



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/Donor Management Software
Discounted Background Checks
Discounted subscription to GrantStation
Discounted Marketing, Printing, & Websites with Firespring
Discounted Accounting and Financial Services
Discounted IT services with Splashwire
Discounted Online Recruitment Assessment Tool
Discounted board management/stakeholder engagement platform with Cureo

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 - \$110
Between \$51,000 and 199,999 - \$131
Between \$200,000 and \$499,999 - \$220
Between \$500,000 and \$699,999 - \$383
Between \$700,000 and \$999,999 - \$441
Between 1,000,000 and 1,999,999 - \$607
Between 2,000,000 and \$4,999,999 - \$709
Between 5,000,000 and \$7,999,999 - \$850
Between \$8,000,000 and \$15,999,999 - \$924
Between \$16,000,000 and \$24,999,999 - \$1,024
Between \$25,000,000 and \$44,999,999 - \$1,155
\$45,000,000 and above - \$1,366
Individual - \$126 | Undergrad Student - \$32 | Grad Student - \$63

New Member
Renewing Member
Nonprofit Individual Student
Amount Paid \$
Make checks payable to PANO and mail to PANO, Attn: Stephanie Chapuis, 4801 Lindle Road, Harrisburg, PA 17111.
To pay by credit card online, please log into or create an organizational account at www.pano.org, then select My Memberships from the drop-down menu.
If you encounter any issues or have questions, please call the PANO office (717-236-8584) or reach out to Membership & Consultant Collaborative Manager, Stephanie Chapuis (stephanie@pano.org).

## MEMBERSHIP BENEFITS OVERVIEW

<p><b>Advocacy</b></p>	<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>
<p><b>Consulting &amp; Training</b></p>	<ul style="list-style-type: none"> <li>• Free phone and email access to the <b>Ask PANO</b> Nonprofit Helpdesk</li> <li>• Up to 55% discount on PANO <b>trainings, events, and conferences</b></li> <li>• Discounts on <b>affiliate partner trainings</b> including Tech Impact, Firespring (FREE), Bloomerang (FREE), Risk Alternatives, and GrantsMagic U</li> <li>• Access to <b>consulting and customized training</b></li> </ul>
<p><b>Fundraising</b></p>	<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> </ul>
<p><b>Human Resources</b></p>	<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> <li>• FREE <b>Geographic Pay Adjustor</b> for the Bayer Center’s Biennial Salary Report</li> </ul>
<p><b>Office Resources – Financial, Supplies, and Technology</b></p>	<ul style="list-style-type: none"> <li>• Discounted financial services with <b>Administrative and Consulting Solutions</b></li> <li>• 20% off websites, marketing, print, &amp; more with <b>Firespring</b></li> <li>• 22% off Premium User accounts for <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> <li>• 10% discount on all Splashwire services and products (including one-time hardware and software purchases, recurring agreements, and hourly rates for professional services)</li> </ul>
<p><b>Publications, Research, and Reports</b></p>	<ul style="list-style-type: none"> <li>• 30% off <b>Don Kramer’s Nonprofit Issues</b> subscription</li> <li>• 20% off the <b>Achieving Governance Excellence: A Guide for Nonprofit Boards</b> book</li> </ul>
<p><b>Risk Management &amp; Insurance</b></p>	<ul style="list-style-type: none"> <li>• Access Employee Benefit Packages through <b>My Benefit Advisor</b></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>
<p><b>Sustainability</b></p>	<ul style="list-style-type: none"> <li>• Reduce and manage your energy expenses with <b>APPI</b></li> </ul>
<p><b>Standards for Excellence</b></p>	<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> <li>• Free downloadable <b>Standards for Excellence Codebook</b></li> </ul>

