacred Heart School of Halifax. She recently chaired a committee for the Nova Scotia Department of Health – Continuing Care Branch to develop a strategic Framework for Continuing Care.

She is an active participant of the Nova Scotia RoundTable of CAGP-ACPDP™. Rosemarie is a recipient of the Commemorative Medal for the 125th Anniversary of the Confederation of Canada for her community service.

DeWayne Osborn

Past-Chair

Chair: Board Recruitment Committee

Chair: Planning Committee

General Manager
Lawton Partners Financial Planning

DeWayne Osborn received his Certified General Accountants Designation in 1996 and his Certified Financial Planner Designation in 1998. DeWayne came to Lawton Partners after 10 years working in senior positions in not-for-profit organizations to serve as the firm's General Manager and in-house expert in charitable giving utilizing tax effective strategies for

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CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

gifting real property, cash, securities, life insurance products, wills and bequests, etc. DeWayne's work with clients is not limited to just charitable giving, but a full range of financial services.

DeWayne is the official planned giving media contact for the Certified General Accountants Association of Canada. He has made numerous planned giving presentations to the public, accountants, lawyers, financial planners and their respective associations. DeWayne has created a subscriber based planned giving website designed to help charities and advisors of all skills and experiences.

DeWayne has served as the Chair of the Manitoba RoundTable and was Co-Chair of the 2002 CAGP-ACPDP™ Conference in Winnipeg.

Sue Barnes CFRE

Senior Development Officer
St. Joseph's Health Care Foundation

Sue Barnes, CFRE has been involved in the non-profit sector for over 24 years. She is presently a Senior Development Officer at St. Joseph's Health Care Foundation in London, Ontario where her portfolio includes Planned Giving and Commemorative Giving.

Sue has also worked at the London Regional Children's Museum, The Ontario March of Dimes, and the Brain Tumour Foundation of Canada. As the past president of the London Regional RoundTable, Sue has been involved in the CAGP-ACPDP™ in various capacities over the last 18 years including chairing the local CAGP-ACPDP™ conference for the Southwestern Ontario Region and the LEAVE A LEGACY™ program, launched in London over 10 years ago. Sue has served on a number of Board of Directors and is presently the President of Hutton

House for Adults with Disabilities located in London.

DAVID WM. BROWN, CFP, CLU, ChFC, RHU
Partner
Al G. Brown and Associates

David WM. Brown is a Certified Financial Planner, Chartered Life Underwriter, Registered Health Underwriter, and a Chartered Financial Consultant. He has been involved in the life insurance and financial planning industry since 1974. He has been awarded the National Quality Award on a consistent basis from 1975 to the present. Mr. Brown's accomplishments have earned him a place among the top one-half percent of life insurance professionals worldwide. He has been a member of the Million Dollar Round Table's Top of The Table consistently for the past 16 years.

He has written and spoken extensively on employee benefits, practice management, charitable giving insurance, succession, financial and retirement planning. He has published articles in CCH, Federated Press, The Canadian Institute, and is on the editorial advisory board and is a regular columnist for the Advisor's Edge Magazine. Mr. Brown is a partner, together with his sister, Golda, and father, Al G. Brown in the firm of Al G. Brown & Associates. Al G. Brown & Associates is an independent financial and estate planning firm, which was founded in 1943.

David Wm. Brown has been instrumental in developing and implementing charitable giving plans resulting in millions of dollars. He has consulted to the University of Toronto Foundation, Canadian Friends of Hebrew University and Bar Ilan University, UJA Federations across Canada, The United Way, Baycrest Hospital Foundation and

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CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONS PLANIFIÉS

several other national and international charitable organizations.

Greg Lichti

Director, Major Gifts
Princess Margaret Hospital Foundation

Greg Lichti, CFRE, is Director, Major Gifts at The Princess Margaret Hospital Foundation in Toronto. Greg and his colleagues are responsible for raising over \$28M annually in major gifts to support world-leading cancer research. The PMHF team places a particular emphasis on discussing the full range of giving options with major donors, including planned gifts.

Greg completed CAGP-ACPDP™'s planned giving course and has served as Chair of the GTA RoundTable of CAGP-ACPDP™ and as Co-Chair of the 2004 CAGP-ACPDP™ national conference.

Greg and his former colleagues at the AIDS Committee of Toronto won the 2000 AHP Showcase Award for the best Canadian planned giving program.

Greg believes that CAGP-ACPDP™, with its collective expertise in complex giving vehicles, planning and donor relations, is an essential resource for both major gift and planned giving professionals.

Anne MacKay

Chair: Membership Committee
Vice President
United Way of Kitchener-Waterloo and Area

Anne MacKay has been involved with the fundraising function of non-profits for the last 16 years. Beginning with the Canadian Cancer Society, The Arthritis Society and, for the last nine years, at United Way of Kitchener-Waterloo & Area as Director, Resource Development. In her current role

as Vice President, her hands-on function includes Planned Giving and Project Funding, in addition to stewarding a number of United Way community partnership projects.

As a volunteer, Anne was a founding member of her community's local roundtable of CAGP-ACPDP™ and has served as Communication Chair. She currently chairs the national Membership committee for CAGP-ACPDP™. Anne was also a founding member of the Waterloo-Region Fundraising Executives. Anne is a member of the Program Advisory Committee for Conestoga College's Business Administration (Management) Program, a Grants Committee member with the Guelph Community Foundation. She has also taught fundraising workshops and provides consultations to a number of non-profits.

Dave Magnuson-Ford

Director of Development
Nature Conservancy Canada, Manitoba Region

Dave Magnuson-Ford has worked in fundraising for 20 years. Currently he is the Director of Development for Nature Conservancy Canada, Manitoba Region. Previously he was VP Development and Alumni Affairs at St. Paul's High School and prior to that he was the Campaign Manager for the Victoria General Hospital Foundation in Winnipeg assisting them to raise \$11 Million for an expansion project. Dave worked with a major university in Canada to set up the major gifts program.

He was a deployed national staff person for the United Church of Canada working throughout Western Canada. Dave has formed two different consulting firms that have helped faith based clients raise capital dollars, establish planned giving programs and annual giving programs.

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Dave has presented to many local groups and at national conferences like the CAGP-ACPDP™ national conference in 2002.

Linda Pearson, B.Sc., MBA, and MA Chair: Governance Committee

Director, Gift Planning
University of Toronto
Office of Gift Planning

Linda Pearson, B.Sc., MBA, and MA, has been the Director of Gift Planning at the University of Toronto since February 2003. Prior to joining U of T, Linda served as Manager, Personal Giving at the Canadian Cancer Society - Ontario Division for 3 years.

During the period 1995 to 2000, Linda worked both as Director of Development and Director of Community Services at Lutherwood, a human services organization in Waterloo & Wellington Regions.

She is Past Chair of the CAGP-ACPDP™ Greater Toronto Area RoundTable.

Tom Riglar

Manager, Personal Philanthropy
United Way of the Lower Mainland

Tom Riglar is the Manager, Personal Philanthropy for United Way of the Lower Mainland. He manages and participates directly in the marketing, soliciting, receiving and managing of the full array of immediate, deferred and planned gifts with a minimum value of \$10,000 from Individual Donors and both Private and Public Foundations through direct donor contact, recognition, development and stewardship.

Tom has been on the Board of Directors of Variety, The Children's Charity of BC for 11 years and previously both the National and

BC Boards of The Acoustic Neuroma Association for 14 years where he served as Financial Director for six years. In his 35 years of volunteer work he was also on the Board of the Montreal YMCA and President of the Downtown Y where he Chaired four Annual and two Capital Campaigns. Tom holds a BBA from Bishop's University, Canadian Securities Courses I & II, and attended CAGP-ACPDP™'s Canadian Gift Planning Course in Banff. He has had his license to sell Life Insurance for over 20 years.

Tom was a member of AFP for ten years, is a member of CAGP-ACPDP™ (10 years), was a member of the Vancouver RoundTable of CAGP-ACPDP™ for three years and LEAVE A LEGACY™ BC for six. He was on the Sponsorship Committee of the highly successful National Conference in Vancouver in 2003. Tom is also a member of the Estate Planning Council of Vancouver.

Tom is on the Financial Audit Committee of the National Board of CAGP-ACPDP™.

Brian Wonnick

Gift Coordinator, Central District
Lutheran Foundation Canada

Brian Wonnick graduated from the University of Manitoba in 1965 with a B.A degree.

Brian's community involvement centered on his church as well as the Swift Current Chamber of Commerce, Frontier Days Board, the Swift Current Oratorio Choir, and coaching and assisting with many of their children's sports activities. Now in Regina, his passion for music is continued in singing with the Luther Bach Choir.

In 1999, Brian became a CAGP-ACPDP™ member, and quickly engaged with the 2000 LEAVE A LEGACY™ steering committee of

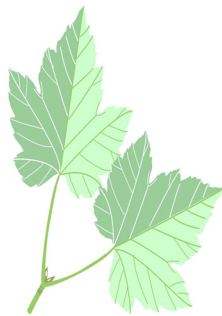
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the South Saskatchewan CAGP-ACPDP™ RoundTable (RT). In the following years, he served in the LEAVE A LEGACY™ communications area, plus two years as LEAVE A LEGACY™ Chair. In 2004, he assumed the chair of the South Saskatchewan RT, assisting with the CAGP-ACPDP™ Workshop in May 2005. In Feb 2006, Brian completed his one-year term as past chair of the local RT.

Further education is in the area of Social Work, having completed several courses at the University of Regina. And On Aug 1, 2004, he received his Certified Financial Planner (CFP) designation.

In 1998 Brian joined Lutheran Church-Canada, Central District as Development Officer, his current position to this day.



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PROSPECTIVE BOARD MEMBERS 2007-2008 BIOGRAPHIES

Naomi Kreutzwieser

Manager of Fund Development
Kidney Foundation of Canada -
Saskatchewan Branch

Upon receiving her Commerce degree at the University of Saskatchewan, Naomi was employed by a marketing group as a consultant to the charitable sector in Ontario. When their only child Ethan was born, they made the decision to return home to raise their family.

In the past years her life objectives have been: her family, her career, professional growth and community involvement. She brings the same set of values she has in her personal life to her professional life. At work she promotes charitable acts (financial and volunteerism) and at home her family and herself are both donors and volunteers to many causes.

Marilyn Monson

Manager, Gift Planning
University of Alberta

During her career, Marilyn Monson has worked in a number of not-for-profit organizations. She has had a range of experiences that include the YMCA, Alberta Recreation, Parks & Wildlife Foundation (Land Trust work in Alberta), Caritas Hospitals Foundation, Development Consultant with DVA Navion and the University of Alberta. Marilyn has been working with gift planning vehicles since the mid-1980's.

Development work has been an active part of each of her roles and progressing from part-time responsibilities to full time roles;

general development work and more specifically gift planning.

Currently, she is in the fortunate position with the University of Alberta where she directs and works with a gift planning team of 5. Her unit provides services for the entire campus.

Roger Lee

Lawyer
Davis & Company

Roger Lee obtained his law degree from Dalhousie University in 1993, returned to Vancouver to article, and joined Davis & Company LLP in 1994. Since his call to the Bar, Mr. Lee has developed an extensive practice in trust and estate litigation and has given numerous lectures on the area to various groups. He advises corporate and individual trustees, as well as personal representatives, of their legal obligations and duties on a regular basis, acts for beneficiaries who question the actions of the trustees of their particular trusts, and represents various charities with respect to bequests made to them.

Mr. Lee is the Past Chairperson of the Vancouver Branch of the Canadian Bar Association Wills & Trusts Subsection, a member of the British Columbia CLE wills Advisory Committee, and has served on the Board of the Vancouver Roundtable of the CAGP-ACPDP™ for almost three years. While serving on the Board of the Vancouver RoundTable, Mr. Lee was a member of the Estate Resource Committee, which produced a very well-received package of materials for members. He also presented, along with Mary Hamilton, a workshop at the 2006 CAGP-ACPDP™ Annual Conference in Calgary, and will present another workshop in Halifax at the 2007 CAGP-ACPDP™ Annual Conference.

**RULES OF ORDER
AND
PROCEDURE GUIDE
FOR MEETINGS**

1. Purpose of Rules of Order

The purpose of Meetings of the members of CAGP-ACPDP™ (after this called the "Association") is to ascertain the opinion of Association members on the items of business coming before the meeting. The purpose of Meetings of Directors of the Association is to ascertain the opinion of Association Directors on the items of business coming before the meeting. To understand the question and to make an intelligent decision, discussion is necessary. Some order must exist, some control must be established and some rules laid down. The purpose of these Rules of Order are to save time, co-ordinate the discussion, allow all members of the meeting the opportunity to enter into the discussion and to keep discussion relevant.

2. Purpose of Motions

One of the basic principles of parliamentary procedure is that without a motion and question there is no debate. There must be a defined subject before the meeting, otherwise there can be no questions or discussion and all remarks are irrelevant. Before any question may be discussed at a meeting, it must be submitted in the form of a motion, which is moved by one member and seconded by another. (If possible, it should be submitted in writing to assure accuracy.) The motion is then debatable and may be accepted, amended, withdrawn or rejected. When a motion has been adopted, it becomes a resolution.

3. Speaking to a motion

a. **Recognition by the Chair.** Any member shall be permitted to speak only if and when he or she has been recognized by the chair, and at that time all remarks shall be directed to the chair.

b. **Speaking "for" or "against" a motion.** When speaking to a motion, members shall, before beginning the substance of their remarks, state whether they are speaking for or against the motion.

c. **Limitations on speaking.** A member speaking to a motion may speak for up to two minutes. Any member who has spoken to a motion once shall not, without the express permission of the chair to be given or withheld at the sole discretion of the chair, speak again, except:

i. with leave of the chair in explanation of that members remarks if misunderstood;

- ii. in the case of a mover or seconder only at the request of the chair to answer questions from the floor directed to the chair;
- iii. in the case of a mover only who may reply thus closing debate and providing there are no other members still wishing to speak on the motion.

4. Amendments

- a. Amendments to a motion may be proposed at any time during the discussion. No amendment may be entertained which has the effect of nullifying the main motion.
- b. Any amendment must be relevant to the subject matter of the motion and may amend it in only one of the following three ways:
 - i. by leaving out certain words;
 - ii. by adding certain words; or
 - iii. by deleting certain words and replacing them with others.

5. Number of Amendments

In order that discussion may be confined within reasonable bounds, not more than two amendments may be before the meeting at one time. However, as soon as one amendment has been accepted or rejected, another may be proposed, provided of course, that it is different in purport from one already defeated.

6. Withdrawal of Motions

General procedure permits withdrawal of a motion on consent of the mover and seconder. Amendments must first be withdrawn in reverse order, with the full consent of their sponsors. If either of these should refuse this consent, then the motion must stand.

7. Tabling Motions

A motion to table is not debatable and requires only a simple majority. If the motion is to table only until a particular time, it is debatable as to time only. If carried, the motion in question comes up automatically at the appointed time or, if indefinite as to time, it remains tabled until such time as another motion (not debatable) "that the former motion be now reconsidered" is carried. A simple majority only is required in this case.

8. Questions

If a member wishes to ask a question or seeks clarification in respect to a subject then before the meeting, and may do so without interrupting another speaker, the member shall, upon recognition, so state and shall not proceed further without permission from the chair, provided that in any event any such question shall be directed to the chair and shall not be used to discuss the merits of the subject then before the meeting.

9. The Point of Order

If a member feels that improper language has been used, an irrelevant argument introduced or a rule of procedure broken, that member is entitled to “rise to a point of order” interrupting the speaker. The point of order must be stated definitely and concisely. The chair shall decide without debate. The chair’s ruling, however, may be appealed by the member. If that happens, the chair re-states his or her decision as well as the point of appeal, then puts the question (not debatable), “Shall the decision of the chair stand as the judgment of this meeting?”. A simple majority determines the issue. This merely settles a point of procedure and is not a vote of confidence in the chair.

10. Voting on Motions and Amendments

Voting on motions and amendments is done in the reverse order in which they are made:

- a. on the amendment to the amendment; or the second amendment;
- b. on the amendment; then
- c. on the motion; or on the motion as amended.

(Note: Carrying of the amendment does not carry the motion, and the motion as amended must be voted upon.)

A quorum is required to consider a question; but all questions will be decided by a majority of those members present and voting unless otherwise provided for in the by-laws of the Association.

11. Deciding Vote

In meetings of Directors, all questions are determined by a majority vote, and in the case of equality of votes the Chair shall have a casting vote. In meetings of Members, questions are determined by a simple majority (except for particular questions where the Bylaws dictate otherwise), the Chair as a Member is entitled to cast her or his vote, and an equality of votes (after the Chair has voted or elected to refrain from voting) means that the question is deemed to have been lost.

12. Similar Motions

No motion or amendment which is the same or substantially similar to a previous motion or amendment voted upon by the meeting may be put to the same meeting or any subsequent session thereof.

13. Reconsideration of a Motion

A motion may be made to reconsider the vote on any other motion (except a motion to adjourn or to table) whether affirmative or negative, provided that such motion is made at the same meeting at which such other motion was voted upon. A simple majority is required and the

motion to reconsider is not amendable, but is debatable if the motion, the vote of which is proposed to be reconsidered, was itself debatable.

14. **Exception to Reconsideration**

Notwithstanding the foregoing, a motion to reconsider may not be put if the motion to which it is intended to apply has already been acted upon.

15. **Order of Business**

The order of business shall be determined by or with the consent of the chair. The order of business (agenda) will preferably be circulated and approved as the first item of business.

16. **Polls**

Any member may request a poll to determine the vote count on any motion (see Association Bylaw Section 8.14). The Chair decides at what time the poll will be conducted, whether at once or later in the meeting or after adjournment (except for electing a Chair or on the question of adjournment in which case the poll shall take place immediately). The Chair also decides the manner in which the poll is taken (including whether it be conducted by secret ballot or not). Typically, the Chair may ask each member present, one by one, to declare verbally her or his vote and each vote is recorded by whatever means the Chair determines as it is declared, and the recorded votes are counted after all votes have been declared unless it is clear to any observer that the motion has been approved or rejected. This is but one method the Chair may choose to employ.

The result of a poll shall be deemed to be the resolution of the meeting at which the poll was requested.

A request for a poll may be withdrawn at any time prior to the taking of the poll.

17. **Adjournment**

A motion to adjourn may be made at any time. It is not debatable except if its intent is to adjourn to a time other than the next regular meeting time when discussion is permitted on that point only. The motion requires a simple majority and if passed, the meeting ends. If rejected, the meeting continues.

The chair, at its discretion, may refuse to put a motion for adjournment if, in the opinion of the chair, the motion is offered for the purpose of obstructing the meeting, or will make impossible a completion of the orders of business still to be considered by the meeting before its final adjournment