



4801 Lindle Road, Harrisburg, PA 17111 | 717.236.8584 | www.pano.org

PANO MEMBERSHIP APPLICATION

Organizational Information

Executive Director: \_\_\_\_\_ \*Email: \_\_\_\_\_
Board Contact: \_\_\_\_\_ \*Email: \_\_\_\_\_
Primary Contact: \_\_\_\_\_ \*Email: \_\_\_\_\_
Organization: \_\_\_\_\_
Address: \_\_\_\_\_
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_
Phone: \_\_\_\_\_ Website: \_\_\_\_\_
Annual Operating Budget: \$ \_\_\_\_\_ Do you own property? \_\_\_\_\_
Are you sales tax exempt? \_\_\_\_\_ EIN: \_\_\_\_\_ Year Incorporated: \_\_\_\_\_
Number of Full-Time Employees: \_\_\_\_\_ Number of Part-Time Employees: \_\_\_\_\_
Number of Volunteers: \_\_\_\_\_ Number of People Served Annually: \_\_\_\_\_
Are you registered with the Bureau of Corporations and Charitable Organizations? \_\_\_\_\_

What Membership Benefits Do You or Will You Use?

- Job Board (75% off position postings)
Free Access to Ask PANO (formerly Nonprofit Helpdesk)
Discounted Training & Events
Customized Trainings for Your Organization
Standards for Excellence Free Educational Resources
Standards for Excellence Accreditation & Recognition Program
Public Policy & Advocacy Actions & Info
Discounted Publications and Reports
Unemployment Insurance Savings Program
Discounted Student Loan Management online tool
Employee Benefits Packages through My Benefit Advisor
Free Membership to The Nonprofit Risk Management Center
Discounted Fundraising Software
Discounted Background Checks
Discounted subscription to GrantStation
Energy Consulting with APPI
Discounted Marketing, Printing, & Websites with Firespring
Discounted Accounting and Financial Services
Discounted Donor Management Software with Auxilia
Discounted Online Recruitment Assessment Tool

Other Reason for Joining/Referred By: \_\_\_\_\_

Membership Dues

Nonprofit Organizations - Dues are based on operating budget (not including grants to other organizations)

- Under \$50,000 - \$105
Between \$51,000 and 199,999 - \$125
Between \$200,000 and \$499,999 - \$210
Between \$500,000 and \$699,999- \$365
Between \$700,000 and \$999,999- \$420
Between 1,000,000 and 1,999,999 - \$578
Between 2,000,000 and \$4,999,999 - \$675
Between 5,000,000 and \$7,999,999 - \$810
Between \$8,000,000 and \$15,999,999 - \$880
Between \$16,000,000 and \$24,999,999 - \$975
Between \$25,000,000 and \$44,999,999 - \$1100
\$45,000,000 and above - \$1300

Individual - \$120

Undergraduate Student - \$30 Graduate Student - \$60

New Member
Renewing Member
Nonprofit Individual Student
Amount Paid \$
Make checks payable to PANO - or - log in at www.pano.org to pay by credit card online. After logging in select My Memberships from the drop-down menu. If you encounter any issues or have any questions, please call the PANO office (717-236-8584) or reach out to Interim Membership Manager, Heather Giampapa (heather@pano.org).



## MEMBERSHIP BENEFITS OVERVIEW

<b>Advocacy</b>	<ul style="list-style-type: none"> <li>• <b>State and federal updates</b>, alerts, and calls to action</li> <li>• Bi-weekly “<b>Nonprofit Advocacy Matters</b>” e-newsletter</li> </ul>
<b>Consulting &amp; Training</b>	<ul style="list-style-type: none"> <li>• Free phone and email access to Ask PANO (formerly known as the Nonprofit Helpdesk)</li> <li>• Up to 55% discount on PANO <b>trainings, events, and conferences</b></li> <li>• 20% discount on <b>Tech Impact trainings</b></li> <li>• Access to <b>consulting and customized training</b></li> </ul>
<b>Fundraising</b>	<ul style="list-style-type: none"> <li>• 50% off <b>Auxilia’s</b> comprehensive donor software</li> <li>• 10% off cloud-based donor management app with <b>Bloomerang</b></li> <li>• Discounted <b>GrantStation</b> subscription (member rate of \$95 – normal price \$699)</li> <li>• \$150 off <b>Keela’s</b> already reasonably priced, cloud-based CRM</li> </ul>
<b>Human Resources</b>	<ul style="list-style-type: none"> <li>• 40-60% off background checks with <b>Coeus Global</b></li> <li>• 75% off job postings through the <b>PANO Job Board</b> – Only \$25 per post</li> <li>• Discounted online recruitment assessment tool through <b>PXT Select</b></li> </ul>
<b>Office Resources – Financial, Supplies, and Technology</b>	<ul style="list-style-type: none"> <li>• Discounted financial services with <b>Administrative and Consulting Solutions</b></li> <li>• Savings on websites, marketing, print, &amp; more with <b>Firespring</b></li> <li>• PANO members and their employees receive a 22% discount on Premium User accounts through <b>Savi’s</b> online student loan management tool</li> <li>• 10% discount on all paid subscriptions for <b>Cureo’s</b> collaboration software</li> </ul>
<b>Publications, Research, and Reports</b>	<ul style="list-style-type: none"> <li>• 30% off <b>Don Kramer’s Nonprofit Issues</b> subscription</li> <li>• 20% off the <b>Pennsylvania Nonprofit Handbook</b></li> <li>• 20% off the <b>Guide to Ethics in Your Nonprofit</b> book</li> <li>• 20% off the <b>Nonprofit Excellence: Strategies for a Challenging World</b> book</li> </ul>
<b>Risk Management &amp; Insurance</b>	<ul style="list-style-type: none"> <li>• Access Employee Benefit Packages through My Benefit Advisor</li> <li>• Free membership to <b>Nonprofit Risk Management Center (NRMC)</b></li> <li>• Save money with our <b>Unemployment Insurance Saving Program</b> through First Nonprofit Group</li> </ul>
<b>Sustainability</b>	<ul style="list-style-type: none"> <li>• Reduce and manage your energy expenses with <b>APPI</b></li> </ul>
<b>Standards for Excellence</b>	<ul style="list-style-type: none"> <li>• Free access to 30 <b>Standards for Excellence Educational Resources</b></li> <li>• <b>Free tools and resources</b> (990 Checklist, Board Matrix, and more!)</li> <li>• Discounted <b>Accreditation &amp; Basics Legal &amp; Regulatory Review</b> fees</li> </ul>

