



2024 Annual Meeting
Wednesday, March 6, 2024

7:30 a.m.

Mystic Marriott Hotel & Spa, Groton, CT

- I.** Call to Order
- II.** Consent Agenda
 - Approval of the 2023 Annual Meeting minutes
 - Approval of 2023 Financials
- III.** President's Report
- IV.** President's Awards
- V.** Meeting Adjournment

Enclosure
2023 Annual Meeting Minutes
2023 Financials



President's Report

Wednesday, March 6, 2024

NEAHP thrives because of the active volunteer participation of its members. The commitment from the executive committee, the board, the conference committee and other volunteers was extraordinary.

At last year's conference, the new board set out three priority areas as an organization, including to:

1. Elevate the frequency and variety of education opportunities
2. Update the membership structure to attract more members from our existing member organizations
3. Develop affinity-based user groups and best practice benchmarking

I am pleased to report our membership, education and financial updates for 2023 in the following reports. It was a successful year with increased membership and increased educational planning. Financially, we ended the year with a positive margin because of the conference credit from the cancellation of the 2020 conference.

We made nice progress on these goals and look forward to continuing to advance the work of New England Association for Healthcare Philanthropy in 2024.

Respectfully submitted,

John F. Donovan

President, New England Association for Healthcare Philanthropy



Education Report

Wednesday, March 6, 2024

NEAHP Annual Conference - 2023

- A successful 2023 Annual Educational Conference was held March 6-8 in Portsmouth, New Hampshire. Special thanks to co-chairs Sarah Kalagher and Amy McNaughton for their leadership and hard work to put together an outstanding conference.

Virtual Learning

NEAHP “Ask the Experts” Webinar Series*

(10 monthly sessions held 2023-2024)

- **May – *Trends and Issues In Healthcare Philanthropy***
Presented by: Betsy Chapin Taylor, FAHP, Founder and Principal, Accordant (24 attendees)
- **June – *Finding Your Success – It Lies Beyond Gratitude***
Presented by: Walt Edwards, President, Graham-Pelton (53 attendees)
- **July – *Ethical Fundraising***
Presented by: Maribeth Canning, Principal, Maribeth Canning Consulting (12 attendees)
- **August – *Why It Matters: A Dialogue on Women’s Giving***
Presented by: Jan W. Wood, MBA, CFRE, VP of Client Services, The Giving Collaborative (18 attendees)
- **September – *Small Shop – Big Work!***
Presented by: Emily Hutchison, M.Ed., Director of Philanthropy, Northeastern Vermont Regional Hospital (18 attendees)
- **October – *Perspectives on a Career in Healthcare Philanthropy***
Presented by: Bill Littlejohn, SVP & CEO, Sharp HealthCare Foundation (26 attendees)
- **November – *Growing a Sustainable Pipeline Using Artificial Intelligence***
Presented by: Kristen Elnicky, Vice President, Philanthropy Services, GOBEL (21 attendees)
- **December – *Charting a New Course: Healthcare Philanthropy in a Post-Pandemic World***
Presented by: Wendy Lux, CFRE, Vice President of Philanthropy, Northern Light Health Foundation; Ellie Willmann, CFRE, Vice President of Development, Pen Bay Medical Center & Waldo County General Hospital (18 attendees)
- **January – *Marketing, Public Relations and Philanthropy: Collaborators or Competitors?***



Presented by: Pamela Puleo, FAHP, FCEP, Principal Consultant, Puleo & Company;
Laurie Storey-Manseau, Principal, StoreyManseau, LLC (34 attendees)

- **February – The Systemization of Healthcare Philanthropy: How did we get here? And where are we headed?**

Presented by: Christopher J. O'Connor, CFRE, MBA, Chief Development Officer, Mass General Brigham (28 attendees)

There were 252 total attendees to the Aske the Experts webinar series.

*All sessions approved for CFRE credit.

Special thanks to Maribeth Canning of Maribeth Canning Consulting for planning the monthly webinar series along with the dynamic presenters for sharing their time and talent to support the professional development of those who serve in healthcare philanthropy.

Future

- 2024 Annual Educational Conference led by co-chairs Betsy Cross, Brigham and Women's Hospital, and Sarah Moore, Middlesex Health
- The Asking Workshop, March 4, 2024
Presented by David Garamella, CFRE, Founder and Sr. Principal, The Giving Collaborative; Grace Linhard, Chief Development Officer, Nuvance Health
- AHP Development Primer, March 4, 2024
Presented by: Pamela Puleo, CFRE, FAHP, FCEP, Puleo & Company;
John Donovan, Accordant Philanthropy; Laura Gingras, CPA, CFRE, Monadnock Community Hospital; Chris O'Connor, CFRE, Mass General Brigham

Thank You!

To all who share their time and talent with NEAHP throughout the year and to help foster philanthropic support for the organizations and communities you serve.

Respectfully Submitted,

Wendy M. Lux, CFRE

Vice President, Education, New England Association for Healthcare Philanthropy



Membership Report

Wednesday, March 6, 2024

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.

2023 In Review

In 2023, we had a total of 138 members representing an increase of 16 members over 2022.

Membership Committee

Last year, the Membership Committee expanded to include representatives from each New England state. Thank you to the committee for your dedication to our membership:

Connecticut: Amanda Nardiello

New Hampshire: Sandie Phipps

Maine: Amanda Wood

Rhode Island: Erica Bryson

Massachusetts: Robin Popp

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
- 12 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
- Monthly Focus newsletter, and other information resources
- Members Only Networking Sessions

New Membership Structure

For 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:

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



The Membership Renewal and New Member Campaign kicked off in September of 2023 with a series of outreach calls, emails and postings on social media. The new membership structure has already resulted in a large jump in membership. At the end of February 2024, we had 191 members compared to the 138 in 2023.

New Member Reception

The Membership Committee coordinated the New Member Reception for the March 2024 conference and I'd like to thank them for their dedication and creativity.

Thank you!

You, the members, are NEAHP! Our strength depends on the active participation of each of you. If you volunteered as a Board or committee member, served as a conference or webinar presenter, or participated in a conference, webinar, or networking event over the past year, we thank you! If you are interested in becoming more involved in the work of NEAHP, we welcome you ... please reach out to any board member!

Respectfully submitted,

Robin Popp

Vice President, Membership, New England Association for Healthcare Philanthropy



Finance Report
Wednesday, March 6, 2024

- Total 2023 revenues were \$95,645.76 on a budget of \$123,900.00.
- Total expenses were \$88,894.70 on a budget of \$108,775.58. This was mainly due to a 2023 hotel credit of \$24,995.42.
- Net income was \$6,751.06 on a budget of \$15,124.42 for a net loss of \$8,373.36.
- Balance Sheet as of 12/31/23 is \$111,754.48.

Respectfully submitted,

Joanne Gregory, CFRE

Treasurer, New England Association for Healthcare Philanthropy



Communications Report

Wednesday, March 6, 2024

This past year has been one of learning and growth! Our social media channels and emails continue to be our major drivers for NEAHP communications. I would like to thank Liz Szymanoski for her incredible work and support in promoting the good work of NEAHP.

We have sent four Focus newsletters since the last conference, and look forward to more robust communications in the year ahead. We will be working closely with Membership and Education to ensure our communications are as informative and beneficial to our members as possible.

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

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

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

Updating and refining our NEAHP website will be a focus in 2024. We are seeking assistance with our website and Focus newsletter. If you have an interest in being more involved with NEAHP and are interested in either of these areas, please reach out to me at sarah.kalagher@mainegeneral.org.

Respectfully submitted,

Sarah Kalagher

Vice President & Secretary, New England Association for Healthcare Philanthropy

Enclosure

2023 Annual Meeting Minutes
2023 Financials



2023 Annual Meeting

Wednesday, March 8, 2023

Sheraton Portsmouth Harborside, Portsmouth, NH

I. President's Report

Jennifer Clark

Jennifer opened the meeting by welcoming everyone and called for a vote to approve the minutes from the 2022 annual meeting. Minutes were approved.

Jennifer thanked the conference committee, led by Sarah Kalagher and Amy McNaughton, for all of their hard work in ensuring the 2023 in-person conference would be a success.

Jennifer shared her personal story of finding purpose in life and through her work and encouraged others to reflect on the meaning their work brings to their lives.

II. Education

*Jennifer Clark standing in for Gail Dexter
Vice President, Education*

The Education report was provided by Jennifer in Gail's absence. It was reported that webinars took place in, May, June and August of 2022. A virtual AHP Primer was held in April 2022.

III. Membership

*Robin Popp, CFRE
Vice President, Membership*

Robin reported NEAHP has 125 members, with representation from every New England state. NEAHP's membership reflects the breadth and depth of the region's healthcare philanthropy community, spanning community hospitals, academic medical centers, hospices, VNAs, community health centers, substance use and behavioral health centers, and more.

2022 Initiatives:

- Membership Renewal and New Member campaigns kicked off in November 2022.
- The membership committee is implementing an Ambassador Program to assist with member satisfaction and retention.
- New Member Reception, led by Melinda Ferrazzo and Amanda Wood, was held at the Annual Conference.

Virtual Networking Events throughout the year enabled members to connect with one another.

IV. Communications

*Dave Garamella, CFRE
Vice President, Communications*

The NEAHP *Focus* newsletter, NEAHP website, and social media outlets are the major drivers for the Communications Team. Correspondence had two main components:

- Educate our current and potential members on healthcare philanthropy best practices
- Inform current and potential members and sponsors of the benefits of NEAHP and its many offerings.

Under the editorial direction of Betsy Cross, CFRE, the *Focus* newsletter was distributed electronically five times to our members. All issues are available for download on the NEAHP website.

The NEAHP social media presence continued to grow under Elizabeth Szymanoski; it is the most active form of direct contact with our membership base. Follow NEAHP on Facebook and LinkedIn.

The website has remained constant throughout the past year, with form and function changes in 2023.

V. Finance

*Joanne Gregory, CFRE
Vice President, Finance/Treasurer*

It was reported that we ended FY 2022 with a net gain of \$8,759 against a projected gain of \$14,821. Conference revenues have helped to bolster the financial health of the organization and NEAHP finances have been on an upward trend.

VI. President's Awards

Jennifer Clark

Jennifer took a few minutes to express her gratitude to Gail Dexter, CFRE, who departed the NEAHP Executive Committee in September, and to Dave Garamella, CFRE who dedicated himself to NEAHP communications efforts. Dave will remain on the NEAHP Board in an at-large position. She reiterated her thanks to Sarah Kalagher and Amy McNaughton, for chairing the 2023 annual conference. Finally, Jennifer recognized Jessica Symonds, CFRE, who served as NEAHP President during 2019-2021 by presenting her with a special gift.

VII. Election of Officers

*Jessica Symonds, CFRE
Chair, Nominating Committee*

The following officers were elected into office for the 2023-2025 term:

President: John Donovan, CFRE

VP Communications/Secretary: Sarah Kalagher

President-Elect: Emily Hutchison, Ed.D.

VP Education: Wendy Lux, CFRE

VP Finance/Treasurer: Joanne Gregory, CFRE

VP Membership: Robin Popp, CFRE

VIII. Other Business

NONE

IX. Remarks

John Donovan, CFRE

John Donovan thanked Sarah Kalagher and Amy McNaughton and all of the committee members for their tireless efforts on the conference. He thanks Jenn Clark for her leadership as President, indicating it was a significant challenge for the organization during the pandemic. John reinforced the organization is only successful because of the active volunteerism of the members and that this engagement afforded more opportunities with efforts focused in strategic areas including:

1. Membership restructure that includes more staff from our member organizations to deepen NEAHP activities
2. Elevated virtual programming in each month of the year to harness the depth of membership expertise
3. Establish member-led subject area user-groups convened to discuss and seek guidance on a variety of topics
4. Identify and share best practices and data that is unique to NEAHP members and unavailable elsewhere in industry associations and institutions.

John indicated he looked forward to working with the board and membership in pursuit of these goals.

The meeting was adjourned.

NEAHP
Balance Sheet
December 31, 2023

ASSETS

Current Assets		
Cash Checking	\$	63,088.58
Fixed Term CD- 2144		5,000.00
Savings Account		<u>43,665.90</u>
Total Current Assets		111,754.48
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>111,754.48</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	\$	105,003.42
Net Income		<u>6,751.06</u>
Total Capital		<u>111,754.48</u>
Total Liabilities & Capital	\$	<u><u>111,754.48</u></u>

NEAHP Income Statement For the Twelve Months Ending December 31, 2023 CASH BASIS

INCOME/EXPENSE	Current Month	2023 Year to Date	2023 Annual Budget
Income:			
Annual Dues - 2023	0.00	12,600.00	12,750.00
Annual Dues - 2024	5,665.00	6,955.00	4,000.00
Interest	0.37	4.36	0.00
CD Interest	0.12	1.50	0.00
Conf 2023- Spons & Exhib	0.00	15,000.00	21,500.00
Conf 2023- Regs & Spec Events	0.00	47,344.90	66,400.00
Conf 2024- Spons & Exhib Early	4,000.00	8,000.00	10,000.00
Web Revenue- Job Postings	150.00	3,500.00	5,500.00
Programs- Webinars	30.00	880.00	500.00
Programs- Workshops	0.00	0.00	2,000.00
Miner Scholars- Income	0.00	1,360.00	1,250.00
Total Income	9,845.49	95,645.76	123,900.00
Expenses:			
Administration			
Admin Misc	0.00	35.00	250.00
Annual Audit	0.00	2,320.00	2,000.00
Archives	70.00	455.00	400.00
Board Gift	0.00	1,222.83	1,000.00
Board Meetings	0.00	65.19	500.00
Contract Services	3,769.79	25,769.79	24,000.00
Donations	0.00	0.00	0.00
Insurance	2,284.00	2,284.00	2,200.00
Office Supplies	6.28	33.72	100.00
Phone & Postage (misc.)	106.30	819.66	900.00
Printing (letterhead)	0.00	0.00	500.00
Photocopies	3.35	26.50	200.00
Total Administration	6,239.72	33,031.69	32,050.00
Communications			
Web Page	122.19	1,144.38	1,200.00
Total Communications	122.19	1,144.38	1,200.00
Education			
Conf 2023 - Administration	0.00	8,731.04	11,750.00
Conf 2023 - Facility	0.00	18,884.01	41,062.00
Conf 2023 - AV Services	0.00	0.00	15,000.00
Conf 2023 - Materials	0.00	1,460.88	350.00
Conf 2023 - Speakers	0.00	4,741.09	5,500.00
Conf 2023 - Gifts	0.00	603.95	0.00
Conf 2023 - Hotel Rooms	0.00	0.00	1,309.00
Conf 2023 - Registration	0.00	500.00	0.00
Conf 2023 - Whova/CC Fees	0.00	3,895.96	10,000.00
Conf 2023 - Miscellaneous	0.00	625.00	0.00
Conf 2023 - 2022 Hotel Credit	0.00	0.00	(24,995.42)
Conference 2024	0.00	5,579.19	0.00
Conf 2024 - Facility Deposit	0.00	5,600.00	5,600.00
Conf 2025 - Facility Deposit	2,000.00	2,000.00	0.00
RoundTables / Virtual Learning	0.00	159.27	0.00
Total Education	2,000.00	52,780.39	65,575.58

NEAHP Income Statement For the Twelve Months Ending December 31, 2023 CASH BASIS

INCOME/EXPENSE	Current Month	2023 Year to Date	2023 Annual Budget
Membership			
Mailings/Postage (Prospect)	0.00	0.00	500.00
Mailings/Postage (renewal)	0.00	0.00	500.00
Credit Card/Bank Fees	233.46	1,493.38	3,500.00
Awards	0.00	274.60	0.00
Fithian Scholarship	0.00	0.00	1,000.00
Phil of Year - Luncheon, Award	0.00	0.00	450.00
Member Promotion - 2024	0.00	100.00	2,500.00
Subscriptions (Surveys, etc.)	0.00	70.26	1,500.00
Total Membership	233.46	1,938.24	9,950.00
Other			
Total 'Other'	0.00	0.00	0.00
Total Expenses	8,595.37	88,894.70	108,775.58
Net Income	\$ 1,250.12	\$ 6,751.06	\$ 15,124.42