Accounting - Nonprofit/Government

**Nonprofit accounting** positions participate in responsible financial management of nonprofit organizations following specialized financial rules. Nonprofit accountants work with donors, vendors, agency staff, management, and board members as well as oversee incoming donations, asset management and depreciation, and grant management and reporting tasks. Their responsibilities include monthly reconciliations like accounts payable and receivable, bank and investment accounts, and expense accounts.

**Government accounting** positions work for federal, state, and local governments, examining and auditing financial records to ensure compliance with policies and regulations. At the federal level, accountants review tax information and perform financial investigations on behalf of the Internal Revenue Service (IRS), the U.S. Department of Defense, and the U.S. Securities and Exchange Commission (SEC), among other agencies. At the state level, accountants may perform tax audits or manage budgets to ensure that fiscal policies are met. Locally, the city controller’s office may hire accountants to review and prepare financial reports or interpret accounting policies.

For More Information

**Job & Internship Search Sites:**
- Calcpa.org
- Indeed.com
- Linkedin.com
- Glassdoor.com
- Vault.com—accessible through your Student Portal
- Mastersinaccounting.info

**Industry Research & Tools:**
- Dca.ca.gov/cba
- Gasb.org
- Fasab.org
- Sec.gov
- Vault.com—accessible through your Student Portal

**Average Salaries & Trajectory***

<table>
<thead>
<tr>
<th>Level</th>
<th>Entry-Level</th>
<th>Mid-Level</th>
<th>Executive-Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary</td>
<td>$53,000 annually</td>
<td>$69,000 annually</td>
<td>$94,000 annually</td>
</tr>
<tr>
<td>Job Titles</td>
<td>Staff Accountant</td>
<td>Senior Accountant</td>
<td>Accounting Director</td>
</tr>
<tr>
<td></td>
<td>Internal Auditor</td>
<td>Senior Budget Analyst</td>
<td>Financial Controller</td>
</tr>
<tr>
<td></td>
<td>Cost Accountant</td>
<td>Senior Internal Auditor</td>
<td>Chief Financial Officer (CFO)</td>
</tr>
<tr>
<td></td>
<td>Budget Analyst</td>
<td>Senior Cost Accountant</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Forensic Accountant</td>
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</tr>
</tbody>
</table>

*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S. Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.

Don’t forget to check out the list of career path advisors
business.fullerton.edu/Programs/Undergraduate/#career-path-advisors
Learn More With O*Net

Visit O*Net OnLine to explore the sample roles in accounting - nonprofit/government. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

01 Visit O*Net OnLine at www.onetonline.org
02 Refer to the sample job titles listed in the “O*Net Keywords” section below
03 Enter phrase into O*Net’s “Occupation Search” to explore sample roles

O*Net Keywords:
- Budget
- Fraud Accounting
- Government Accounting
- Non-profit Accounting

Roles:
- Accountant
- Auditor
- Bookkeeper
- Budget Analyst

Technical Skills
- Accounting Software (Intuit QuickBooks, Sage 50 Accounting, SAS Software)
- Superior MS Excel skills
- Knowledge of generally accepted accounting principles, laws and regulations
- Cost Accounting Standards (CAS) and Federal Acquisition Regulation (FAR) knowledge is a plus

Soft Skills
- Ability to work independently with minimal supervision
- Extremely detail oriented
- Ability to effectively interpret and communicate results
- Ability to thrive in a high-paced environment, requiring exceptional organizational skills, juggling priorities, and adhering to strict deadlines

Certifications
- Certified Public Accountant (CPA)
  ◦ Bachelors degree, 24 units of accounting coursework and 24 units of business coursework are required to sit for the exam
  ◦ 150 unit requirement to receive license
- Certified Management Accountant (CMA)
- Certified Fraud Examiner (CFE)
- Chartered Financial Analyst (CFA)

Professional Associations
- American Institute of CPA’s (AICPA)
- National Society of Accountants

Campus Organizations
- Accounting Society
- Beta Alpha Psi
- ALPFA

Advanced Degrees:
- Master of Science in Accountancy
- Master of Business Administration in Accountancy
- Master of Science in Economics