



Contact: Tish Mogan, Standards for Excellence Officer, PANO

[tish@pano.org](mailto:tish@pano.org)

Phone: (717) 236-8584, x1001

Pennsylvania Association of Nonprofit Organizations

777 East Park Drive, Suite 300

Harrisburg, PA 17111

[www.pano.org](http://www.pano.org)

## FOR IMMEDIATE RELEASE

### *PANO's Johnstown event offers nonprofits opportunity to strengthen accounting, legal and ethical practices in fundraising.*

In partnership with First National Bank of Pennsylvania as the lead sponsor and Wessel & Company as co-presenters, the Pennsylvania Association of Nonprofit Organizations (PANO) will offer a unique program addressing the regulatory and best practices for fundraising. According to Tish Mogan, there are many areas of fundraising practices that nonprofit organizations need to address to ensure compliance with legal and ethical practices. Both the Internal Revenue Service (IRS) and the Bureau of Charitable Organizations (BCO) have increased their regulatory oversight in the past few years. And, donors are becoming more "savvy" in what to look for in nonprofit fundraising.



*Stephanie Stohon, CPA, CBM, CFE  
Wessel & Company*



*Michael Lamb, CPA  
Wessel & Company*



*Tish Mogan  
Standards for Excellence Officer  
PANO*

Stephanie Stohon, CPA, CPM, CFE and Michael Lamb, CPA of Wessel & Company and Tish Mogan, Standards and Excellence Officer at the Pennsylvania Association of Nonprofit Organizations (PANO) will lead a three-hour program on October 18 allowing nonprofit administrators the opportunity to review, update and clarify the regulations and practices. Mrs. Stohon and Mr. Lamb both have a depth of knowledge and experience in working with nonprofit organizations and their board of directors. "Helping nonprofits fulfill their mission through educational briefings is one of our goals," said Stohon. Mrs. Stohon and Mr. Lamb are frequent speakers at industry conferences and also serve on many not for profit boards throughout the community.

Mogan notes: “At PANO we review many Form 990’s as a part of our technical assistance support and the Standards for Excellence certification process. We don’t provide accounting advice. We do communicate to organizations what is important from the regulatory and donor point of view. The most common errors we find are in allocation of costs and accounting for special events. The other major weakness in fundraising is the omission of legally required disclosures - both IRS and BCO - on fundraising solicitations and acknowledgements.”

During [\*Fundraising Practices: Track it Right! Book it Right! Report it Right!\*](#) all three presenters will cover “layperson friendly” education to help improve the way organizations are addressing these issues. Stohon and Lamp will cover topics such as understanding the difference between program, administration and fundraising costs as well as other areas that are typical components of nonprofit fundraising accounting. Mogan will cover the ethical practices and legal requirements in fundraising practices including disclosures, monitoring those doing fundraising and more.

This training event will take place on **Tuesday, October 18** from **1:00 to 4:00 pm** at the **Cambria County Library, 248 Main Street, Johnstown, PA**. Board members are also welcome to attend since this session provides information that will help the board conduct its oversight role appropriately.

“Today we have a perfect storm of severe budget cuts on every level of government, more people experiencing needs due to the overall economy, and an increased regulatory environment,” Mogan said. “It is important that the board and staff understand how they can focus on achieving their mission in a challenging environment, and do so in a way that demonstrates trust, integrity and respect.”

First National Bank has provided a sponsorship for this training event, enabling local non-profits to take advantage of special rates. For PANO members, the cost will be \$35. Non-PANO members will pay \$55.

Mogan hopes the tools and information provided during this event will enable board and staff members to ensure their fundraising practices are above reproach.

For online program registration and information, click [here](#) or go to [www.pano.org](http://www.pano.org) and select *Events Calendar*. You can also call 717-236-8584 or email [britton@pano.org](mailto:britton@pano.org).

## **PANO**

PANO is the statewide membership organization serving and advancing the charitable nonprofit sector through leadership, advocacy, education and other services in order to improve the overall quality of life in Pennsylvania. PANO helps charities become more efficient and effective through collaboration, cooperation and the sharing of resources and information. PANO’s

mission is to lead Pennsylvania's Community Benefit Sector to achieve its fullest potential.  
Learn more about PANO at our website: [www.pano.org](http://www.pano.org).