



**Annual Meeting**

**March 4, 2026**

# Agenda

**1. Call to Order**

**2. Consent Agenda**

- a. Approval of the 2025 Annual Meeting minutes (with reports)
- b. Approval of 2025 Financials

**3. President's Report**

- a. Education Report
- b. Membership Report
- c. Communications Report
- d. Finance Report

**4. Awards & Recognition**

**5. Meeting Adjournment**



**2024 Annual Meeting Minutes**  
**Wednesday, March 5, 2025**

**I. Call to Order**

**II. Consent Agenda**

Approval of the 2024 Annual Meeting minutes

Consent motion to approve made, seconded and approved.

**III. President's Report**

Education has been strong and growing webinar programming, enhancing value for membership. Encourage members and resource providers to reach out if interested in hosting webinar; average 20 attendees per session. Each is CFRE certified.

Membership: 192 members, increase of 54 members from 2023. Enterprise memberships well received. Encourage your colleagues to join. Membership committee has representation from every New England state.

Communications - quarterly Focus newsletter and social media (Liz). Follow and share on social media.

Finance report: \$15,842 in net income. Great response from sponsor and growing membership and conference attendance.

Honored to have been a steward of this organization, strengthening membership, increasing education offerings. Thanks to the board and committees for professionalism and dedication.

**IV. President's Awards**

Betsy Cross - Co-Chair 2024 conference

Sarah Moore - Co-Chair 2024/2025 conference

Dawn Morrison - Co-Chair 2025 conference

Thank you to departing board members: Martin Richman, Sandie Phipps, Dave Chase

Thank you to departing executive committee members, Robin Popp, Joanne Gregory

Thank you to Jenn Clark, stepping in after Covid as president and awarding Lifetime Membership Award.

Slate of Officers for vote:

Incoming President - Emily Brooks

President Elect - Wendy Lux

VP of Education - Trish Rexhouse

VP of Membership - Erica Bryson

VP Of Communications - Sarah Kalagher



**2024 Annual Meeting Minutes**  
**Wednesday, March 5, 2025**

VP of finance and Treasury - Ellie Willmann

Motion made, seconded and approved in favor.

Motion made, seconded and approved for Wendy Lux as President Elect.

Message from incoming president: Honored to be serving in this position. Fundraising since 25 - not just skillset, but an art. Commends everyone here today for continuing their education. This is a great conference and a great organization. Reach out if you want to be more involved - great opportunities. Working on building out our affinity groups and mentor program. Expanding the ways in which we provide our membership value.

**V.** Meeting Adjournment



**2024 Annual Meeting Minutes**  
**Wednesday, March 5, 2025**

**2024-2025 President's Report**

**Dear NEAHP Community,**

It is truly remarkable how quickly my two-year term as President has passed. As I reflect on this journey, I am deeply honored to have served as a steward of this incredible organization—one that has championed and supported development professionals since its founding 65 years ago.

When I stepped into this role in 2023, the future felt uncertain. We were emerging from the challenges of COVID-19, our healthcare institutions were navigating financial pressures that strained philanthropy, and the landscape of our profession was rapidly evolving with advancements like AI and a growing focus on social determinants of health. In the face of these changes, one truth remained unwavering: the passion, resilience, and dedication of the NEAHP membership.

Through every challenge, we have not only endured—we have thrived. Together, we have:

- Expanded the depth and frequency of our educational offerings, ensuring our members are equipped for the future.
- Strengthened membership and deepened engagement in our networking and professional development opportunities.
- Bolstered our financial foundation, setting the stage for continued growth and impact.

This progress is a testament to you—our members—who fuel NEAHP's success through your dedication, expertise, and volunteerism. From our executive committee and board to our conference planners and content experts, your contributions are the heartbeat of this organization.

As we look ahead, I have every confidence in the incoming leadership team and the bright future that lies before us. Our work is more vital than ever, and I know that together, we will continue to elevate philanthropy, strengthen our institutions, and make a profound impact on the communities we serve.

Thank you for your unwavering commitment to our shared mission. I look forward to staying actively engaged and witnessing the incredible achievements that are yet to come.

With gratitude and optimism,

John F. Donovan

President, New England Association for Healthcare Philanthropy



2024 Annual Meeting Minutes  
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## NEAHP Annual Meeting Education Report

### NEAHP Educational Conference

- A successful 2024 Annual Educational Conference was held March 4-6 in Mystic, Connecticut. Special thanks to co-chairs Betsy Cross and Sarah Moore for their leadership and hard work to put together an outstanding conference.

### Virtual Learning

#### NEAHP “Ask the Experts” Webinar Series\*

(10 webinar sessions held 2024-2025)

- **March – Process & Tools to Determine a Respectful Major Gift Ask Amount**  
Presented by: Larry Raff, Copley Raff (24 attendees)
- **May – Challenging Conventional Thought in Fundraising and Hiring**  
Presented by: Elsa Gomes Bondlow, Lindauer Global (22 attendees)
- **June – The ABCs and 123s of DAFs**  
Presented by: Melissa Bank Stepno, DAFinitive® (18 attendees)
- **July – Unlocking the Secrets of Executive Presence**  
Presented by: Lori Counts, FAHP, Accordant Philanthropy (20 attendees)
- **August – Scaling Grateful Patient and Physician Engagement Programs: Finding the Right Fit for Your Organization**  
Presented by: Kevin Ralph, The Angeletti Group (20 attendees)
- **September - Leveraging Volunteer Involvement in Fundraising**  
Presented by: Robin Popp, Robin Popp & Assoc., and Betsy Cross, Legacy Lifecare (16 attendees)
- **October – Growing Your Donor Pipeline for Sustainable Fundraising**  
Presented by: Chris Campbell, Givzey (18 attendees)
- **November – “Plannual” Giving; Growing your Annual Fund with Planned Giving Tactics**  
Presented by: Greg Wilson, Planned Giving Marketing (18 attendees)
- **December – “Beyond Giving Tuesday” Strategies to Maximize Year-End Fundraising Efforts**  
Presented by: Leigh Janczak, The Giving Collaborative and Wendy Lux, Northern Light Health Foundation (21 attendees)
- **February – Finding your Coaching Voice with Clinical Partners**  
Presented by: Walt Edwards, Graham-Pelton (22 attendees)

There were 200 total attendees to the Ask the Experts webinar series.

\*All sessions approved for CFRE credit.

### Future

- 2025 Educational Conference led by co-chairs Sarah Moore, Middlesex Health, and Dawn Morrison, MaineHealth held in Cape Cod, Massachusetts.



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- The Asking Workshop, March 3, 2024  
Presented by David Garamella, CFRE, Founder and Sr. Principal, The Giving Collaborative;  
and Grace Linhard, Chief Development Officer, Nuvance Health
- AHP Development Primer, March 3, 2024  
Presented by: John F. Donovan, Principal Consultant, Accordant Philanthropy  
Betsy Cross, VP of Development, Legacy Lifecare  
Pamela Puleo, CFRE, FAHP, FCEP, Associate, Thompson and Associates  
Ellie Willmann, VP of Philanthropy, MaineHealth

**Thank You!**

To all who shared their time and talent with NEAHP throughout the year to help foster philanthropic support for the organizations and communities we serve. We greatly appreciate your commitment to sharing your knowledge and expertise to support professional development and advance our profession.

Respectfully Submitted,  
Wendy M. Lux, CFRE  
VP of Education



**2024 Annual Meeting Minutes  
Wednesday, March 5, 2025**

**Membership Report, Annual Meeting**

NEAHP membership has representation from every New England state. The Association’s membership reflects the region’s healthcare philanthropy community, spanning community hospitals, academic medical centers, hospices, visiting nurse associations, community health centers, long term care facilities, substance use and behavioral health centers and more.

**2024 In Review**

**Statistics**

In 2024, we had a total of 192 members representing an increase of 54 members over 2023 – a 39% increase

**Membership Committee**

The Membership Committee includes representatives from each New England state. Thank you to the committee for your dedication to our membership:

Connecticut: Amanda Nardiello  
Maine: Amanda Wood  
Massachusetts: Robin Popp

New Hampshire: Sandie Phipps  
Rhode Island: Erica Bryson  
Vermont: Jennifer Layn

**Member Benefits**

Our members’ annual dues investment delivers the following benefits:

- Discounted registration for NEAHP Annual Educational Conference
- **6 Members Only** New England Networking Series
- 10 Virtual webinars, complimentary to members
- Job Board and (members-only) real-time job alert emails
- Direct access to colleagues via member directory and social media
- Quarterly *Focus* newsletter, and other information resources
- Members Only Networking Sessions

**New Membership Structure**

In 2024, we were pleased to deliver a new Corporate Membership Structure with a discounted membership fee based on number of members from an organization. The structure is as follows:

<u># of Members</u>	<u>Fee</u>
1	\$150
2	\$275
3 - 5	\$415
6 - 11	\$825
11 - 20	\$1,500



**2024 Annual Meeting Minutes**  
**Wednesday, March 5, 2025**

The new membership structure resulted in a large jump in membership. At the end of December 2024, we had 192 members compared to the 138 in 2023.

**New Member Reception**

Amanda Wood and Jennifer Layn coordinated the New Member Reception for the March 2025 conference and I'd like to thank them for their dedication and creativity.

**Thank you!**

You, the members, are the heart of NEAHP! Our strength comes from the active involvement of each of you. Whether you volunteered as a Board or committee member, presented at a conference or webinar, or participated in any of our events this past year, we truly appreciate your contributions. If you're interested in getting more involved with NEAHP, we'd love to have you! Feel free to reach out to any board member.

Respectfully submitted,

**Robin Popp**

Vice President, Membership



**2024 Annual Meeting Minutes**

**Wednesday, March 5, 2025**

**NEAHP**

## **Communications Report**

We have sent four Focus newsletters since the last conference and look forward to more robust communications in the year ahead. We encourage membership to share ideas and stories as we continue to develop this newsletter and work to ensure our communications are as informative and beneficial to our members as possible.

Our social media channels and emails continue to be our major drivers for NEAHP communications. I would like to thank Liz Syzmanoski for her incredible work and support in promoting the good work of NEAHP on these channels.

Please be sure to like and follow our social media channels:

Facebook: <https://www.facebook.com/NewEnglandAHP>

LinkedIn: <https://www.linkedin.com/groups/1772155/>

We will continue to keep our membership informed in 2025, prioritizing timely communication and keeping our website as up to date as possible.

If you have an interest in being more involved with NEAHP and are interested in assisting with communications, please reach out to me at [sarah.kalagher@mainegeneral.org](mailto:sarah.kalagher@mainegeneral.org)

Respectfully submitted,  
Sarah Kalagher  
Vice President & Secretary



**2024 Annual Meeting Minutes**  
**Wednesday, March 5, 2025**

**NEAHP**  
**2024 Finance Report**

<u>2024</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue	\$127,884.32	\$118,050	\$9,834.32
Expense	\$112,059.41	\$127,949.57	\$15,890.57
Net Income	\$15,842.91	(\$9,899.57)	\$25,742.48

\*Actual net income was 260.04% better than budgeted expectation, which had a forecasted loss.

Balance Sheet as of 12/31/2024 = \$127,579.39

Balance Sheet as of 12/31/2023= \$111,754.48

Respectfully submitted,

Joanne Gregory

Vice President & Treasurer

NEAHP  
Balance Sheet  
December 31, 2025

UNAUDITED

ASSETS

Current Assets		
Cash Checking	\$	89,761.13
Savings Account		48,674.37
PayPal		<u>4,849.52</u>
Total Current Assets		143,285.02
Property and Equipment		<u>                    </u>
Total Property and Equipment		0.00
Other Assets		<u>                    </u>
Total Other Assets		<u>0.00</u>
Total Assets	\$	<u><u>143,285.02</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		<u>                    </u>
Total Current Liabilities		0.00
Long-Term Liabilities		<u>                    </u>
Total Long-Term Liabilities		<u>0.00</u>
Total Liabilities		0.00
Capital		
Retained Earnings	\$	127,579.39
Net Income		<u>15,705.63</u>
Total Capital		<u>143,285.02</u>
Total Liabilities & Capital	\$	<u><u>143,285.02</u></u>

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*NEAHP Income Statement For the Twelve Months Ending December 31, 2025 CASH BASIS*

<b>INCOME/EXPENSE</b>	<b>2024 Year to Date</b>	<b>2025 Year to Date</b>
<b>Income:</b>		
Annual Dues - 2024	\$ 14,430.00	\$ 0.00
Annual Dues - 2025	8,880.00	14,185.00
Annual Dues - 2026	0.00	11,400.00
Interest	4.51	4.71
CD Interest	1.38	0.37
Conf 2024- Spons & Exhib	32,000.00	0.00
Conf 2024- Regs & Spec Events	50,165.00	0.00
Conf 2025- Misc. Income	600.00	300.00
Conf 2025- Spons & Exhib Early	11,000.00	0.00
Conf 2025- Spons & Exhib	0.00	35,000.00
Conf 2025- Regs & Spec Events	5,113.43	54,161.54
Conf 2026- Spons & Exhib Early	0.00	18,300.00
Web Revenue- Job Postings	3,150.00	1,700.00
Programs- Webinars	1,320.00	510.00
Miner Scholars - Income	0.00	0.00
Donation- Fithian Scholarship	1,220.00	1,770.00
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<b>Total Income</b>	<b>127,884.32</b>	<b>137,331.62</b>
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<b>Expenses:</b>		
<b>Administration</b>		
Admin Misc	72.00	518.50
Annual Audit	2,695.78	2,506.19
Archives	420.00	499.70
Board Gift	176.88	1,085.09
Board Meetings	0.00	70.00
Contract Services	25,703.40	27,529.85
Insurance	2,351.00	2,420.00
Office Supplies	30.01	379.51
Phone & Postage (misc.)	660.73	749.38
Printing (letterhead)	0.00	545.06
Photocopies	63.10	16.35
	<hr/>	<hr/>
<b>Total Administration</b>	<b>32,172.90</b>	<b>36,319.63</b>
	<hr/>	<hr/>
<b>Communications</b>		
Web Page	1,588.48	2,397.06
	<hr/>	<hr/>
<b>Total Communications</b>	<b>1,588.48</b>	<b>2,397.06</b>
	<hr/>	<hr/>
<b>Education</b>		
Conf 2024 - Administration	9,094.58	0.00
Conf 2024 - Facility	38,868.26	0.00
Conf 2024 - Facility Deposit	(5,600.00)	0.00
Conf 2024 - AV Services	11,999.45	0.00
Conf 2024 - Materials	2,328.12	0.00
Conf 2024 - Promotion	744.16	0.00
Conf 2024 - Speakers	5,440.85	0.00
Conf 2024 - Gifts	669.18	0.00
Conf 2024 - Hotel Rooms	982.10	0.00
Conf 2024 - Cvent/CC Fees	736.56	0.00
Conference 2025	5,579.19	0.00
Conf 2025 - Administration	0.00	9,202.49

*NEAHP Income Statement For the Twelve Months Ending December 31, 2025 CASH BASIS*

<b>INCOME/EXPENSE</b>	<b>2024 Year to Date</b>	<b>2025 Year to Date</b>
Conf 2025 - Facility	3,000.00	37,676.30
Conf 2025 - AV Services	0.00	7,162.02
Conf 2025 - Materials	0.00	1,884.16
Conf 2025 - Promotion	0.00	631.76
Conf 2025 - Speakers	0.00	5,250.00
Conf 2025 - Gifts	0.00	876.99
Conf 2025 - Hotel Rooms	0.00	0.00
Conf 2025 - Registration	0.00	0.00
Conf 2025 - Cvent	0.00	50.76
Conf 2025 - Transaction Fees	0.00	1,567.57
Conf 2026 - Administration	0.00	1,276.53
Conf 2026 - Facility Deposit	0.00	7,500.00
Conf 2026 - Cvent	0.00	5,579.19
RoundTables / Virtual Learning	169.89	169.89
	<hr/>	<hr/>
<b>Total Education</b>	<b>74,012.34</b>	<b>78,827.66</b>
<b>Membership</b>		
Mailings/Postage (Prospect)	0.00	0.00
Mailings/Postage (renewal)	0.00	0.00
Credit Card/Bank Fees	3,099.51	2,842.47
Awards	0.00	250.64
Primer Scholarship	0.00	0.00
Fithian Scholarship	550.00	0.00
Phil of Year - Luncheon, Award	288.10	0.00
Member Promotion	0.00	0.00
Subscriptions (Surveys, etc.)	348.08	988.53
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<b>Total Membership</b>	<b>4,285.69</b>	<b>4,081.64</b>
<b>Other</b>		
	<hr/>	<hr/>
<b>Total 'Other'</b>	<b>0.00</b>	<b>0.00</b>
	<hr/>	<hr/>
<b>Total Expenses</b>	<b>112,059.41</b>	<b>121,625.99</b>
	<hr/>	<hr/>
<b>Net Income</b>	<b>\$ 15,824.91</b>	<b>\$ 15,705.63</b>
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# President's Report

**Emily Brooks, President & Sponsorship Chair**

1. Call to Order
2. Welcome
3. Consent Agenda
  - a. Approval of the 2025 Annual Meeting minutes
  - b. Approval of 2025 Financials
4. Updates
5. Committee Reports

# Education Report

**Trish Rexhouse, Vice President, Education**

1. 2026 NEAHP Annual Conference in Portland, Maine

2. **10 “Ask the Experts” Webinar programs** - 195 participants (an average of 20 per session); all sessions CFRE approved

- Donor Recognition Tracking in Blackbaud Raiser’s Edge NXT Database
- Transformative Leadership: Shaping Healthcare Philanthropy for an AI-Driven Future
- Key Lessons Learned Over 47 Years: Reflections and Insights on Values-based Estate Planning and Nonprofit Fundraising
- How to Have a Planned Giving Program Without a Planned Giving Officer
- Using Both Sides of your Brain in Grateful Patient Philanthropy
- Fundraisers Have Money Baggage Too: How backgrounds and assumptions can hold us back
- Special charitable financial planning opportunities for November 2025
- Reimagining Successful Donor Engagement Amidst Change and Challenge
- Once Upon a Data Point: Crafting Data Stories That Inspire Donors
- The First 90 Days: The Conversations That Make or Break Your Fiscal Year

3. **Focus E-Newsletter: Links to timely legislative and educational topics from sponsors**



# Membership Report

## Erica Bryson, Vice President, Education

Committee Members: Leigh Janczak (CT), Bryanne Bradley (MA), Sandie Phipps (NH), Erica Bryson (RI), Jenn Layn (VT)

**222 current members (up from 192 last year).**

### Annual benefits include:

- Discounted registration for NEAHP Annual Educational Conference
- 6 Members Only New England Networking Series
- 10 Virtual webinars, complimentary to members
- Job Board and (members-only) real-time job alert emails
- Direct access to colleagues via member directory and social media
- Quarterly Focus newsletter, and other information resources
- Members Only Networking Sessions

### Corporate Membership Structure

# of Members	# of Orgs	Investment
1	37	\$150
2	7	\$275
3 - 5	10	\$415
6 - 11	3	\$825
11 - 20	0	\$1,500
21 - 40	1	\$2,900

# Communications Report

**Sarah Kallagher, Vice President, Communications**

Social Media Support Team: Trish Rexhouse, Abbey Clair, Liz Syzmanoski

1. **Quarterly Focus E-Newsletters** (*exclusive membership benefit*)
2. **Email outreach**
  - a. 162 emails were sent via StarChapter (website email platform)
3. **Social media outreach**
  - a. LinkedIn: <https://www.linkedin.com/groups/1772155/>
  - b. 80 posts highlighting webinars, sponsors, membership and networking opportunities
  - c. LinkedIn Content has had 10,711 impressions

# Finance Report

**Bryanne Bradley, Treasurer**

<b>INCOME/EXPENSE</b>	<b>2024 Year-End</b>	<b>2025 Year-End</b>
Income	\$127,884	\$137,332
Expense	\$112,059	\$121,626
Net Income	\$15,825	\$15,706

**Total Cash Assets in Reserve: \$143,285**

# Awards & Recognition

## 2026 Conference Co-Chairs

Dawn Morrison

Trish Rexhouse, MBA

## Board Service Recognition

David Garamella

