



**The Pennsylvania Association
of Nonprofit Organizations**

A Case for Support

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The Pennsylvania Association of Nonprofit Organizations

Advancing Pennsylvania's nonprofits through education, advocacy, services and leadership

The **Pennsylvania Association of Nonprofit Organizations** (PANO) is a 501(c)(3) organization that advances the Pennsylvania nonprofit community by providing educational programs and serving as a leader and advocate for this third sector of Pennsylvania's economy. Envisioning a vibrant, thriving community where people realize their highest aspirations, PANO leads Pennsylvania's Community Benefit Sector to achieve its fullest potential.

PANO's Impact

PANO teaches and practices the principles of quality management, accountability, ethics, transparency and cost effective fundraising. For example, PANO dedicates more than 85% of every dollar raised to support its programs to strengthen the nonprofit community. This is a vital resource for nonprofits. Nonprofits focus on fulfilling the mission of their organization. But in order to be attractive to funders, community benefit organizations need the information, best practices and resources that PANO provides to position themselves with the funding community. Funders want to invest their support in a well-managed organization...this is where PANO's impact on the nonprofit community is profound.

PANO is a charitable organization *and* a statewide membership organization. This unique combination makes PANO the ideal source for technical assistance and public policy advocacy for PA community benefit organizations.

PANO's Accomplishments Include

PANO Advocacy:

- Created the successful strategy to amend the Purely Public Charities Act 55. This landmark legislation went on to become a model for other states as they addressed issues around tax exemption and unfair competition issues.
- Effectively blocked a bill which would have put the Purely Public Charities Act 55 (1997) at risk. This bill reacted to the unfair competition clause/charitable purpose language in the bill mostly affecting YMCAs.
- Achieved passage of the bill which enables smaller charities to direct more of their charitable dollars to programs and services, while preserving significant protections for the donor public. The law saves thousands of dollars for charities.
- In partnership with the United Way of PA, developed first ever PA Nonprofit Caucus, a bipartisan, bicameral forum through which lawmakers can collaborate on legislative and regulatory issues impacting charity and philanthropy in Pennsylvania. The Caucus was established on June 17, 2008 by members of the Pennsylvania General Assembly.

PANO Leadership:

- Facilitated a 16-member Pennsylvania delegation to attend the Nonprofit Congress, a national effort to unify and strengthen charities.

- Following the call of the National Council of Nonprofits' national Nonprofit Congress, PANO organized the first statewide nonprofit congress in June 2007. 130 nonprofit representatives gathered to set an agenda for the PA nonprofit sector.

PANO Education:

- Commissioned a ground-breaking research study on the economic impact of the nonprofit sector. The study report, released in 2005, was the basis of a series of training programs presented across the state. The United Way of PA used the information in the report to strategically establish priorities and advance its advocacy efforts.
- Designated one of only five state associations to do so, PANO was selected to replicate the prestigious Standards for Excellence®, an Ethics and Accountability Program for the Nonprofit Sector.
- Trained and *certified* 55 organizations under the Pennsylvania Association of Nonprofit Organizations' Standards for Excellence. Distributed over 7,500 educational resources packets allowing community benefit organizations to formulate necessary policies and practices.
- Provided training in all areas of nonprofit management and leadership to over 1,000 community benefit organization representatives annually in 2008.

PANO's Programs Provide Great Value

PANO's education and member benefit programs provide value. These programs help community benefit organizations achieve their mission and nonprofit leaders create strong, financially healthy organizations. For example, The Standards for Excellence Program is a state of the art education program that teaches nonprofit managers the highest standards of practice and supports higher levels of accountability.

PANO programs teach community benefit organization leaders how to effectively manage their organization with more than 100 trainings and conferences annually on essential state of the art topics of the day and vital initiatives, including:

Networking with peers to exchange solutions and address organizational challenges;

Saving money through member benefits including discounts on products and services;

Saving time with PANO's fast and reliable answers to management and governance questions;

Managing risk and ensuring accountability with PANO's Standards for Excellence® resources.

Raising more money through training in fundraising and marketing, technical assistance, and connections to increase revenue; and

Advancing critical policy issues that affect the charitable nonprofit sector.

“It seems that at least once a month there is a policy or checklist or guidelines that I need and invariably my immediate response is to email PANO for the resource. What is consistent is not the number or type of requests, but the fact that I can email staff and within the day have multiple resources to reference. This exceptional service alone is worth the membership fee. Thanks PANO.”
 Ruth Irving-Carroll, Regional Director, YWCA Mid-Atlantic Regional Council, Inc.

Building Capacity of Nonprofits

PANO delivers technical programs throughout Pennsylvania on issues related to operating effective organizations and building internal capacity. It does so through the *Standards for Excellence* trainings and through more general half-day workshops, full-day seminars, webinars and an annual conference. Highly respected trainers provide cutting edge information on subjects that vary from effective governance to grant writing, human resources to being a strong executive. Evaluations indicate high levels of satisfaction on the part of participants. These programs are affordable, accessible and they offer effective solutions and resources to the challenges community benefit organizations encounter.

“We all owe the Standards a huge thank you for all that they have taught each of us. I think the nonprofit sector in the Susquehanna Valley has moved up a notch; but more importantly, those individuals (i.e., the executive directors and board members) who were at the clinic series have more knowledge in management of the nonprofit sector.” Mark Moyer, Executive Director, Setebaid Services, Inc.

“I want to thank you for providing a truly valuable and necessary support system for nonprofits. My experiences throughout the Standards for Excellence clinic series were nothing short of incredible. It was refreshing to leave each session with a laundry list of goals and the tools to achieve those goals.”
 Alexander Henderson, Executive Manager, Lafayette Ambulance and Rescue Squad, Inc.

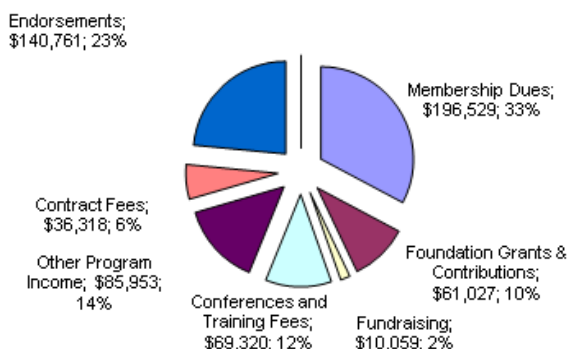
“The Standards for Excellence clinic is the single most effective tool I have found to ensure my agency is conducting businesses in an efficient and ethical manner. I think it should be mandatory for every nonprofit in Pennsylvania to take part in this program.” Leah Spangler, Executive Director, The Learning Lamp

Providing Technical Assistance

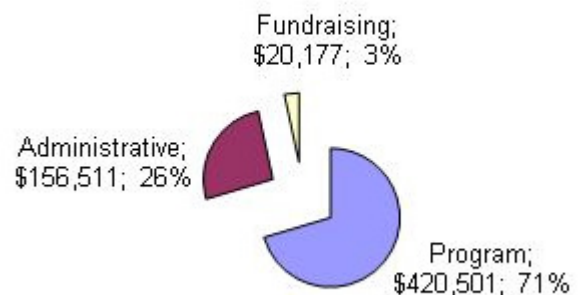
PANO has the answer to questions that leaders of community benefit organizations seek. PANO has an extended network of the most respected experts in the country to field questions about a wide variety of issues that nonprofits face each day.

Revenues and Expense – 2010 Fiscal Year

2010 Income: Total \$600,013



2010 Expenses: Total \$597,189



With Modest Financial Resources...

Like the Community Benefit Sector it serves, PANO provides a great deal of service with modest financial resources. The true cost of training, educating and advancing Pennsylvania's nonprofits is greater than the affordable membership fees that PANO offers. With a small annual budget of \$600,000, maintaining a modest 15% administrative overhead is a constant challenge. One of the ways that PANO achieves economies of scale is through its membership in a statewide association management consortium.

Believing in the Power and Purpose

And, of course, PANO raises funds from institutions and individuals who, like you, believe in the power and purpose of our community benefit organizations to create a better quality of life for Pennsylvanians. A gift to PANO gets stretched a very long way. You can be sure that your investment will be used to educate, train, advocate and touch many lives.

You Make the Difference!

Your gift will allow PANO to help community benefit organizations right in *your* community. Your philanthropic dollars will be spent wisely and bring an excellent return on your investment. *Right here, right now*, someone you know is seeking food, clothing, shelter, healthcare or education from a nonprofit in your community. PANO programs help many nonprofits fulfill their mission more strategically and effectively. ***Join us and make a world of difference.***

We appreciate contributions to PANO's general operating budget. Should you choose to restrict your gift, the areas of greatest need are Public Policy, Standards for Excellence® and support for providing Technical Assistance to our members.

YES! I want to invest in PA's community benefit sector with my tax deductible contribution:

- _____ **Major Contributor** with a gift of \$10,000 or more
- _____ **Benefactor** with a gift of \$5,000 or more
- _____ **Sponsor** with a gift of \$2,500 or more
- _____ **Patron** with a gift of \$1,000 or more
- _____ **Supporter** with a gift of \$500 or more

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.