A year of growth.
01  Leadership Message .................................. 3
02  Our Board ............................................ 4
03  2018 Highlights ...................................... 5
04  Developing Knowledge and Providing Education .. 7
05  Building Awareness and Promoting Philanthropy .. 9
06  Creating Connections and Facilitating Partnerships ........................................ 10
07  Chapter Executives .................................. 11
08  Engaging in National Dialogues and Influencing Public Policy .................................. 12
09  Sponsors, Funders, and Partners .................... 13
10  Annual Report from the CAGP Foundation ........ 14
11  Financial Health ..................................... 17
Another year at CAGP has flown by at seemingly lightning speed. Given that 2018 was the final year of our three-year strategic plan and Amanda’s term as Board Chair is drawing to a close, the sense of time passing is even more profound. Perhaps equally noteworthy is just how much we have accomplished in that time – 2018 in particular.

Our strategic plan 2016-2018 entitled Building Our Future was focussed on just that: ensuring the proper foundation and building blocks were in place to propel CAGP into a future of vitality and success. Our goals included ensuring strong and engaged Chapters, fortified financial capacity, improved communications and collaborations, and maximizing access to the high quality education that our members and constituents expect from CAGP.

Building on some key successes, in particular the establishment of the CAGP Foundation, the CAGP Board decided that 2018 would be a year of calculated risk and strategic investment, with a measured dip into reserve funds to support some key activities and enable our team to grow in order to meet growing demands.

In this Annual Report, we’re pleased to share highlights about the first-ever Symposium of CAGP’s Chapter Chairs, designed to support our crucial local leaders, and deliberations held over the future direction of CAGP’s government relations work to ensure our continued influence on tax policy as it relates to charitable giving.

We’re thrilled to highlight how our augmented staff team is allowing us to scale up and out, and how through a new partnership, we’ve been able to offer something many members have been urging us to provide for some time – a professional designation for advisors in philanthropy.

As the CAGP Board engaged in strategic planning discussions this fall, and as we prepare to release a new plan in the coming months, it is exhilarating to speculate on a future from a position of greater strength, capacity and resources.

In our view, there are few organizations that have achieved what CAGP has in recent years. That is, without a doubt, because of the collective passion, dedication and contribution of all who are a part of this very special association.

Amanda Stacey
Chair of the Board

Ruth MacKenzie
President & CEO
02 OUR BOARD

Amanda Stacey
Chair

Michelle Osborne, CFRE
Vice Chair

Ninette Bishay, CPA, CA
Treasurer

Beth Proven
Secretary

Dr. Carla Funk

Geoff Graham

Jill Nelson

Heather Powers

Conor Tapp

Keith Thomson
03 2018 HIGHLIGHTS

Establishing a partnership with Knowledge Bureau and Spire Philanthropy to launch the Master Financial Advisor in Philanthropy (MFA-P) designation.

Another sold out national conference. This year was our 25th held in Winnipeg, Manitoba.

We welcomed a new VP, Education & Development to drive our growth.

CAGP conducted a membership survey. Highlights included:
- The top three reasons people join CAGP are (1) networking, (2) local offerings, and (3) national education
- CAGP gives our members a feeling of camaraderie, especially when our regular working environment makes us feel isolated.

Publication of the Doing Good For Business report, in partnership with Alberta South and Greater Vancouver CAGP Chapters, the Toronto Foundation, the Vancouver Foundation and Philanthropic Foundations of Canada.

In Government Relations, our CEO was invited to co-present to the Special Senate Committee on the Charitable Sector along with Mr. Donald K. Johnson.

FRIEND OF CAGP AWARD
Since 1997, forty-two individuals who exemplify the spirit and vision of CAGP have been recognized with the Friend of CAGP Award. In 2018, Joan Blight and Norma Cameron were acknowledged for their national impact on the field of strategic charitable gift.

LIFETIME ACHIEVEMENT AWARD
In 2018, Donald K. Johnson became the second recipient of CAGP’s Lifetime Achievement Award in acknowledgement of his lifelong commitment to strategic philanthropy and gift planning, and his tireless advocacy for tax incentives that support charitable giving.
CAGP’s reputation for delivering best-in-class education continued to strengthen in 2018, with an almost 20% growth in the number of professionals accessing courses, webinars and the national conference. Our Chapters collectively saw similar year-over-year growth, confirming that CAGP members look to us for education and learning to support them along their career path.

Mid-way through 2018 a strategic decision was made for the CAGP Foundation to assume leadership on education. Its early success has enabled the Foundation to embrace this part of its mission, while working with CAGP to leverage our networks and take the lead in knowledge dissemination. While this shift is likely not noticeable to participants, it will allow CAGP to focus more intentionally on our Chapters, members and networks as well as our important work in government relations.

Free webinars available to CAGP members and non-members have proven to be a successful way to showcase our expertise, and in 2018 the bi-annual Advanced Gift Planning Symposium again provided a high-level learning opportunity on the current issues and trends impacting strategic charitable gift planning. Other highlights follow.

**GROWTH OF GIFT PLANNING FUNDAMENTALS COURSE**

In 2017 CAGP launched a renewed curriculum for our signature one-day Gift Planning Fundamentals course, and with the added capacity of the new staff faculty, we were able to offer the course to both the public, and now a significant number of private in-house custom presentations during 2018.

**SPREADING GIFT PLANNING KNOWLEDGE IN CANADA**

CAGP staff delivered local presentations on strategic charitable gift planning to 6 charitable organizations and associations including AFP Congress, 2 Estate Planning Councils, 3 regional advisor groups like CPA and Advocis, 3 accounting firm charity education days including keynotes at 4 advisor conferences and 4 post-graduate college fundraising programs as well as Carleton University’s Master of Philanthropy & Nonprofit Leadership program.

Webinars on strategic charitable gift planning with charity partners like Community Foundations of Canada and advisor partners like CPA Canada have also been provided.
04 DEVELOPING KNOWLEDGE AND PROVIDING EDUCATION

PLANNED GIVING FOR CANADIANS EBOOK - A RENEWED RESOURCE FOR CAGP

Co-authored by Dr. Frank Minton, PG Calc Senior Advisor, and Lorna Somers, Director of Advancement at McMaster University, and now in its third edition, publishing rights to this book were generously gifted to CAGP in 2018. This year’s update has seen a new look and added content after the last Federal Budget. CAGP wishes to thank Miller Thomson LLP for their partnership and for continued support in updating the tax and legal portions of this vital resource. The ebook is now available to members for download on our website and for purchase by non-members.

DOWNLOAD THE EBOOK

PROFESSIONAL DEVELOPMENT IN NUMBERS

Over 2018, we had 2776 registrations for national courses, events, and webinars. Here is the breakdown:

- Original Canadian Gift Planning course in Wakefield, QC: 40 professionals (sold out)
- Strategic Gift Planning Bootcamp in Victoria, BC: 36 professionals (sold out)
- Advanced Canadian Gift Planning Symposium in Ottawa, ON: 44 professionals
- Gift Planning Fundamentals was held 9 times and attended by 215 people in total
- Leadership in Turbulent Times (pre-conference course) in Winnipeg, MB: 18 people
- Webinar Wednesdays: 1740 registrations
- 25th National Conference in Winnipeg, MB: 304 attendees

At the local level, our Chapters held 87 events across the county, attended by 1575 professionals in gift planning.

We are deeply grateful to our National Education Committee for their deep commitment to evolving education on gift planning in Canada through CAGP.

ESTABLISHING THE MASTER FINANCIAL ADVISOR IN PHILANTHROPY DESIGNATION

We established a partnership with Knowledge Bureau and Spire Philanthropy to launch the Master Financial Advisor in Philanthropy designation. This might be one of the most exciting things that CAGP has accomplished this decade. After years of nudging by our members for such a program, it’s one of those initiatives that was only possible through collaboration. As the inaugural group begins the program in early 2019 and we look to the future possibilities the MFA-P brings to philanthropy, we know this program will embody one of our CEO’s favourite mantras: Think big. Start small. Scale up.
04 DEVELOPING KNOWLEDGE AND PROVIDING EDUCATION

25TH NATIONAL CONFERENCE

“Come Explore the Future of Generosity” was held in Winnipeg, Manitoba with 304 attendees from across the country and across the sectors. The continuing support of Assante Private Client as our Premier Sponsor made this year’s conference a huge success, with registration selling out before the early bird deadline.

We thank the Local Host and Program Committees for making it a vibrant and successful event. In addition, Diane Laundy was recognized for her outstanding work and commitment to the CAGP National Conference, with the 2018 conference being her 20th year planning the event.

LOCAL HOST COMMITTEE
Rena Molinari - CO-CHAIR
Stephen Webb - CO-CHAIR
Sara Crowley
Janice Feuer
Ruth MacKenzie
Irma Mckenzie
Lorri Podolski
Beth Proven
Donna Wilford

PROGRAM COMMITTEE
Charles O’Neil - CHAIR
Sarah Crowley
Leah Eustace
Denise Fernandes
Ryan Fraser
Aneil Gokhale
Erin Kuhns
Ruth MacKenzie
Rena Molinari
Jill Nelson
Silvia Ugolini
Steven Webb
Janice Williams
Marcella Zanella

SPONSORSHIP COMMITTEE
Chris Chipman
Garth Johnson
Ruth MacKenzie
Beth Proven
Stephen Webb
05 BUILDING AWARENESS AND PROMOTING PHILANTHROPY

CAGP has had a long and productive history with the “Leave A Legacy” brand. Chapters across Canada have been engaging with their communities to promote strategic philanthropy, the importance of bequests and the power of leaving a legacy. Historically, this has been a grassroots effort, however the time has come for a re-imagined and re-invigorated national Leave A Legacy approach, which will begin with the formation of a new national Leave A Legacy committee and will be enhanced by our communications efforts at the National Office.

CAGP also recognizes that having more professional advisors of all kinds engaged in the cause of philanthropy raises the opportunity for impact. While continuing to promote the key messages from our 2014 study, The Philanthropic Conversation, that donors look to their advisors for advice on strategic charitable gift planning, we recognize that it’s vital for advisors to see the greater “business case” of philanthropy. In 2018 we released a compelling new product to our suite of advisor resources: Doing Good for Business —The inclusion of philanthropy in the professional advisor’s business practice, presenting case studies of advisors who have strategically and successfully, and with great professional satisfaction, harnessed the opportunity of being a philanthropic advisor.
CREATING CONNECTIONS AT THE CHAPTER CHAIRS’ SYMPOSIUM

September 2018 was the first time that CAGP Chapter Chairs had been convened together for in-person learning and sharing. In opening remarks, President & CEO, Ruth MacKenzie shared her vision of Chapters as a vital component of CAGP executing on our shared mission at the local level.

With nineteen of twenty Chapters participating as well as the entire CAGP Board of Directors and key members of the national team, the Symposium enabled the national body to understand more deeply the needs and challenges facing both our large and small Chapters, what is unique, and what similar issues they face. One of the strongest messages to come from the larger Chapters was to collaborate with the National Office and other larger Chapters on the programming, engagement, professional advisors, awards and consistent messaging and narrative.

All-in-all, the Symposium was an outstanding success and we look forward to holding this event biannually into the future.

STRATEGIC CHAPTER VISITS AND SUPPORT

More in-person visits to local CAGP Chapters was a priority for the National Office in 2018, with several visits taking place in the fall. Discussions with Chapter Executives were held in order to gather feedback on how to support these Chapters specifically and the network of Chapters as a whole. The outcomes of these visits and the Chapter Symposium will inform how we work to improve our Chapter support moving forward.

In 2018, we were privileged to visit the following Chapters:
CAGP’s development and success relies heavily on the 20 Chapters across Canada that are led by 153 passionate professionals in gift planning. We can’t thank them enough for their dedication and hard work!
ENGAGING IN NATIONAL DIALOGUES AND INFLUENCING PUBLIC POLICY

In 2018 we continued to ensure that CAGP’s voice was raised on issues pertaining to tax policy and philanthropy. With leadership and guidance from our esteemed Government Relations Committee, CAGP expressed our support for Donald K. Johnson’s advocacy for a capital gains exemption on charitable gifts made from the sale of real estate and private company shares. We also suggested streamlining the process for direct gifts made from RRSPs/RRIFs, and offered our support to the Special Senate Committee on the Charitable Sector. Our CEO, Ruth MacKenzie, was later invited to co-present to the Special Committee, along with Donald Johnson, and a member of the Senate Committee presented to and consulted with CAGP members of the Advanced Gift Planning Symposium.

CAGP continues to be part of broader policy discussions taking place in the sector, with the participation of our CEO and Board Chair, Amanda Stacey, in the fourth annual Charities Day on the Hill in Ottawa.

Perhaps most pertinent in 2018, the CAGP National Board and Government Relations Committee engaged in a full-day discussion on the future of government relations at CAGP, developing a strategy that includes: research that articulates impact of gift planning vehicles; identifies opportunities for collaboration; enhances communication with and engagement of CAGP members and Chapters; and articulating our “GR story” in a strong case for support to enable us to secure resources to activate. We anticipate this being a key action area in our upcoming strategic plan.

GOVERNMENT RELATIONS COMMITTEE

Grant Monck – CHAIR
Malcolm Burrows
Terrance Carter
Mark Goldbloom
Elena Hoffstein
Robert Kleinman
Brenda Lee-Kennedy
Janice Loomer Margolis
Ruth MacKenzie
Susan Manwaring
Margaret Mason
Elizabeth Moxham
Brad Offman
Michelle Osborne
Laily Pirbhai
Christopher Richardson
Jo-Anne Ryan
Amanda Stacey
Silvia Ugolini
Ross Young
CAGP’s sponsors, funders and partners play a key role in our organization. They enhance our financial and engagement capacities, enabling us to undertake new exciting projects and to continue delivering solid results on current activities. We sincerely thank them for their generosity and support of our vision and mission.

09 SPONSORS, FUNDERS, PARTNERS

Abundance Canada
Advocis
The Asper Foundation
Artmarketing Services Inc.
Assante Private Client
Blackbaud
Blackwood Family Enterprise Services
BMO Wealth Management
Cardinal Capital Management Inc.
Carters Professional Corporation
City of Winnipeg
Dimension Display
DLA Piper
The Donor Motivation Program®
DonorPerfect
Drache Aptowitzer LLP
Environics Analytics
Environment and Climate Change Canada
Fasken Martineau DuMoulin LLP
Global Philanthropic
Good Works
Great-West Life Assurance Company
Knowledge Bureau
Legacy Leaders
Miller Thomson LLP
MLT Aikins LLP
Norton Rose Fulbright Canada
The Offord Group
PGgrowth
PearTree Financial Services Ltd.
Philanthropic Foundations of Canada
RBC Wealth Management and PH&N Investment Counsel
RGF Integrated Wealth Management
Scotia Wealth Management
SickKids Foundation
Strategic Philanthropy Inc.
TD Wealth
United Way Centraide Canada
University of Manitoba
The Winnipeg Foundation
Thompson Dorfman Sweatman LLP
Toronto Foundation
Vancouver Foundation
Tourism Winnipeg
10 ANNUAL REPORT FROM THE CAGP FOUNDATION

OUR MISSION

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

In 2016 CAGP was at a crossroads. The demand for development at the local level, educational offerings and government relations work had continued to rise, without the growth in resources to match it. The CAGP Foundation was created to address this need.

BUILDING ON OUR SUCCESS

The strength of support the CAGP Foundation received in 2017, its first year of existence, had sent a clear message that this was a cause whose time had come. 2018 was a year to take root and grow.

THE RESULTS

In 2018 we raised over $377,000 in outright gifts and pledges. Significant gifts included a $75,000 pledge from the Benefaction Foundation, and one of $30,000 from Board member and tireless volunteer Keith Thomson and The Donor Motivation Program®. Our actual revenue for 2018 was just over $205,000. Our endowment at The Winnipeg Foundation was increased by $7,056 bringing it to a total of $16,359. We also raised $79,500 through the engagement of a number of community foundation and corporate Supporters.

The focus of our attention and efforts in 2018 was on sustainability. We are delighted to report that 46% of our donors chose to support us in the form of a pledge. We are also deeply grateful for the many generous outright gifts we received this year from brand new supporters as well as many of our Founding Donors.

And there is the ultimate gift – the one that stands at the core of what we believe in as advocates of strategic philanthropy. Five visionary individuals have done us the great honour of making us a part of their legacy.

INVESTING IN CAPACITY

In today’s world, nonprofits are often challenged to present a case for investing donor dollars in building their own capacity. At the CAGP Foundation we are fortunate to have many supporters who understand that investing in capacity means greater accomplishment in the programs and initiatives we deliver. The $500,000 pledge made in 2017 by Donald K. Johnson bore testimony to that and, together with the support of all our donors, has allowed us to scale up and have a greater impact on what we can deliver.

In 2018 we engaged with CAGP to deliver an education program which will grow our best-in-class offerings exponentially. This enabled them to hire a Vice President, Education & Development in June to focus on increasing the education market and curriculum to deliver in more communities, to more organizations and with new stakeholder audiences.

We also received generous pledges for specific funding to allow us to contract the services of a part-time Development Director in October, ensuring that the Foundation continues its upward trajectory.

The CAGP Foundation’s support for educational programming has enabled CAGP to direct more resources towards its other strategic activities, including strengthening CAGP’s local Chapters so that they can build capacity in their communities, and place a greater focus on government relations activities.
10 ANNUAL REPORT FROM THE CAGP FOUNDATION

PLANNING FOR THE FUTURE

In 2018 we asked our members and champions to consider making multi-year pledges to uphold a strategic, long-term, viable program, and many answered the call. We will continue to reach out for support from individuals and organisations whose values align with ours, those who believe that strategic philanthropy enables more Canadians to give more to the communities and causes they care deeply about.

As CAGP embarks on the next strategic plan, the success of the CAGP Foundation means that it will be built on a foundation of greater strength and capacity. We will be one step closer to reaching CAGP’s and the CAGP Foundation’s shared vision of a better world through strategic charitable giving.

Thank you to all our Donors and Supporters for your confidence in us, and for your generosity. We could not do this without you.

In 2018, a team of dedicated volunteers from all over the country worked hard to maintain our momentum and to build on our success.

CAGP FOUNDATION BOARD
Darren Pries-Klassen - CHAIR
Andrew Valentine - SECRETARY
Ross Young - TREASURER
Greg Lichti
Joan Blight
Keith Thomson
Beth Proven

ADDITIONAL VOLUNTEERS
Lorraine Decock
Charles O'Neil
DeWayne Osborn
Michelle Osborne
Marilyn Monson
Sara Neely
Jill Nelson

Nicola Elkins, CEO & Founder, Benefaction Foundation

With such close alignment in our mission and values, it was a simple decision to offer our financial support to the CAGP Foundation. Focusing on education to reinforce the competencies of gift planning professionals promotes the growth and development of effective charitable giving in Canada, something which matters a great deal to our Board. Our wish is to support the capacity of the CAGP Foundation, to enable a strong, sustainable future for CAGP.

Sandra Dow, VP Philanthropic Giving, Arthritis Society

Supporting education and research on legacy giving through the CAGP Foundation gives me a role in enabling more Canadians to dream of the future they’d like to create through philanthropy.

Beth Proven, VP Development, Winnipeg Symphony Orchestra

I made a planned gift through my RRSP to the CAGP Foundation because I’ve spent my entire career seeing how legacy gifts make an extraordinary difference to the fabric of our society, and it was learnings through CAGP that gave me the knowledge and expertise I needed to be able to work in this rewarding field.
10 OUR DONORS AND SUPPORTERS

We’re eternally grateful to our growing donor family and our Founding Donors for demonstrating their belief in the vision we share with CAGP of a better world through strategic charitable giving.

$500,000
Donald K. Johnson

$50,000+
Benefaction Foundation

$25,000+
The Donor Motivation Program®

$10,000+
Susan Manwaring

$5,000+
Carters Law Firm
Jeremy Hampson
Ruth MacKenzie
Darren & Monika Pries-Klassen
Robert Strachan
Ross & Alison Young

$2,500+
Calvin Fong
Geoff C. Graham & James B. Tee
Peggy Killeen
Roger Lee
Tony Lee
Greg Lichti
Margaret Mason
Grant Monck
Sara Neely
Jill Nelson
Michelle M.B. Osborne
Beth Proven
Amanda Stacey
Jasmine Sweatman
Andrew Valentine

$1,000+
Joan Blight
Sandra Dow
Leah Eustace
Doug & Carla Funk
Paul & Chastity Nazareth
Charles O’Neil
Doug Puffer
Christopher & Alison Richardson
Gregory Snider
Lorna Somers
Jay Stark
Conor Tapp
David Woo

$500+
Malcolm Berry
Malcolm Burrows
Michael Caldwell
Doris Cameron
Bruce Davies
Ian Fraser
Diane Laundy
Marilyn Monson
Julia Roudakova
Tina Tehranchian
Janice Williams
Marcella Zanella
and one donor who preferred to remain anonymous

$250+
Eli Clarke
Jacqueline Cooper
Paola Coronado Hass
Liza Fernandes
Janice Feuer
Lella Fiouzi
Murray Landa
Linda Lindsay
Jackie & Kurt Markstrom
Chelsea McIntyre
Brad Offman
Liga Peña
Laily Pirbhai
Heather Powers
Lynn Whetham

UP TO $100
Jane Anema
Kate Bake-Paterson
Renee Beneteau
Kim Cavener
Simona Dobransky
Rory Green
Cheryl Hebb
Pat Lilley
David Love
Jenny Mitchell
Elizabeth Moxham
Alen Okanovic
Jen Pederson
Charlene Taylor
Jessica Wroblewski
and three donors who preferred to remain anonymous

LEGACY DONORS
Ruth MacKenzie
Chelsea McIntyre
Paul C.S.C. Nazareth
Beth Proven
Keith Thomson

SUPPORTERS
Cardinal Capital Management
TD Wealth
Toronto Foundation
Vancouver Foundation
## 11 FINANCIAL HEALTH

<table>
<thead>
<tr>
<th>Revenue</th>
<th>National Office</th>
<th>Chapters</th>
<th>CAGP Foundation</th>
<th>Total 2018</th>
<th>Restated Total 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference fees</td>
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<td>$ -</td>
<td>$ -</td>
<td>$411,197</td>
<td>$425,325</td>
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<td>229,679</td>
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<tr>
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<td>-</td>
<td>204,614</td>
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<td>Chapter events</td>
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<td>74,094</td>
<td>-</td>
<td>74,094</td>
<td>67,941</td>
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<tr>
<td>Job Postings</td>
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<td>-</td>
<td>32,738</td>
<td>32,233</td>
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<tr>
<td>Sponsorships</td>
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<td>8,995</td>
<td>-</td>
<td>25,995</td>
<td>26,971</td>
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<tr>
<td>Interest and other</td>
<td>10,268</td>
<td>4,926</td>
<td>-</td>
<td>15,194</td>
<td>17,413</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$897,314</strong></td>
<td><strong>$317,694</strong></td>
<td><strong>$371,885</strong></td>
<td><strong>$1,586,893</strong></td>
<td><strong>$1,415,668</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>National Office</th>
<th>Chapters</th>
<th>CAGP Foundation</th>
<th>Total 2018</th>
<th>Restated Total 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and benefits</td>
<td>$339,225</td>
<td>$ -</td>
<td>106,176</td>
<td>$445,401</td>
<td>$349,139</td>
</tr>
<tr>
<td>Conference expenses</td>
<td>356,303</td>
<td>-</td>
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<td>356,303</td>
<td>350,569</td>
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<tr>
<td>Leave a Legacy</td>
<td>-</td>
<td>196,180</td>
<td>-</td>
<td>196,180</td>
<td>188,964</td>
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<tr>
<td>Professional fees</td>
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<td>-</td>
<td>34,293</td>
<td>99,617</td>
<td>46,243</td>
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<td>Chapter events</td>
<td>-</td>
<td>89,267</td>
<td>-</td>
<td>89,267</td>
<td>77,148</td>
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<tr>
<td>Administration</td>
<td>37,271</td>
<td>43,011</td>
<td>8,246</td>
<td>88,528</td>
<td>85,169</td>
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<tr>
<td>Meals</td>
<td>29,695</td>
<td>-</td>
<td>28,944</td>
<td>58,639</td>
<td>15,410</td>
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<tr>
<td>Accommodations</td>
<td>28,904</td>
<td>-</td>
<td>25,740</td>
<td>54,644</td>
<td>8,593</td>
</tr>
<tr>
<td>Travel</td>
<td>25,330</td>
<td>-</td>
<td>14,333</td>
<td>39,663</td>
<td>16,329</td>
</tr>
<tr>
<td>Rent</td>
<td>30,257</td>
<td>-</td>
<td>7,200</td>
<td>37,457</td>
<td>33,481</td>
</tr>
<tr>
<td>Office</td>
<td>26,300</td>
<td>-</td>
<td>9,433</td>
<td>35,733</td>
<td>27,940</td>
</tr>
<tr>
<td>Memberships and honourariums</td>
<td>25,285</td>
<td>-</td>
<td>6,000</td>
<td>31,285</td>
<td>33,510</td>
</tr>
<tr>
<td>Partner fees</td>
<td>7,950</td>
<td>-</td>
<td>-</td>
<td>7,950</td>
<td>26,300</td>
</tr>
<tr>
<td>Translation</td>
<td>5,174</td>
<td>-</td>
<td>-</td>
<td>5,174</td>
<td>6,352</td>
</tr>
<tr>
<td>Meeting facilities</td>
<td>2,226</td>
<td>-</td>
<td>-</td>
<td>2,226</td>
<td>843</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$979,244</strong></td>
<td><strong>$328,458</strong></td>
<td><strong>$240,365</strong></td>
<td><strong>$1,548,067</strong></td>
<td><strong>$1,265,990</strong></td>
</tr>
</tbody>
</table>

**Net Revenue (Expenses) for the Year**

<table>
<thead>
<tr>
<th>Revenue</th>
<th>National Office</th>
<th>Chapters</th>
<th>CAGP Foundation</th>
<th>Total 2018</th>
<th>Restated Total 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$ (81,930)</strong></td>
<td><strong>$ (10,764)</strong></td>
<td><strong>$ 131,520</strong></td>
<td><strong>$ 38,826</strong></td>
<td><strong>$ 149,678</strong></td>
<td></td>
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