

## 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?

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

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~~ **\$78.75**  
Between \$51,000 and 199,999 - ~~\$125~~ **\$93.75**  
Between \$200,000 and \$499,999 - ~~\$210~~ **\$157.50**  
Between \$500,000 and \$699,999 - ~~\$365~~ **\$273.75**  
Between \$700,000 and \$999,999 - ~~\$420~~ **\$315**  
Between 1,000,000 and 1,999,999 - ~~\$578~~ **\$433.50**  
Between 2,000,000 and \$4,999,999 - ~~\$675~~ **\$506.25**  
Between 5,000,000 and \$7,999,999 - ~~\$810~~ **\$607.50**  
Between \$8,000,000 and \$15,999,999 - ~~\$880~~ **\$660**  
Between \$16,000,000 and \$24,999,999 - ~~\$975~~ **\$731.25**  
Between \$25,000,000 and \$44,999,999 - ~~\$1100~~ **\$825**  
\$45,000,000 and above - ~~\$1300~~ **\$975**  
Individual - ~~\$120~~ **\$90**

**PA Downtown Center (PDC) Member Organizations receive a 25% discount on PANO membership!** Complete the form and mail to PANO, Attn: Heather Giampapa, 4801 Lindle Road, Harrisburg, PA 17111, or email to [heather@pano.org](mailto:heather@pano.org).

Amount Paid \$ \_\_\_\_\_

Make checks payable to PANO or pay by credit card online at [www.pano.org](http://www.pano.org) and login. After logging in select My Memberships from the drop-down menu, use the discount code **PDCmbr** to access discount. If you encounter any issues or have any questions, please call the PANO office: 717-236-8584 or email Interim Membership Manager, Heather Giampapa, at [heather@pano.org](mailto: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>