

Mercadien Offers Range of Financial Services with Expertise in Nonprofit Business

The previous issue of *NJAMHAA News* featured Mercadien Technologies, one of six companies that make up The Mercadien Group. While Mercadien Technologies handles the encryption and other technological aspects of protecting personal health information, personal identifiable information and e-mails on laptops and cell phones to prevent breaches, Mercadien's Nonprofit Services Group provides the financial and strategic aspects of this protection and associated risk assessment.

Lisa Thouin, CPA, Managing Director of the 50-year-old Mercadien Group, is Co-Chair of the Nonprofit Services Group, which was formalized 25 years ago. This division of Mercadien provides two core services: (1) taxes/preparation of the 990 form; and (2) audits, including financial statement audits, government and single audits and additional audits that are required for nonprofit organizations.

"We see taxes as delivered jointly with audits and we present both the 990 and audit to a client's audit committee," Thouin said. "This is important for the client's listing on Guidestar."

Education about the 990 and management/board consultation is naturally built into the core services. "This is an integral part of the Mercadien client experience. Clients consider us their advisors, not just people who do the required taxes and audits," Thouin said.

Additional advisory and consultation services are also available. For example, Mercadien professionals can serve as interim CFOs when a client agency is in transition; assist with a client's transition to the Fee for Service reimbursement model; and provide risk assessment tools. "Risk assessment is especially important in today's changing environment and economy. People have a heightened awareness of risk, such as fraud, HIPAA breaches and employee theft," Thouin said.

The Nonprofit Services Group can provide guidance to agencies that are exploring mergers and acquisitions. They can also help establish and review cost allocation plans to ensure they reflect the current environment, and assist in developing indirect cost rates.

In addition, the Mercadien team offers complimentary seminars geared to nonprofit enhancement a few

times per year. Topics have included risk assessment, strategic planning, financial stewardship, healthcare reform, social media and good governance. "We value proactive education," Thouin said.

Sharing Knowledge in High Schools, Too

Mercadien's belief in proactive education also extends to local high school students. The Mercadien Foundation is partnering with Rider University on a *Money\$peak* initiative to supplement what teachers identify as financial literacy educational needs.

"The program enhances the school curriculum and provides an exciting venue for students to apply their new knowledge," said Jill Bongiovanni, Mercadien's Marketing Specialist. "The program will start this fall. Students in Mercer County high schools will give presentations and the winners from each high school will compete at Rider University." Winning students will receive monetary prizes and trophies. The Mercadien Foundation is also developing a *\$martWorkplace* initiative for adults, Bongiovanni noted.

Explore a Partnership with Mercadien!

Meet Lisa Thouin and Chris Mangano at
NJAMHAA's Conferences:

* Fall Behavioral Healthcare Meeting,
*Focusing on a Bright Future by Strengthening
Behavioral Health Care*, October 21, 2014,
Robert Wood Johnson Conference Center,
Hamilton, NJ

* Information Technology Project Conference,
Back to the Future, December 3, 2014, Crowne
Plaza, Jamesburg, NJ

Can't wait?

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