

**Your 2012 Exhibitor Registration Features:**

- \* **1 & 1/2 days of Attendee Contact and Networking** — *Additional 1/2 day for Exhibits!*
- \* **TWO Full-Conference Exhibitor Registrations Included** — *New this year!*  
*Make more contacts by having two attendees*
- \* **Inclusion on Exhibitor Stamp Card** — **No Additional Fees** — *New this year!*  
*Increase traffic to your booth — prizes TBD*
- \* **Choice of Booth Location (Selection on First-Paid—First-Served Basis)**  
*Diagram attached - please return to PANO with completed registration & payment*
- \* **Listing on PANO Website, Event Signage and Annual Conference Program Booklet**  
*Payments received by 1/20/12 will guarantee recognition in conference mailing*
- \* **One 8-foot Clothed and Draped Table Top, Two Chairs and FREE Wi-Fi!**

**Save**  
**25%**

**Early Bird Rates**  
**Apply Before**  
**1/20/12**

**Mission:** PANO leads Pennsylvania's Community Benefit Sector to achieve its fullest potential.

**Vision:** We envision a vibrant, thriving community where people realize their highest aspirations.

**PANO, Your Partner for Nonprofit Excellence**

Pennsylvania Association of Nonprofit Organizations  
 777 East Park Drive | Suite 300  
 Harrisburg, PA 17111  
 p: 717-236-8584  
 f: 717-236-8767  
[www.pano.org](http://www.pano.org)

**Day 1 Agenda\* - (April 16, 2012)**

11:30 a.m.—1:00 p.m.	Exhibitor Set-Up Time (Ballroom & Hallway)
1:00 p.m.—1:45 p.m.	Registration/Networking
1:45 p.m.—2:00 p.m.	Welcome Address
2:00 p.m.—2:45 p.m.	Keynote/Plenary Address
2:45 p.m.—3:25 p.m.	Exhibitors/Networking
3:30 p.m.—4:30 p.m.	Breakout Sessions
4:45 p.m.—6:00 p.m.	Standards for Excellence®
	Ceremony & Reception
7:00 p.m.—9:00 p.m.	Additional Exhibitor Set-Up/Break Down (Ballroom & Hallway)

\*Agenda and exact time frame is subject to change.

**Day 2 Agenda\* - (April 17, 2012)**

6:30 a.m.— 7:30 a.m.	Additional Exhibitor Set-Up Time (Ballroom & Hallway)
7:30 a.m.— 8:30 a.m.	Registration and Breakfast with Attendees
8:30 a.m.— 9:15 a.m.	Keynote/Plenary Session
9:15 a.m.—10:15 a.m.	Break with Exhibitors/Networking Time
10:30 a.m.—12:00 p.m.	Breakout Sessions
12:15 p.m.— 2:30 p.m.	Lunch, Annual Meeting, Prizes & Break with Exhibitors/Networking
2:45 p.m.— 4:15 p.m.	Breakout Sessions
4:15 p.m.	Adjourn

\*Agenda and exact time frame is subject to change.

	Ballroom Exhibit Space	Hallway Exhibit Space
<b>PANO Member Rates</b>	<b>Early Bird:</b> Before 1/20/12 \$625    \$500 - a savings of 25%!	<b>Early Bird:</b> Before 1/20/12 \$470    \$375 - a savings of 25%!
	<b>Regular:</b> After 1/20/12 - \$625	<b>Regular:</b> After 1/20/12 - \$470
<b>Nonmember Rates</b>	<b>Early Bird:</b> Before 1/20/12 \$940    \$750 - a savings of 25%!	<b>Early Bird:</b> Before 1/20/12 \$700    \$560 - a savings of 25%!
	<b>Regular:</b> After 1/20/12 - \$940	<b>Regular:</b> After 1/20/12 - \$700
<b>Additional Exhibit Staff</b>	<b>Early Bird:</b> \$88 \$70 - Before 1/20/12 - a savings of 25%!	
	<b>Regular:</b> \$88 - After 1/20/12	



**OVERNIGHT ACCOMODATIONS**

Best Western Premier | 800 East Park Drive | Harrisburg, PA 17111

A block of rooms has been reserved at a special rate of \$99 for the nights of April 15-17, 2012.

Call 717-561-2800 and specify PANO block to make reservations. **Cut-off date for PANO block rate is April 1, 2012.**

**Please note:** All fees must be paid in full by March 30, 2012. Registration is not considered complete until full payment is received. Cancellations must be received in writing by March 30, 2012. Cancellations received in this manner will be eligible for full refund less a \$25 administrative fee. Refunds will not be given for "no shows" or cancellations received after March 30, 2012 and payment in full is expected. Booth staff substitutions are permitted.

PANO is a 501(c)(3) nonprofit organization. Donations are tax deductible to the fullest extent allowed by law. The official registration and financial information of Pennsylvania Association of Nonprofit Organizations may be obtained from the Pennsylvania Department of State by calling toll free (within Pennsylvania): 1-800-732-0999. Registration does not imply endorsement.

# 2012 PANO ANNUAL CONFERENCE EXHIBITOR REGISTRATION FORM

*Thank You! We greatly appreciate your participation!*

**Don't forget to include your exhibit booth location choices when you register!**

**2012 PANO Annual Conference Exhibitor Rates:**

(Please check your exhibitor category below)

**PANO MEMBER RATES:**

- |  |  |
|--|--|
| <input type="checkbox"/> <b>Ballroom EARLY</b> — (Before 1/20/12)<br><del>\$625</del> <b>\$500</b> - a savings of 25%!<br><br><input type="checkbox"/> <b>Ballroom REGULAR</b> — (After 1/20/12)<br><b>\$625</b> | <input type="checkbox"/> <b>Hallway EARLY</b> — (Before 1/20/12)<br><del>\$470</del> <b>\$375</b> - a savings of 25%!<br><br><input type="checkbox"/> <b>Hallway REGULAR</b> — (After 1/20/12)<br><b>\$470</b> |
|--|--|

**NONMEMBER RATES:**

- |  |  |
|--|--|
| <input type="checkbox"/> <b>Ballroom EARLY</b> — (Before 1/20/12)<br><del>\$940</del> <b>\$750</b> - a savings of 25%!<br><br><input type="checkbox"/> <b>Ballroom REGULAR</b> — (After 1/20/12)<br><b>\$940</b> | <input type="checkbox"/> <b>Hallway EARLY</b> — (Before 1/20/12)<br><del>\$700</del> <b>\$560</b> - a savings of 25%!<br><br><input type="checkbox"/> <b>Hallway REGULAR</b> — (After 1/20/12)<br><b>\$700</b> |
|--|--|

**Additional Exhibit Staff:**

- |   |  |
|---|--|
| <input type="checkbox"/> <b>EARLY</b> — (Before 1/20/12)<br><del>\$88</del> <b>\$70</b> - a savings of 25%!<br><br><input type="checkbox"/> <b>REGULAR</b> — (After 1/20/12)<br><b>\$88</b> |  |
|---|--|

**Attendee Information:** (Please fill out all lines below)

[PANO Code: 54050.4]

Organization: \_\_\_\_\_ Primary Contact: \_\_\_\_\_

Conference Registration Name(s): (1) \_\_\_\_\_ (2) \_\_\_\_\_

Title(s): (1) \_\_\_\_\_ (2) \_\_\_\_\_

Additional Booth Staff Name(s) (extra fees apply): \_\_\_\_\_

Title(s): \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email(s)\*: \_\_\_\_\_

\*Required if you wish to receive email confirmation of your registration.

Do you have any special dietary or accessibility requirements? If so, please list: \_\_\_\_\_

**Please contact me to discuss sponsorship opportunities.  Yes  No**

**PAYMENT INFORMATION**

(Please check your payment method below)

*Registration is not complete until full payment has been received.*

- Check made payable to PANO enclosed
- Check will be sent separately
- I wish to pay by credit card.  
(VISA, MasterCard, Discover, & American Express accepted\*)  
 (\*PANO staff will contact you to obtain your credit card information.)

**SUBMISSION INFORMATION**

**Please mail, fax or email this form (along with diagram of top 3 booth location preferences) to:**

Pennsylvania Association of Nonprofit Organizations  
 777 East Park Drive | Suite 300 | Harrisburg, PA 17111  
 Fax: (717) 236-8767 | Email: [james@pano.org](mailto:james@pano.org)