



Professional Fundraising Charitable Solicitation Report

December 31, 2016

Charities sometimes hire professional fundraisers to solicit (or campaign) on their behalf. You may have already donated to one of these campaigns. But how much of your gift actually reached the charity? This report answers this question and should help both donors and charities: donors can better evaluate charities and their campaigns; charities can better evaluate fundraisers.

How to use this report. For each fundraising campaign, the report shows the fundraising method (telephone, mail, or other), gross receipts, fundraising costs, net amount to charity, and percent of gross funds reaching the charity. The first section of the report is sorted by charity; the second section is sorted by fundraiser; and the third section is sorted by percentage of donations that reached the charity. Report data is not limited to fundraising in Michigan and may reflect national campaigns. Also, data is provided to the Attorney General; it is not independently verified.

The report *does not* show how the charity used your donation. Just as some fundraisers are more efficient than others, so are some charities. To search a particular charity, see www.mi.gov/charitysearch. The most recent fundraising campaign data is also available there.

Other considerations. The costs of a professional fundraiser's campaign may not resemble the charity's overall fundraising costs. For example, a charity may fundraise internally with its own employees and volunteers; this internal fundraising is not included in this report. Also, fundraising campaigns may be used to generate new donors, which can be costly. But once a new donor is obtained, future donations are less expensive to acquire. For more tips, see [Charitable Giving for Donors](#).

Summary

For professional fundraising campaigns reported in 2016, an average of 39% of total donations reached charities. This percentage is moderately higher than for 2015, when an average of 33% of total donations reached charities.

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Charitable Trust Section
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Sorted by Charity
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<u>Charity</u> <u>Fundraiser</u>	<u>Report Type</u>	<u>Fundraising Method</u>	<u>Report End</u>	<u>Gross Receipts</u>	<u>PFR Fee/Costs</u>	<u>Other Costs</u>	<u>Net Amount to Charity</u>	<u>% of Gross to Charity</u>
100 Black Men of Greater Detroit, Inc Soldon Ferguson & Associates	Interim	Internet/Social Media	4/18/16	\$11,606	\$805	\$0	\$10,801	93.1%
9 to 5, National Association of Working Women Hudson Bay Company of IL	Interim	Telephone	11/30/15	\$12,272	\$7,870	\$0	\$4,402	35.9%
A. T. Still University of Health Sciences Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$47,538	\$52,725	\$0	\$(5,187)	-10.9%
AARP Foundation InfoCision	Final	Telephone	10/14/16	\$0	\$0	\$0	\$0	
ActionAid U.S.A. Aria Communications	Final	Telephone	10/31/16	\$10,019	\$4,292	\$0	\$5,727	57.2%
The Administrators of the Tulane Educational Fund Ruffalo Noel Levitz	Interim	Telephone	3/9/16	\$215,057	\$101,709	\$0	\$113,348	52.7%
AFPD Foundation Midwest Recycling	Interim	Other	12/31/15	\$3,750	\$0	\$0	\$3,750	100.0%
Africare Telefund	Final	Telephone	3/31/16	\$285	\$1,458	\$0	\$(1,173)	-411.5%
AFS - USA, INC. Aria Communications	Final	Telephone	11/14/16	\$41,200	\$24,763	\$0	\$16,437	39.9%
Air Force Association Public Interest Communications	Final	Telephone	11/14/15	\$18,919	\$17,168	\$0	\$1,752	9.3%

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Alliance Defending Freedom								
InfoCision	Final	Telephone	8/31/16	\$159,293	\$108,405	\$0	\$50,889	31.9%
Capitol Resources	Final	Telephone	12/31/15	\$4,021	\$3,914	\$0	\$107	2.7%
Alpha Omicron Pi Foundation								
Aria Communications	Final	Telephone	6/30/16	\$5,210	\$3,216	\$0	\$1,994	38.3%
Alumni Association of the University of Michigan								
DirectLine Technologies	Final	Telephone	7/30/16	\$129,461	\$60,000	\$0	\$69,461	53.7%
The American Association for the Advancement of Science								
Donor Services Group	Final	Telephone	10/24/15	\$92,472	\$64,545	\$0	\$27,927	30.2%
American Association of Nurse Anesthetists Foundation								
DirectLine Technologies	Final	Telephone	6/30/16	\$201,955	\$34,200	\$0	\$167,755	83.1%
American Association of University Women, Inc.								
Gordon & Schwenkmeyer	Final	Telephone	12/31/15	\$75,288	\$90,465	\$0	\$(15,176)	-20.2%
SD&A Teleservices	Final	Telephone	10/31/15	\$24,799	\$23,167	\$0	\$1,632	6.6%
American Bible Society								
MDS Communications	Final	Telephone	6/30/16	\$17,760	\$7,795	\$0	\$9,965	56.1%
Donor Care Center	Final	Direct Mail	6/30/16	\$13,857	\$17,996	\$0	\$(4,139)	-29.9%
American Children's Cancer Foundation, Inc.								
Associated Community Services	Interim	Telephone	10/14/16	\$744,940	\$428,338	\$204,856	\$111,745	15.0%
American Children's Society, Inc.								
Engage Funding	Final	Telephone	8/31/15	\$474,446	\$403,279	\$0	\$71,167	15.0%
Corporations for Character	Interim	Telephone	4/30/16	\$24,886	\$21,153	\$0	\$3,733	15.0%
Courtesy Call	Interim	Telephone	12/31/15	\$242,146	\$0	\$205,824	\$36,322	15.0%

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American Civil Liberties Union Foundation, Inc.								
Donor Services Group	Final	Telephone	3/31/16	\$19,043	\$16,131	\$0	\$2,912	15.3%
DCM	Interim	Telephone	9/20/16	\$150,375	\$31,911	\$0	\$118,464	78.8%
American Civil Liberties Union, Inc.								
Covenant Calls	Final	Telephone	3/31/16	\$0	\$125,173	\$0	\$(125,173)	
Donor Services Group	Final	Telephone	5/31/16	\$913,319	\$372,054	\$0	\$541,266	59.3%
American Council of the Blind								
Integral Resources	Final	Telephone	12/31/15	\$58,311	\$37,023	\$0	\$21,288	36.5%
American Diabetes Association								
Automotive Recovery Services	Interim	Vehicle Donations	12/31/15	\$698,383	\$338,723	\$0	\$359,661	51.5%
InfoCision	Final	Telephone	12/31/15	\$1,101,867	\$674,593	\$0	\$427,274	38.8%
American Family Association, Inc.								
Donor Care Center	Final	Other	6/14/16	\$493,743	\$307,877	\$0	\$185,866	37.6%
The American Farmland Trust								
Donor Services Group	Final	Telephone	7/31/16	\$18,449	\$55,513	\$0	\$(37,064)	-200.9%
The American Federation of Police and Concerned Citizens, Inc.								
Midwest Publishing DN	Interim	Telephone	12/31/15	\$343,172	\$301,991	\$0	\$41,181	12.0%
American Film Institute								
Donor Services Group	Final	Telephone	2/29/16	\$2,425	\$7,430	\$0	\$(5,005)	-206.4%
American Heart Association, Inc.								
InfoCision	Final	Telephone	9/30/16	\$5,833,328	\$3,751,738	\$0	\$2,081,590	35.7%

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The American Indian College Fund									
	Donor Care Center	Final	Other	3/31/16	\$40,969	\$31,926	\$0	\$9,044	22.1%
American Institute for Cancer Research									
	InfoCision	Final	Telephone	12/31/15	\$2,908,489	\$1,658,469	\$0	\$1,250,020	43.0%
American Jewish Committee									
	Telefund	Interim	Telephone	12/31/15	\$8,935	\$10,826	\$0	\$(1,891)	-21.2%
American Lebanese Syrian Associated Charities, Inc.									
	InfoCision	Final	Telephone	6/30/16	\$3,192,225	\$3,156,587	\$0	\$35,638	1.1%
	MDS Communications	Interim	Telephone	6/30/16	\$2,232,613	\$2,100,286	\$0	\$132,327	5.9%
American Legion Convention Corporation									
	Heritage Company	Interim	Telephone	12/31/15	\$50,153	\$42,694	\$0	\$7,459	14.9%
American Legion Post 18 Memorial Home Association, Inc.									
	Great Lakes Marketing of Michigan	Final	Telephone	6/30/16	\$51,533	\$41,336	\$0	\$10,197	19.8%
American Leprosy Missions, Inc.									
	MDS Communications	Final	Telephone	10/31/16	\$0	\$0	\$0	\$0	
American Lung Association									
	InfoCision	Final	Telephone	9/30/16	\$391,074	\$225,764	\$0	\$165,310	42.3%
American National Red Cross									
	Midwest Recycling	Interim	Other	12/31/15	\$10,391	\$0	\$0	\$10,391	100.0%
The American Society for the Prevention of Cruelty to Animals									
	Donor Services Group	Final	Telephone	12/31/15	\$7,815,442	\$1,177,858	\$0	\$6,637,584	84.9%
	Telefund	Final	Telephone	12/31/15	\$7,394,817	\$697,208	\$0	\$6,697,609	90.6%

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American Veterans Foundation								
Debbie Lopez	Final	Telephone	12/31/15	\$20,300	\$16,240	\$0	\$4,060	20.0%
Courtesy Call	Interim	Telephone	12/31/15	\$351,089	\$298,426	\$0	\$52,663	15.0%
Americans United for Life								
MDS Communications	Final	Telephone	6/30/16	\$18,615	\$11,554	\$0	\$7,061	37.9%
Americans United for Separation of Church and State								
Public Interest Communications	Final	Telephone	9/30/16	\$27,516	\$17,940	\$0	\$9,576	34.8%
AmeriCares Foundation, Inc.								
Donor Services Group	Final	Telephone	6/30/16	\$1,821,379	\$455,898	\$0	\$1,365,481	75.0%
InfoCision	Final	Telephone	2/29/16	\$4,313	\$3,848	\$0	\$465	10.8%
Amnesty International of The U.S.A., Inc.								
Donor Services Group	Final	Telephone	9/30/16	\$246,081	\$179,161	\$0	\$66,920	27.2%
Harris Marketing Group	Interim	Telephone	9/30/16	\$79,413	\$93,564	\$0	\$(14,151)	-17.8%
Telefund	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
AMVETS National Service Foundation								
Heritage Company	Final	Telephone	8/31/16	\$275,832	\$140,916	\$0	\$134,915	48.9%
Amyloidosis Foundation								
Automotive Recovery Services	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
AnchorPoint Christian School								
J. Milito & Associates	Final	Telephone	2/6/16	\$4,105	\$865	\$485	\$2,755	67.1%
Animal Legal Defense Fund, Inc.								
Donor Services Group	Final	Telephone	10/31/15	\$32,341	\$37,405	\$0	\$(5,064)	-15.7%

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Animals and Society Institute, Inc. Automotive Recovery Services	Final	Vehicle Donations	11/28/16	\$0	\$0	\$0	\$0	
Anti - Defamation League Integral Resources	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
The AOPA Foundation, Inc. Allegiance Creative Group	Interim	Direct Mail	12/31/15	\$2,819,291	\$154,704	\$712,741	\$1,951,846	69.2%
InfoCision	Final	Telephone	7/31/16	\$133,310	\$84,537	\$0	\$48,773	36.6%
Aquinas College Ruffalo Noel Levitz	Interim	Telephone	4/30/16	\$29,929	\$71,500	\$0	\$(41,571)	-138.9%
The Arthritis Foundation, Inc. MDS Communications	Interim	Telephone	12/31/15	\$242,554	\$122,033	\$0	\$120,521	49.7%
The ASME Foundation, Inc. DCM	Final	Telephone	5/31/16	\$137,761	\$104,220	\$0	\$33,541	24.3%
The Associate Alumnae of Douglass College Ruffalo Noel Levitz	Interim	Telephone	5/13/16	\$263,976	\$109,546	\$0	\$154,430	58.5%
Association for Firefighters and Paramedics, Inc. Debbie Lopez	Final	Telephone	12/31/15	\$10,910	\$9,710	\$0	\$1,200	11.0%
Association of the Graduates of the United States Military Academy Advantage Plus Consulting	Final	Other	11/30/15	\$2,100,793	\$511,480	\$0	\$1,589,313	75.7%
The Association of Former Students of Texas A&M University Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$1,093,198	\$543,600	\$0	\$549,598	50.3%

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ATS Foundation Inc.								
National Capital Teleservices	Final	Telephone	12/31/15	\$15,725	\$10,114	\$0	\$5,611	35.7%
Autism Spectrum Disorder Foundation, Inc.								
Associated Community Services	Interim	Telephone	11/30/16	\$316,103	\$135,412	\$88,885	\$91,806	29.0%
Heritage Company	Interim	Telephone	12/31/15	\$520,211	\$394,708	\$0	\$125,503	24.1%
Avon Products Foundation, Inc.								
Donor Services Group	Final	Telephone	10/30/15	\$37,216	\$150,118	\$0	\$(112,902)	-303.4%
Back to God Ministries International								
Donor Care Center	Final	Other	8/31/16	\$44,799	\$21,837	\$0	\$22,962	51.3%
Beta Theta Pi Foundation								
TSM Donor Engagement Team	Final	Telephone	9/30/16	\$68,357	\$71,651	\$0	\$(3,294)	-4.8%
Board Of Regents Of The University System Of Georgia								
Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$144,383	\$49,600	\$0	\$94,783	65.6%
Bread for the World, Inc.								
Aria Communications	Final	Telephone	1/31/16	\$312,641	\$142,578	\$0	\$170,063	54.4%
Breast Cancer Outreach Foundation, Inc.								
Courtesy Call	Interim	Telephone	12/31/15	\$279,572	\$251,615	\$0	\$27,957	10.0%
The Breast Cancer Society, Inc.								
Directele	Interim	Telephone	12/31/14	\$431,641	\$280,567	\$86,328	\$64,746	15.0%

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Breast Cancer Survivors Foundation, Inc.								
Outreach Calling	Interim	Telephone	9/15/16	\$3,818,003	\$3,436,203	\$0	\$381,800	10.0%
Midwest Publishing DN	Interim	Telephone	12/31/15	\$606,102	\$545,492	\$0	\$60,610	10.0%
Innovative Teleservices	Interim	Telephone	5/31/16	\$86,489	\$74,380	\$0	\$12,109	14.0%
The Call of Duty Endowment								
Omaze	Final	Internet/Social Media	12/31/15	\$133,091	\$41,749	\$0	\$91,343	68.6%
Calvin Theological Seminary								
J. Milito & Associates	Final	Telephone	6/30/16	\$105,235	\$18,016	\$2,000	\$85,220	81.0%
Cancer Federation Inc								
Golden Recyclers	Interim	Other	12/11/15	\$223,000	\$146,000	\$65,000	\$12,000	5.4%
Cancer Fund of America, Inc.								
Corporations for Character	Final	Telephone	8/13/15	\$65,609	\$59,170	\$0	\$6,439	9.8%
Cancer Survivors' Fund								
Midwest Publishing DN	Interim	Telephone	12/31/15	\$386,467	\$347,821	\$0	\$38,647	10.0%
Innovative Teleservices	Interim	Telephone	5/31/16	\$27,624	\$24,862	\$0	\$2,762	10.0%
JAK Productions	Interim	Telephone	10/31/16	\$680,711	\$599,333	\$0	\$81,378	12.0%
Care Net								
Heritage Company	Final	Telephone	12/31/15	\$136,433	\$136,433	\$0	\$0	0.0%
Carriage Town Ministries								
Gateway Communications	Final	Telephone	12/31/15	\$29,266	\$14,902	\$0	\$14,364	49.1%
Catholic Foreign Mission Society of America, Inc.								
Harris Connect	Final	Telephone	3/6/16	\$111,868	\$52,112	\$0	\$59,756	53.4%
TSM Donor Engagement Team	Interim	Telephone	3/31/16	\$1,955	\$29	\$0	\$1,926	98.5%

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Catholic Relief Services - United States Conference of Catholic Bishop: MDS Communications	Final	Telephone	9/30/16	\$498,474	\$270,641	\$0	\$227,833	45.7%
Catholic Secondary Schools of Greater Grand Rapids J. Milito & Associates	Final	Telephone	12/30/15	\$25,660	\$2,490	\$0	\$23,170	90.3%
Catholic Social Services of Lansing / St. Vincent Home, Inc. Confluent Impact Communications, LLC	Final	Telephone	7/23/16	\$5,980	\$5,980	\$0	\$0	0.0%
Center for American Homeless Veterans, Inc. Outreach Calling	Interim	Telephone	5/17/16	\$2,119,447	\$1,907,502	\$0	\$211,945	10.0%
Center For Independent Employees Calder Group	Interim	Telephone	6/30/16	\$572,000	\$57,200	\$49,779	\$465,021	81.3%
The Center For Rural Affairs Public Interest Communications	Final	Telephone	5/14/16	\$0	\$0	\$0	\$0	
The Center for Victims of Torture Public Interest Communications	Final	Telephone	10/14/15	\$11,377	\$14,981	\$0	\$(3,605)	-31.7%
The Center for Reproductive Rights, Inc. Public Interest Communications	Final	Telephone	2/13/16	\$32,225	\$42,093	\$0	\$(9,868)	-30.6%
Cherry Street Mission Ministries Gateway Communications	Final	Telephone	12/31/15	\$108,895	\$39,276	\$0	\$69,619	63.9%
Chi Omega Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$68,020	\$53,292	\$0	\$14,728	21.7%

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<u>Fundraiser</u>								
Chicago Symphony Orchestra								
SD&A Teleservices	Final	Telephone	7/31/15	\$1,452,176	\$589,511	\$0	\$862,665	59.4%
DCM	Interim	Telephone	3/9/14	\$960,584	\$330,712	\$0	\$629,871	65.6%
ChildFund International, USA								
InfoCision	Final	Telephone	6/30/16	\$1,970,456	\$26,233	\$0	\$1,944,223	98.7%
Donor Care Center	Final	Other	8/14/16	\$14,822	\$38,714	\$0	\$(23,892)	-161.2%
Childhood Leukemia Foundation, Inc.								
Innovative Teleservices	Final	Telephone	12/31/15	\$126,040	\$110,915	\$0	\$15,125	12.0%
Midwest Publishing DN	Final	Telephone	12/4/15	\$369,941	\$318,149	\$0	\$51,792	14.0%
Children's Cancer Recovery Foundation								
Associated Community Services	Interim	Telephone	4/30/16	\$3,466,453	\$1,895,551	\$1,039,936	\$530,966	15.3%
Children's Leukemia Research Association, Inc.								
Associated Community Services	Interim	Telephone	4/30/16	\$2,792,389	\$1,509,298	\$810,517	\$472,575	16.9%
Children's Wish Foundation International, Inc.								
Heritage Company	Final	Telephone	12/31/15	\$3,566,635	\$2,100,665	\$0	\$1,465,969	41.1%
Christian Advocates Serving Evangelism, Inc.								
Donor Care Center	Final	Other	5/31/15	\$907,689	\$633,569	\$0	\$274,121	30.2%
MDS Communications	Final	Telephone	12/31/15	\$3,419,746	\$454,045	\$0	\$2,965,701	86.7%
InfoCision	Final	Telephone	5/31/16	\$210,400	\$49,875	\$0	\$160,525	76.3%
Christian Appalachian Project Inc.								
Donor Care Center	Final	Other	2/29/16	\$51,078	\$31,363	\$0	\$19,715	38.6%
Public Interest Communications	Final	Telephone	4/14/16	\$2,792,016	\$146,239	\$0	\$2,645,777	94.8%

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The Christian Reformed Board of Home Missions J. Milito & Associates	Final	Telephone	12/22/15	\$26,180	\$5,894	\$0	\$20,286	77.5%
Christian People Pulling Together Ministries Int'l Donation Line	Interim	Vehicle Donations	12/31/15	\$150	\$90	\$0	\$60	40.0%
Church World Service, Inc. Donor Care Center	Final	Other	2/29/16	\$8,067	\$8,067	\$0	\$0	0.0%
City Rescue Mission of Saginaw Gateway Communications	Final	Telephone	12/31/15	\$10,681	\$5,582	\$0	\$5,099	47.7%
Civil War Preservation Trust Public Interest Communications	Final	Telephone	7/31/16	\$12,923	\$7,516	\$0	\$5,407	41.8%
The Cleveland Clinic Foundation Harris Connect	Interim	Telephone	2/4/16	\$353,691	\$365,554	\$0	\$(11,863)	-3.4%
Coalition on Temporary Shelter J. Milito & Associates	Final	Telephone	5/21/16	\$5,335	\$3,204	\$1,847	\$284	5.3%
Coalition to Salute America's Heroes Foundation American Target Advertising	Interim	Direct Mail	12/31/15	\$13,346,490	\$1,019,887	\$9,482,933	\$2,843,670	21.3%
The Colonial Williamsburg Foundation Wilson-Bennett Technology	Final	Telephone	9/30/15	\$189,429	\$99,000	\$48,742	\$41,687	22.0%
Colorado Seminary Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$277,013	\$312,140	\$0	\$(35,127)	-12.7%

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The Committee For Missing Children, Inc.								
Midwest Publishing DN	Interim	Telephone	12/31/15	\$451,360	\$390,426	\$0	\$60,934	13.5%
Front Line Support	Final	Telephone	12/31/15	\$500,926	\$425,787	\$0	\$75,139	15.0%
Outreach Calling	Interim	Telephone	3/14/16	\$92,087	\$82,878	\$0	\$9,209	10.0%
Community Charity Advancement, Inc.								
Courtesy Call	Interim	Telephone	12/31/15	\$4,581,233	\$4,008,578	\$0	\$572,654	12.5%
Community Healing Centers								
Kalamazoo Experiential Learning Center	Interim	Telephone	12/31/16	\$88,192	\$13,905	\$5,731	\$68,556	77.7%
Concerned Women for America								
InfoCision	Final	Telephone	6/30/16	\$406,078	\$224,382	\$0	\$181,695	44.7%
Conductive Education and Rehabilitation Center of Michigan, Inc.								
J. Milito & Associates	Final	Telephone	6/30/16	\$8,005	\$3,553	\$0	\$4,452	55.6%
Consumers Reports, Inc.								
MDS Communications	Interim	Telephone	4/1/16	\$81,100	\$76,316	\$0	\$4,784	5.9%
Cooperative for Assistance and Relief Everywhere, Inc. (CARE)								
MDS Communications	Interim	Telephone	6/30/16	\$978,935	\$469,562	\$0	\$509,373	52.0%
Coral Ridge Ministries Media, Inc.								
Donor Care Center	Final	Telephone	10/31/16	\$131,067	\$144,471	\$0	\$(13,404)	-10.2%
Cornell University								
ComNet Marketing Group	Interim	Telephone	10/14/15	\$31,331	\$3,186	\$28,370	\$2,961	9.4%
Covenant House								
Donor Services Group	Final	Telephone	9/29/15	\$61,293	\$213,159	\$0	\$(151,866)	-247.8%

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Crime Stoppers of Bay County, Inc. Wolverine Productions	Final	Telephone	5/24/16	\$31,869	\$15,900	\$11,174	\$0	0.0%
Crisis Relief Network, Inc. Outreach Calling	Interim	Telephone	5/31/16	\$650,911	\$585,820	\$0	\$65,091	10.0%
Crohn's & Colitis Foundation of America, Inc. InfoCision	Final	Telephone	6/30/16	\$38,684	\$29,415	\$0	\$9,269	24.0%
Cross International, Inc. Donor Care Center	Final	Telephone	12/31/15	\$101,234	\$236,227	\$0	\$(134,993)	-133.3%
Crown Financial Ministries, Inc. MDS Communications	Final	Telephone	10/14/16	\$16,335	\$15,008	\$0	\$1,327	8.1%
Dallas Theological Seminary Donor Care Center	Final	Telephone	9/30/16	\$10,694	\$11,534	\$0	\$(840)	-7.9%
Defeat Diabetes Foundation, Inc. Outreach Calling	Interim	Telephone	10/31/15	\$130,972	\$111,326	\$0	\$19,646	15.0%
JAK Productions	Interim	Telephone	4/30/16	\$694,900	\$611,512	\$0	\$83,388	12.0%
Ronald F. Doddy & Associates	Final	Telephone	12/31/15	\$7,482	\$5,986	\$0	\$1,496	20.0%
Defenders of Wildlife Public Interest Communications	Final	Telephone	9/30/16	\$190,959	\$172,425	\$0	\$18,533	9.7%
Delta College Foundation Falcon Fundraising	Interim	Telephone	2/1/16	\$15,648	\$7,996	\$0	\$7,653	48.9%
Delta Tau Delta Educational Foundation, Inc. Aria Communications	Final	Telephone	4/30/16	\$155,491	\$64,228	\$0	\$91,263	58.7%

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Delta Upsilon Educational Foundation, Inc. Aria Communications	Final	Telephone	2/14/16	\$30,585	\$11,335	\$0	\$19,250	62.9%
Department of Michigan, Veterans of Foreign Wars of the United States Front Line Support	Final	Telephone	10/31/15	\$133,669	\$83,669	\$0	\$50,000	37.4%
Des Moines University Osteopathic Medical Center Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$5,684	\$12,500	\$0	\$(6,816)	-119.9%
Detroit City Rescue Mission Gateway Communications	Final	Telephone	12/31/15	\$19,954	\$10,171	\$0	\$9,783	49.0%
Detroit Educational Television Foundation Donor Development Strategies	Final	Door to Door	6/30/16	\$314,243	\$398,168	\$0	\$(83,925)	-26.7%
InfoCision	Final	Telephone	9/30/16	\$162,972	\$134,387	\$0	\$28,584	17.5%
The Detroit Institute of Arts Falcon Fundraising	Interim	Telephone	2/16/16	\$120,979	\$31,441	\$0	\$89,538	74.0%
Detroit Symphony Orchestra, Inc. Bennett Direct	Final	Telephone	8/31/16	\$512,000	\$250,000	\$0	\$262,000	51.2%
Artsmarketing Services	Final	Telephone	7/7/16	\$369,124	\$147,387	\$0	\$221,737	60.1%
Disability Services Resource Center Ronald F. Doddy & Associates	Final	Telephone	12/31/15	\$36,641	\$29,312	\$0	\$7,328	20.0%
Disabled American Veterans Public Interest Communications	Final	Telephone	4/30/16	\$209,024	\$213,909	\$0	\$(4,885)	-2.3%
Disabled Police and Sheriffs Foundation, Inc. Outreach Calling	Interim	Telephone	8/3/16	\$1,988,423	\$1,789,581	\$0	\$198,842	10.0%

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Disabled Veterans Services, Inc. Innovative Teleservices	Final	Telephone	8/14/15	\$18,763	\$16,511	\$0	\$2,252	12.0%
Medecins Sans Frontieres U.S.A., Inc. Integral Resources	Final	Telephone	2/29/16	\$41,940	\$39,408	\$0	\$2,532	6.0%
InfoCision	Final	Telephone	7/31/16	\$1,284,368	\$128,968	\$0	\$1,155,399	90.0%
Public Interest Communications	Final	Telephone	8/31/16	\$797,603	\$387,971	\$0	\$409,632	51.4%
Dogs for Law Enforcement Courtesy Call	Interim	Telephone	12/31/15	\$234,403	\$210,963	\$0	\$23,440	10.0%
Downtown Kalamazoo Incorporated Kalamazoo Experiential Learning Center	Final	Telephone	12/31/15	\$124,233	\$39,902	\$73,504	\$10,827	8.7%
Drexel University Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$230,254	\$261,351	\$0	\$(31,097)	-13.5%
Dutton Christian School J. Milito & Associates	Final	Telephone	1/11/16	\$29,259	\$3,132	\$0	\$26,127	89.3%
Easter Seals, Inc. InfoCision	Final	Telephone	7/4/16	\$948,142	\$624,758	\$0	\$323,384	34.1%
The Eastern Michigan University Foundation Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$159,477	\$129,131	\$0	\$30,346	19.0%
The Edison Institute Ruffalo Noel Levitz	Final	Telephone	12/31/15	\$82,760	\$6,101	\$0	\$76,659	92.6%

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<u>Fundraiser</u>								
Environmental Defense Fund, Incorporated								
Donor Services Group	Final	Telephone	7/29/15	\$141,596	\$162,119	\$0	\$(20,523)	-14.5%
Public Interest Communications	Final	Telephone	3/31/16	\$77,039	\$82,677	\$0	\$(5,638)	-7.3%
InfoCision	Final	Telephone	6/30/16	\$126,594	\$189,448	\$0	\$(62,854)	-49.6%
Telefund	Final	Telephone	12/31/15	\$50,525	\$88,258	\$0	\$(37,733)	-74.7%
Family Research Council								
MDS Communications	Final	Telephone	6/30/16	\$214,158	\$203,181	\$0	\$10,977	5.1%
Farm Sanctuary, Inc.								
Public Interest Communications	Final	Telephone	4/14/16	\$70,874	\$79,927	\$0	\$(9,053)	-12.8%
SD&A Teleservices	Interim	Telephone	4/30/15	\$47,727	\$91,018	\$0	\$(43,291)	-90.7%
Feed the Children, Inc.								
Heritage Company	Interim	Telephone	12/31/15	\$55,249	\$49,991	\$0	\$5,258	9.5%
InfoCision	Interim	Telephone	12/31/15	\$256,184	\$156,434	\$0	\$99,750	38.9%
Feeding America								
Telefund	Final	Telephone	12/31/15	\$63,406	\$34,616	\$0	\$28,789	45.4%
MDS Communications	Final	Telephone	4/18/16	\$549,155	\$476,281	\$0	\$72,874	13.3%
The Field Museum								
ComNet Marketing Group	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
FINCA International, Inc								
SD&A Teleservices	Final	Telephone	6/30/16	\$13,517	\$32,652	\$0	\$(19,135)	-141.6%
Public Interest Communications	Final	Telephone	9/15/16	\$31,049	\$30,991	\$0	\$58	0.2%

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Firefighters Charitable Foundation, Inc.								
Midwest Publishing DN	Interim	Telephone	12/31/15	\$526,977	\$458,470	\$0	\$68,507	13.0%
Associated Community Services	Interim	Telephone	5/31/16	\$21,396	\$18,187	\$0	\$3,209	15.0%
Courtesy Call	Final	Telephone	9/30/16	\$242,511	\$213,410	\$0	\$29,101	12.0%
JAK Productions	Interim	Telephone	5/31/16	\$2,177,560	\$1,916,252	\$0	\$261,307	12.0%
Directele	Interim	Telephone	12/31/15	\$96,470	\$58,969	\$23,030	\$14,470	15.0%
Firefighters Support Foundation, Inc.								
Outreach Calling	Interim	Telephone	8/24/16	\$5,135,765	\$4,622,189	\$0	\$513,577	10.0%
Innovative Teleservices	Interim	Telephone	6/1/16	\$38,528	\$34,675	\$0	\$3,853	10.0%
Firefighters Support Services, Incorporated								
Associated Community Services	Final	Telephone	6/29/16	\$8,674	\$4,771	\$2,386	\$1,518	17.5%
First Liberty Institute								
MDS Communications	Final	Telephone	3/22/16	\$18,696	\$18,696	\$0	\$0	0.0%
First Tee of Benton Harbor, Inc								
Smith Educational Associates	Interim	Other	6/30/16	\$12,710	\$2,304	\$0	\$10,407	81.9%
Fish Tales								
Ronald F. Doddy & Associates	Final	Telephone	12/31/15	\$138,447	\$44,080	\$0	\$94,368	68.2%
The Florida State University Foundation, Inc.								
Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$769,606	\$207,962	\$0	\$561,644	73.0%
Food for the Hungry, Inc.								
MDS Communications	Interim	Telephone	6/23/16	\$125,567	\$78,119	\$0	\$47,448	37.8%
Food for the Poor, Inc.								
InfoCision	Final	Telephone	9/30/16	\$1,223,230	\$127,432	\$0	\$1,095,798	89.6%

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Food & Water Watch								
Hudson Bay Company of IL	Final	Telephone	12/31/15	\$4,488	\$3,446	\$0	\$1,042	23.2%
Forgotten Harvest, Inc.								
Gateway Communications	Final	Telephone	12/31/15	\$74,958	\$23,812	\$0	\$51,146	68.2%
The Foundation for AIDS Research								
Public Interest Communications	Final	Telephone	11/5/15	\$18,629	\$26,606	\$0	\$(7,977)	-42.8%
Donor Services Group	Final	Telephone	7/31/16	\$21,063	\$58,774	\$0	\$(37,711)	-179.0%
The Foundation Fighting Blindness, Inc.								
Heritage Company	Interim	Telephone	10/22/16	\$106,873	\$50,766	\$0	\$56,108	52.5%
The Foundation for a Christian Civilization, Inc.								
Donor Care Center	Final	Other	1/31/16	\$64,847	\$149,815	\$0	\$(84,968)	-131.0%
Foundation for American Veterans, Inc.								
Associated Community Services	Interim	Telephone	10/31/16	\$13,072,513	\$7,189,883	\$3,921,754	\$1,960,876	15.0%
Foundation For National Progress								
Aria Communications	Final	Telephone	9/19/16	\$13,516	\$4,957	\$0	\$8,559	63.3%
Telefund	Final	Telephone	12/31/15	\$220,390	\$150,343	\$0	\$70,048	31.8%
Foundation of the Massachusetts Eye and Ear Infirmary, Inc.								
Huntsinger & Jeffer	Interim	Direct Mail	7/31/16	\$207,707	\$78,444	\$0	\$129,263	62.2%
Four Paws International Inc.								
SD&A Teleservices	Final	Telephone	10/31/15	\$2,004	\$12,674	\$0	\$(10,670)	-532.4%
Fremont Christian School								
J. Milito & Associates	Final	Telephone	12/30/15	\$6,435	\$2,102	\$0	\$4,333	67.3%

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The Fund for Animals, Inc Donor Services Group	Final	Telephone	12/31/15	\$3,654	\$11,318	\$0	\$(7,664)	-209.7%
GLSEN, Inc. SD&A Teleservices	Final	Telephone	7/31/16	\$1,213	\$3,562	\$0	\$(2,349)	-193.6%
Gateway, Inc. Robert Smith	Interim	Other	6/30/16	\$42,500	\$700	\$0	\$41,800	98.4%
The George Bush Presidential Library Foundation Infocision	Final	Telephone	5/31/16	\$0	\$0	\$0	\$0	
The Gerald R. Ford Foundation J. Milito & Associates	Final	Telephone	11/14/15	\$2,395	\$746	\$0	\$1,649	68.9%
Gilda's Club Grand Rapids J. Milito & Associates	Final	Telephone	12/14/15	\$19,754	\$12,779	\$0	\$6,976	35.3%
The Global Fund to Fight Aids, Tuberculosis, and Malaria Omaze	Final	Internet/Social Media	12/31/15	\$696,696	\$31,696	\$0	\$665,000	95.5%
Government Accountability Project, Inc. Hudson Bay Company of IL	Interim	Telephone	11/30/15	\$49,151	\$36,360	\$0	\$12,791	26.0%
Grand Rapids Christian Schools J. Milito & Associates	Final	Telephone	5/18/16	\$26,230	\$4,819	\$0	\$21,411	81.6%
Grand Rapids Civic Theatre, Inc. J. Milito & Associates	Final	Telephone	8/1/16	\$16,025	\$2,716	\$550	\$12,759	79.6%

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The Grand Rapids Symphony Society J. Milito & Associates	Final	Telephone	2/28/16	\$67,898	\$11,917	\$1,350	\$54,631	80.5%
Great Lakes Bible College J. Milito & Associates	Final	Telephone	9/14/15	\$10,640	\$5,187	\$0	\$5,453	51.3%
Great Lakes Fishery Trust, Inc. Public Sector Consultants	Interim	Telephone	12/31/15	\$100,000	\$2,515	\$0	\$97,485	97.5%
Greenpeace Fund, Inc. SD&A Teleservices	Final	Telephone	6/30/16	\$13,033	\$7,931	\$0	\$5,102	39.1%
Habitat for Humanity International, Inc. InfoCision	Final	Telephone	8/31/16	\$291,174	\$326,555	\$0	\$(35,381)	-12.2%
Donor Services Group	Interim	Telephone	12/31/15	\$3,248,282	\$1,342,796	\$0	\$1,905,485	58.7%
Hadassah, The Women's Zionist Organization of America, Inc. Donor Services Group	Final	Telephone	10/31/15	\$74,349	\$53,820	\$0	\$20,529	27.6%
Healing Heroes Network, Inc. Outreach Calling	Interim	Telephone	2/2/16	\$662,227	\$596,004	\$0	\$66,223	10.0%
Healing Paws, Inc. Smith Educational Associates	Interim	Other	6/30/16	\$22,500	\$1,550	\$0	\$20,950	93.1%
Heart Center of America Inc. Bee LC	Interim	Telephone	3/29/16	\$157,212	\$137,499	\$1,134	\$18,580	11.8%
Direct Response	Interim	Direct Mail	5/1/16	\$1,769,496	\$8,219	\$1,195,658	\$565,619	32.0%
Heifer Project International MDS Communications	Interim	Telephone	6/26/16	\$3,553,554	\$1,581,277	\$0	\$1,972,277	55.5%

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Help the Vets, Inc.								
Bee LC	Interim	Telephone	2/19/16	\$35,337	\$29,223	\$277	\$5,838	16.5%
Courtesy Call	Interim	Telephone	12/31/15	\$129,744	\$116,769	\$0	\$12,974	10.0%
Henry Ford Health System								
Fulkerson Group	Interim	Special Event	12/31/15	\$553,000	\$70,400	\$0	\$482,600	87.3%
J. Milito & Associates	Final	Telephone	12/30/15	\$40,825	\$17,000	\$0	\$23,826	58.4%
The Heritage Foundation								
GiveRight	Interim	Telephone	12/31/15	\$4,413,955	\$1,248,061	\$0	\$3,165,894	71.7%
HERO of Washtenaw County								
Midwest Recycling	Interim	Other	12/31/15	\$4,746	\$0	\$0	\$4,746	100.0%
Highfields, Inc.								
Automotive Recovery Services	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
Hillel: The Foundation for Jewish Campus Life								
Harris Marketing Group	Final	Telephone	2/10/16	\$0	\$0	\$0	\$0	
Telefund	Final	Telephone	12/31/15	\$11,809	\$11,608	\$0	\$201	1.7%
Donor Services Group	Final	Telephone	4/30/16	\$24,289	\$20,497	\$0	\$3,792	15.6%
Hillsdale College								
Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$0	\$0	\$0	\$0	
Holland Rescue Mission								
Gateway Communications	Final	Telephone	12/31/15	\$114,959	\$21,461	\$0	\$93,498	81.3%
Holt International Children's Services, Inc.								
MDS Communications	Final	Telephone	7/28/16	\$18,765	\$7,526	\$0	\$11,239	59.9%

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Hosanna Donor Care Center	Final	Telephone	10/31/16	\$24,106	\$28,789	\$0	\$(4,683)	-19.4%
Hudsonville Christian School J. Milito & Associates	Final	Telephone	9/27/16	\$33,535	\$2,880	\$550	\$30,105	89.8%
Human Rights Campaign Foundation Donor Services Group	Interim	Telephone	3/31/16	\$1,080,862	\$860,482	\$0	\$220,380	20.4%
Human Rights Campaign, Inc. Telefund	Interim	Telephone	3/31/16	\$284,689	\$361,282	\$0	\$(76,593)	-26.9%
Human Rights Watch, Inc. Public Interest Communications	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
Humane Society International Donor Services Group	Final	Telephone	12/31/15	\$6,025	\$10,806	\$0	\$(4,781)	-79.4%
The Humane Society of the United States Aria Communications	Final	Telephone	4/14/16	\$55,210	\$23,825	\$0	\$31,385	56.8%
Donor Services Group	Final	Telephone	12/31/15	\$545,927	\$653,440	\$0	\$(107,513)	-19.7%
InfoCision	Final	Telephone	11/30/16	\$3,781,909	\$69,642	\$0	\$3,712,267	98.2%
The Hunter College Foundation, Inc. Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$168,443	\$127,537	\$0	\$40,906	24.3%
Illinois State University Foundation Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$486,940	\$377,600	\$0	\$109,340	22.5%
Institute for the Arts and Education, Inc. Peak Productions	Interim	Special Event	12/31/15	\$36,072	\$0	\$33,414	\$2,658	7.4%

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International Fellowship of Christians and Jews, Inc.								
Causeworx	Interim	Telephone	12/31/15	\$6,063	\$15,489	\$0	\$(9,426)	-155.5%
InfoCision	Final	Telephone	12/31/15	\$1,302,094	\$1,401,328	\$0	\$(99,234)	-7.6%
International Rescue Committee, Inc.								
Telefund	Final	Telephone	12/31/15	\$26,514	\$26,151	\$0	\$363	1.4%
International Union of Police Associations AFL-CIO								
Outreach Calling	Interim	Telephone	12/31/15	\$4,702,863	\$4,232,577	\$0	\$470,286	10.0%
Courtesy Call	Interim	Telephone	12/31/15	\$121,422	\$109,280	\$0	\$12,142	10.0%
JAK Productions	Interim	Telephone	4/14/16	\$77,829	\$70,056	\$0	\$7,773	10.0%
Jane Goodall Institute for Wildlife Research, Education & Conservation								
Public Interest Communications	Final	Telephone	11/14/15	\$66,405	\$54,903	\$0	\$11,502	17.3%
Harris Marketing Group	Final	Telephone	8/15/16	\$0	\$0	\$0	\$0	
Donor Services Group	Final	Telephone	11/20/15	\$37,332	\$43,230	\$0	\$(5,898)	-15.8%
Jenison Christian School								
J. Milito & Associates	Final	Telephone	10/8/15	\$44,955	\$0	\$3,365	\$41,590	92.5%
Jewish Voice Ministries International								
Infocision	Final	Telephone	9/30/16	\$4,049,360	\$788,800	\$0	\$3,260,560	80.5%
John Hancock Committee for the States								
MDS Communications	Interim	Telephone	3/9/16	\$0	\$0	\$0	\$0	
Judicial Watch, Inc.								
MDS Communications	Interim	Telephone	6/14/16	\$27,451	\$20,359	\$0	\$7,092	25.8%
Kalamazoo College								
Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$106,926	\$34,004	\$9,827	\$63,096	59.0%

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Kalamazoo Gospel Mission Gateway Communications	Final	Telephone	12/31/15	\$70,817	\$20,027	\$0	\$50,790	71.7%
Kansas State University Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$1,773,247	\$187,073	\$0	\$1,586,174	89.5%
Kappa Alpha Theta Foundation, Inc. Aria Communications	Final	Telephone	9/30/16	\$150,872	\$71,709	\$0	\$79,163	52.5%
Kappa Kappa Gamma Foundation Aria Communications	Final	Telephone	1/31/16	\$56,331	\$20,791	\$0	\$35,540	63.1%
Kettering University Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$94,908	\$104,616	\$0	\$(9,708)	-10.2%
Kids Food Basket J. Milito & Associates	Final	Telephone	9/20/16	\$16,642	\$10,789	\$1,350	\$4,503	27.1%
Kids In Distress Services, Inc. Midwest Recycling	Interim	Other	12/31/15	\$11,165	\$0	\$0	\$11,165	100.0%
Kids Wish Network, Inc. Directele	Interim	Telephone	12/31/15	\$701,846	\$456,200	\$161,425	\$84,222	12.0%
Kirkwood Community College Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$17,751	\$12,148	\$0	\$5,603	31.6%
Lake Shore Habitat for Humanity J. Milito & Associates	Final	Telephone	5/17/16	\$5,975	\$1,969	\$0	\$4,006	67.1%

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Lambda Legal Defense & Education Fund, Inc. Donor Services Group	Final	Telephone	2/27/16	\$47,021	\$32,449	\$0	\$14,572	31.0%
Law Enforcement Education Program Directele	Interim	Telephone	12/31/15	\$183,181	\$115,404	\$36,636	\$31,141	17.0%
Law Enforcement Officers' Relief Fund, Inc. Outreach Calling	Final	Telephone	4/14/16	\$499,446	\$469,823	\$0	\$29,623	5.9%
Leadership Institute MDS Communications	Final	Telephone	2/20/16	\$35,146	\$17,329	\$0	\$17,817	50.7%
League of Women Voters Education Fund Donor Services Group	Final	Telephone	9/30/15	\$22,955	\$3,912	\$0	\$19,043	83.0%
League of Women Voters of the United States SD&A Teleservices	Final	Telephone	8/31/16	\$27,821	\$29,758	\$0	\$(1,937)	-7.0%
Donor Services Group	Interim	Telephone	3/13/16	\$64,389	\$62,081	\$0	\$2,308	3.6%
Legacy Christian School J. Mllito & Associates	Final	Telephone	6/30/16	\$17,680	\$3,395	\$762	\$13,524	76.5%
LeSEA Global Feed the Hungry, Inc. InfoCision	Final	Telephone	1/31/16	\$224,899	\$23,060	\$0	\$201,839	89.7%
The Leukemia & Lymphoma Society, Inc. Donor Care Center	Final	Telephone	6/30/16	\$231,388	\$173,073	\$0	\$58,314	25.2%
Dialamerica Marketing	Interim	Telephone	6/30/16	\$44,075	\$0	\$0	\$44,075	100.0%
Life Action Ministries Donor Care Center	Final	Other	8/31/16	\$15,546	\$16,989	\$0	\$(1,443)	-9.3%

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Life Issues Institute, Inc. MDS Communications	Final	Telephone	6/20/16	\$37,385	\$16,281	\$0	\$21,104	56.5%
Life Outreach International Donor Care Center	Final	Other	1/31/16	\$282,052	\$231,531	\$0	\$50,521	17.9%
Love Worth Finding, Inc. Donor Care Center	Final	Other	2/29/16	\$0	\$0	\$0	\$0	
Lucile Packard Foundation for Children's Health Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$20,621	\$28,241	\$0	\$(7,620)	-37.0%
Lupus Alliance of America, Inc., Michigan Indiana Affiliate Donation Line	Interim	Vehicle Donations	12/31/15	\$400	\$200	\$0	\$200	50.0%
Luther Seminary Aria Communications	Final	Telephone	5/31/16	\$55,509	\$17,369	\$0	\$38,140	68.7%
Lutheran Association of Missionaries and Pilots - Lamp Inc Aria Communications	Final	Telephone	10/31/16	\$5,351	\$8,623	\$0	\$(3,272)	-61.1%
Lutheran World Relief, Inc. Aria Communications	Final	Telephone	4/30/16	\$14,265	\$13,814	\$0	\$451	3.2%
"M" Club of the University of Michigan Directline Technologies	Final	Telephone	9/30/16	\$17,050	\$17,050	\$0	\$0	0.0%
Mack Avenue Festival Productions, Inc. Fulkerson Group	Interim	Direct Mail	10/31/15	\$1,109,972	\$86,900	\$254,699	\$768,373	69.2%

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MAP International								
MDS Communications	Final	Telephone	9/16/16	\$0	\$0	\$0	\$0	
March of Dimes Foundation								
Donor Care Center	Final	Other	12/31/15	\$1,019,817	\$609,887	\$0	\$409,930	40.2%
InfoCision	Final	Telephone	12/31/15	\$2,364,218	\$1,783,500	\$0	\$580,718	24.6%
Marine Corps League, Michigan Department								
Great Lakes Marketing of Michigan	Interim	Telephone	6/30/16	\$78,241	\$64,518	\$0	\$14,083	18.0%
Medic Alert Foundation United States, Inc.								
Ruffalo Noel Levitz	Final	Telephone	9/30/15	\$38,103	\$60,194	\$0	\$(22,091)	-58.0%
Mel Trotter Ministries								
Gateway Communications	Final	Telephone	12/31/15	\$106,764	\$56,106	\$0	\$50,658	47.4%
Memorial Sloan - Kettering Cancer Center								
Donor Services Group	Final	Telephone	12/31/15	\$676,274	\$215,653	\$0	\$460,621	68.1%
Mercy Corps								
MDS Communications	Final	Telephone	6/30/16	\$297,731	\$348,591	\$0	\$(50,860)	-17.1%
Donor Services Group	Final	Telephone	9/13/16	\$126,691	\$98,117	\$0	\$28,574	22.6%
The Messianic Jewish Alliance of America								
Donor Care Center	Final	Direct Mail	10/31/15	\$0	\$0	\$0	\$0	
Metro Area Animal Adoption Association								
Directele	Interim	Telephone	12/31/15	\$284,296	\$184,792	\$56,859	\$42,644	15.0%
The Metropolitan Museum of Art								
Donor Services Group	Final	Telephone	6/30/16	\$533,181	\$157,476	\$0	\$375,705	70.5%

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Michigan Crossroads Council, Inc., Boy Scouts of America J. Milito & Associates	Final	Telephone	12/26/15	\$42,376	\$21,418	\$0	\$20,958	49.5%
The Michigan Humane Society Donor Care Center	Final	Telephone	6/30/16	\$62,368	\$62,349	\$0	\$19	0.0%
Michigan Professional Firefighters Union United Partners Outreach	Interim	Telephone	12/31/15	\$162,834	\$130,267	\$0	\$32,567	20.0%
Michigan State University Falcon Fundraising	Interim	Telephone	7/1/16	\$75,075	\$20,881	\$0	\$54,194	72.2%
Michigan Women's Studies Association J. Milito & Associates	Final	Telephone	9/18/16	\$35,320	\$1,842	\$550	\$32,928	93.2%
Military Order of the Purple Heart Service Foundation, Inc. Lakes Management	Interim	Telephone	3/31/16	\$1,265,072	\$715,802	\$0	\$549,269	43.4%
Front Line Support	Final	Telephone	6/30/16	\$1,808,865	\$1,308,865	\$0	\$500,000	27.6%
Minnesota Public Radio, Inc. Aria Communications	Final	Telephone	5/31/16	\$190,626	\$269,209	\$0	\$(78,583)	-41.2%
Miracle Flights Engage Funding	Final	Telephone	8/31/15	\$723,903	\$509,321	\$0	\$214,582	29.6%
Mission of Hope Cancer Fund Ronald F. Doddy & Associates	Final	Telephone	12/31/15	\$583,231	\$437,628	\$0	\$145,603	25.0%
The Monastery of the Blessed Sacrament Divine Mercy Development Services	Interim	Direct Mail	8/15/16	\$2,066,000	\$1,200	\$69,000	\$1,995,800	96.6%

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Morgan State University Foundation, Inc. Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$36,277	\$42,006	\$0	\$(5,729)	-15.8%
Mother Waddles Community Outreach, Inc. Charity Funding	Interim	Vehicle Donations	12/31/15	\$2,735,843	\$520,522	\$1,732,856	\$482,465	17.6%
Mothers Against Drunk Driving Donor Services Group	Final	Telephone	7/31/16	\$0	\$0	\$0	\$0	
InfoCision	Final	Telephone	7/14/16	\$42,289	\$42,274	\$0	\$15	0.0%
Heritage Company	Interim	Telephone	12/31/15	\$1,786,325	\$1,108,180	\$0	\$687,145	38.5%
Dialamerica Marketing	Interim	Telephone	6/30/16	\$267,287	\$0	\$0	\$267,287	100.0%
Multiple Sclerosis Association of America, Inc. Heritage Company	Final	Telephone	6/30/16	\$1,603,431	\$966,851	\$0	\$636,580	39.7%
Muscular Dystrophy Association, Inc. InfoCision	Final	Telephone	9/30/16	\$178,216	\$133,109	\$0	\$45,107	25.3%
Muskegon Rescue Mission Gateway Communications	Final	Telephone	12/31/15	\$47,492	\$18,053	\$0	\$29,439	62.0%
NARAL Pro - Choice America Public Interest Communications	Final	Telephone	11/14/15	\$15,698	\$51,142	\$0	\$(35,444)	-225.8%
Telefund	Final	Telephone	12/31/15	\$83,661	\$59,290	\$0	\$24,371	29.1%
SD&A Teleservices	Final	Telephone	5/31/16	\$100,591	\$51,599	\$0	\$48,992	48.7%
National Association of Police Organizations, Inc. Huntsinger & Jeffer	Interim	Direct Mail	12/31/15	\$546,122	\$37,500	\$435,981	\$72,641	13.3%
National Association of the Physically Handicapped - A. Robert Cox Ch Ronald F. Doddy & Associates	Final	Telephone	12/31/15	\$21,035	\$17,880	\$0	\$3,155	15.0%

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National Association of Police Athletic / Activities Leagues, Inc.								
Front Line Support	Final	Telephone	4/30/15	\$328,118	\$244,784	\$0	\$83,333	25.4%
National Audubon Society, Inc.								
Donor Services Group	Final	Telephone	8/31/16	\$40,600	\$82,832	\$0	\$(42,232)	-104.0%
The National Cancer Coalition, Inc.								
Heritage Company	Interim	Telephone	12/31/15	\$255,834	\$210,029	\$0	\$45,805	17.9%
Midwest Publishing DN	Interim	Telephone	12/31/15	\$578,972	\$492,127	\$0	\$86,846	15.0%
National Caregiving Foundation								
Heritage Company	Interim	Telephone	12/31/15	\$212,757	\$170,206	\$0	\$42,551	20.0%
The National Center on Addiction and Substance Abuse								
Resource & Event Management Ltd.	Final	Special Event	8/7/15	\$1,739,215	\$130,000	\$190,281	\$1,418,934	81.6%
The National Center For Public Policy Research								
Response Dynamics	Final	Direct Mail	12/31/15	\$5,007,751	\$247,570	\$1,113,216	\$3,646,965	72.8%
The National Children's Cancer Society, Inc.								
Heritage Company	Final	Telephone	12/31/15	\$1,903,139	\$1,080,089	\$0	\$823,050	43.2%
National Committee To Preserve Social Security and Medicare								
Integral Resources	Interim	Telephone	6/24/16	\$25,632	\$51,509	\$0	\$(25,878)	-101.0%
National Community Advancement, Inc.								
Courtesy Call	Interim	Telephone	12/31/15	\$100,741	\$90,666	\$0	\$10,074	10.0%
The National Fund for Alternative Medicine, Inc.								
Direct Response	Interim	Direct Mail	5/1/16	\$310,099	\$0	\$234,002	\$76,097	24.5%
Bee LC	Interim	Telephone	9/14/16	\$45,256	\$37,278	\$440	\$7,537	16.7%

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National Humane Education Society Donor Care Center	Final	Telephone	4/30/16	\$15,464	\$15,448	\$0	\$16	0.1%
National Kidney Foundation, Inc. Automotive Recovery Services	Interim	Vehicle Donations	12/31/15	\$2,741,253	\$861,164	\$0	\$1,880,089	68.6%
National LGBTQ Task Force Public Interest Communications	Final	Telephone	1/1/16	\$26,272	\$19,548	\$0	\$6,724	25.6%
Telefund	Final	Telephone	12/31/15	\$7,692	\$5,172	\$0	\$2,520	32.8%
National Multiple Sclerosis Society Event 360	Final	Internet/Social Media	9/30/15	\$3,186,721	\$1,260,000	\$197,961	\$1,728,760	54.2%
InfoCision	Final	Telephone	8/31/16	\$232,843	\$155,611	\$0	\$77,232	33.2%
National Park Foundation SD&A Teleservices	Final	Telephone	10/31/15	\$77,060	\$89,813	\$0	\$(12,753)	-16.5%
National Parks Conservation Association SD&A Teleservices	Final	Other	1/31/16	\$0	\$0	\$0	\$0	
Public Interest Communications	Final	Telephone	8/31/16	\$52,234	\$51,479	\$0	\$755	1.4%
Donor Services Group	Final	Telephone	10/23/15	\$90,987	\$181,034	\$0	\$(90,047)	-99.0%
National Psoriasis Foundation Aria Communications	Final	Telephone	10/31/16	\$51,361	\$34,574	\$0	\$16,787	32.7%
National Right to Life Committee, Inc. MDS Communications	Final	Telephone	4/30/16	\$1,477,149	\$872,598	\$0	\$604,551	40.9%

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National Vietnam Veterans Foundation, Inc.								
Midwest Publishing DN	Final	Telephone	8/31/16	\$889,306	\$791,482	\$0	\$97,824	11.0%
Innovative Teleservices	Interim	Telephone	4/30/16	\$103,369	\$88,897	\$0	\$14,472	14.0%
Outreach Calling	Interim	Telephone	9/1/16	\$245,634	\$218,615	\$0	\$27,020	11.0%
National Wheelchair Basketball Association								
Heritage Company	Interim	Telephone	12/31/15	\$290,633	\$154,744	\$0	\$135,888	46.8%
National Wildlife Federation								
Donor Services Group	Final	Telephone	10/31/15	\$199,635	\$276,033	\$0	\$(76,398)	-38.3%
Natural Resources Defense Council, Inc.								
Your Voice Media	Interim	Telephone	6/30/16	\$91,166	\$113,995	\$0	\$(22,829)	-25.0%
Donor Services Group	Final	Telephone	12/31/15	\$83,942	\$65,369	\$0	\$18,573	22.1%
Telefund	Final	Telephone	12/31/15	\$86,495	\$113,532	\$0	\$(27,037)	-31.3%
SD&A Teleservices	Final	Telephone	6/30/16	\$50,781	\$95,434	\$0	\$(44,653)	-87.9%
The Nature Conservancy								
SD&A Teleservices	Final	Telephone	12/31/15	\$36,798	\$15,229	\$0	\$21,569	58.6%
Infocision	Final	Telephone	12/31/15	\$21,955	\$59,209	\$0	\$(37,254)	-169.7%
Donor Services Group	Final	Telephone	7/31/16	\$0	\$190,468	\$0	\$(190,468)	
New Beginning Children's Homes, Inc.								
FaithNet Funding	Interim	Direct Mail	6/30/16	\$7,544,986	\$817,201	\$6,372,785	\$355,000	4.7%
New Gate to Peace Foundation								
Case Consulting Services	Final	Other	6/12/16	\$0	\$0	\$0	\$0	
The New Hope Foundation, Inc.								
Bee LC	Interim	Telephone	2/10/16	\$387,055	\$343,409	\$4,095	\$39,551	10.2%

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New Year's Fest of Kalamazoo, Inc. Kalamazoo Experiential Learning Center	Interim	Telephone	3/31/16	\$98,955	\$22,628	\$90,126	\$(13,799)	-13.9%
New York University Ruffalo Noel Levitz	Interim	Telephone	8/31/16	\$1,515,743	\$851,016	\$0	\$664,727	43.9%
NFIB Small Business Legal Center National Capital Teleservices	Final	Telephone	12/31/15	\$43,600	\$30,344	\$0	\$13,256	30.4%
North Carolina State University Foundation, Inc. Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$490,165	\$99,302	\$0	\$390,863	79.7%
North Shore Animal League America, Inc. InfoCision	Final	Telephone	1/31/16	\$294,036	\$143,468	\$0	\$150,568	51.2%
Donor Services Group	Final	Telephone	12/31/15	\$101,353	\$169,977	\$0	\$(68,624)	-67.7%
Northwood University Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$27,035	\$0	\$10,580	\$16,455	60.9%
Notre Dame Preparatory School and Marist Academy J. Milito & Associates	Final	Telephone	1/23/16	\$14,436	\$8,885	\$0	\$5,550	38.4%
NRA Special Contribution Fund Allegiance Creative Group	Interim	Direct Mail	4/30/16	\$668,692	\$150,000	\$112,961	\$405,731	60.7%
Oakland University Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$146,232	\$172,985	\$92,514	\$(119,267)	-81.6%
Oblate Missionary Society, Inc. Donor Care Center	Final	Telephone	9/30/16	\$96,477	\$104,042	\$0	\$(7,564)	-7.8%

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<u>Charity</u> <u>Fundraiser</u>	<u>Report Type</u>	<u>Fundraising Method</u>	<u>Report End</u>	<u>Gross Receipts</u>	<u>PFR Fee/Costs</u>	<u>Other Costs</u>	<u>Net Amount to Charity</u>	<u>% of Gross to Charity</u>
Ocean Conservancy, Inc. Donor Services Group	Final	Telephone	3/31/16	\$38,153	\$80,767	\$0	\$(42,614)	-111.7%
Oceana, Inc. Donor Services Group	Final	Telephone	6/30/16	\$19,913	\$31,039	\$0	\$(11,126)	-55.9%
The Ohio University Foundation Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$438,404	\$444,386	\$0	\$(5,982)	-1.4%
OneHope, Inc. Donor Care Center	Final	Telephone	3/31/16	\$3,660	\$8,065	\$0	\$(4,405)	-120.3%
Open Doors with Brother Andrew, Inc. InfoCision	Final	Telephone	10/31/16	\$46,726	\$18,921	\$0	\$27,805	59.5%
Operation Blessing International Relief and Development Corporation Public Interest Communications	Final	Telephone	5/31/16	\$41,519	\$10,922	\$0	\$30,597	73.7%
Operation Smile, Inc. MDS Communications	Final	Telephone	6/6/16	\$1,487,613	\$1,151,163	\$0	\$336,450	22.6%
Optimal Medical Foundation, Inc. Charity Supply Services	Interim	Other	12/31/15	\$100,224	\$30,802	\$0	\$69,422	69.3%
The Organ Donation and Transplant Association of America, Inc. Associated Community Services	Interim	Telephone	6/22/16	\$249,094	\$131,762	\$70,863	\$46,468	18.7%
Organic Consumers Association Hudson Bay Company of IL	Final	Telephone	12/31/15	\$138,811	\$82,339	\$0	\$56,472	40.7%

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Others First, Inc. Charity Funding	Interim	Vehicle Donations	12/31/15	\$5,715,939	\$373,080	\$4,457,090	\$885,769	15.5%
Oxfam America, Inc. Donor Services Group	Final	Telephone	3/31/16	\$140,159	\$225,061	\$0	\$(84,902)	-60.6%
The Parade Company Fulkerson Group	Final	Telephone	1/31/16	\$3,931,102	\$140,400	\$2,833,430	\$957,272	24.4%
Parish of the Holy Spirit J. Milito & Associates	Final	Telephone	8/1/16	\$15,105	\$2,469	\$550	\$12,086	80.0%
Partners in Health, a Nonprofit Corporation Telefund	Final	Telephone	12/31/15	\$58,271	\$58,865	\$0	\$(594)	-1.0%
Penland School of Crafts, Inc. Harris Connect	Final	Telephone	12/31/15	\$74,328	\$137,157	\$0	\$(62,829)	-84.5%
People for the American Way Your Voice Media	Interim	Telephone	12/31/15	\$102,376	\$94,752	\$0	\$7,624	7.4%
People for Ethical Treatment of Animals, Inc. InfoCision	Final	Telephone	12/31/15	\$168,234	\$207,913	\$0	\$(39,679)	-23.6%
SD&A Teleservices	Final	Telephone	1/31/16	\$96,947	\$110,973	\$0	\$(14,026)	-14.5%
Public Interest Communications	Final	Telephone	2/29/16	\$6,714	\$16,125	\$0	\$(9,411)	-140.2%
Donor Services Group	Final	Telephone	8/31/16	\$150,131	\$229,530	\$0	\$(79,399)	-52.9%
Pet Angel Adoption & Rescue Inc. Directele	Interim	Telephone	12/31/15	\$69,840	\$44,698	\$13,968	\$11,174	16.0%

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PFLAG, Inc.								
Public Interest Communications	Final	Telephone	4/21/16	\$13,258	\$16,938	\$0	\$(3,680)	-27.8%
Donor Services Group	Final	Telephone	7/31/16	\$6,177	\$8,006	\$0	\$(1,829)	-29.6%
Physicians Committee for Responsible Medicine, Inc.								
Donor Services Group	Final	Telephone	11/25/15	\$45,929	\$46,417	\$0	\$(488)	-1.1%
Pine Rest Christian Mental Health Services								
J. Milito & Associates	Final	Telephone	1/21/16	\$18,190	\$3,855	\$0	\$14,335	78.8%
The Planetary Society								
Harris Marketing Group	Interim	Telephone	9/30/16	\$14,191	\$16,564	\$0	\$(2,373)	-16.7%
Planned Parenthood Action Fund, Inc.								
Integral Resources	Interim	Telephone	6/30/16	\$67,204	\$87,321	\$0	\$(20,116)	-29.9%
Public Interest Communications	Final	Telephone	6/30/16	\$51,447	\$4,980	\$0	\$46,467	90.3%
Planned Parenthood Federation of America, Inc.								
Integral Resources	Interim	Telephone	6/30/16	\$220,425	\$359,150	\$0	\$(138,725)	-62.9%
Donor Services Group	Final	Telephone	6/30/16	\$417,202	\$479,108	\$0	\$(61,906)	-14.8%
DCM	Interim	Telephone	4/20/15	\$172,300	\$41,673	\$0	\$130,627	75.8%
Public Interest Communications	Interim	Telephone	6/30/16	\$369,787	\$192,934	\$0	\$176,854	47.8%
Telefund	Final	Telephone	12/31/15	\$196,783	\$97,621	\$0	\$99,162	50.4%
Policy Issues Institute								
Response Dynamics	Interim	Direct Mail	12/31/15	\$6,731,068	\$412,235	\$1,597,456	\$4,721,377	70.1%
Precept Ministries of Reach Out Inc								
Donor Care Center	Final	Other	7/31/16	\$14,183	\$11,876	\$0	\$2,307	16.3%

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Prevention Works, Inc.								
Kalamazoo Experiential Learning Center	Final	Telephone	12/31/15	\$68,674	\$9,855	\$27,470	\$31,350	45.6%
Prison Fellowship Ministries								
InfoCision	Interim	Telephone	6/30/16	\$185,602	\$141,169	\$0	\$44,433	23.9%
Project Hope - People - to - People Health Foundation, Inc.								
MDS Communications	Interim	Other	7/13/16	\$124,192	\$121,319	\$0	\$2,873	2.3%
Heritage Company	Interim	Telephone	9/30/16	\$217,922	\$83,195	\$0	\$134,727	61.8%
Promenade Nationale Corporation								
Heritage Company	Interim	Telephone	9/30/16	\$112,616	\$81,668	\$0	\$30,948	27.5%
Public Citizen Foundation, Inc.								
SD&A Teleservices	Final	Telephone	9/30/15	\$0	\$0	\$0	\$0	
Reconciling Ministries Network								
Aria Communications	Final	Telephone	6/30/16	\$5,926	\$7,953	\$0	\$(2,027)	-34.2%
Renaissance Charitable Foundation, Inc.								
Omaze	Interim	Internet/Social Media	2/16/16	\$10,866,660	\$50,000	\$0	\$10,816,660	99.5%
Reserve Police Officers Association								
Outreach Calling	Interim	Telephone	6/30/16	\$696,479	\$634,865	\$0	\$61,615	8.8%
Rutgers University Foundation								
Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$792,760	\$684,294	\$0	\$108,466	13.7%
SOS Children's Villages - USA, Inc.								
Public Interest Communications	Final	Telephone	7/14/16	\$6,320	\$29,543	\$0	\$(23,223)	-367.5%

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Saginaw Valley Naval Ship Museum Committee Great Lakes Marketing of Michigan	Final	Telephone	6/30/16	\$43,450	\$34,760	\$0	\$8,690	20.0%
St. Anthony of Padua Catholic Community J. Milito & Associates	Final	Telephone	8/18/16	\$10,525	\$1,067	\$350	\$9,109	86.5%
Saint Peter's University Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$87,313	\$34,935	\$0	\$52,379	60.0%
Santa's Cupboard Ronald F. Doddy & Associates	Final	Telephone	12/31/15	\$68,202	\$54,561	\$0	\$13,640	20.0%
Sarett Nature Center Robert Smith	Interim	Other	6/30/16	\$24,075	\$1,064	\$0	\$23,009	95.6%
Save the Children Federation, Inc. Donor Services Group	Final	Telephone	5/31/16	\$1,440,775	\$195,385	\$0	\$1,245,390	86.4%
Donor Care Center	Final	Other	1/31/16	\$511,695	\$807,799	\$0	\$(296,104)	-57.9%
Share Our Strength SD&A Teleservices	Final	Telephone	7/31/16	\$5,660	\$8,335	\$0	\$(2,675)	-47.3%
Sierra Club SD&A Teleservices	Final	Telephone	7/14/16	\$1,087,271	\$871,388	\$0	\$217,884	20.0%
Harris Marketing Group	Final	Other	8/17/16	\$54,730	\$43,511	\$0	\$11,219	20.5%
Smile Train, Inc. InfoCision	Final	Telephone	8/31/16	\$1,471,874	\$1,226,793	\$0	\$245,081	16.7%
Donor Services Group	Final	Telephone	12/31/15	\$278,665	\$268,702	\$0	\$9,963	3.6%

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Society for Christian Instruction at Allendale, Mich. J. Milito & Associates	Final	Telephone	4/16/16	\$10,605	\$1,903	\$1,457	\$7,245	68.3%
The Society of St. Vincent de Paul in the Archdiocese of Detroit Cobblestone Solutions	Final	Special Event	6/30/15	\$137,395	\$12,000	\$46,527	\$78,868	57.4%
South Bend Symphony Orchestra Association, Inc. Strategic Marketing	Final	Telephone	12/27/15	\$14,591	\$6,147	\$0	\$8,444	57.9%
South Christian High School Association J. Milito & Associates	Final	Telephone	5/11/16	\$29,145	\$5,611	\$0	\$23,534	80.7%
Southern Poverty Law Center, Inc. Harris Marketing Group	Final	Telephone	10/31/16	\$256,804	\$208,444	\$0	\$48,361	18.8%
Telefund	Final	Telephone	12/31/15	\$522,731	\$383,288	\$0	\$139,443	26.7%
Special Olympics, Inc. Telefund	Final	Telephone	12/31/15	\$53,637	\$37,336	\$0	\$16,301	30.4%
Heritage Company	Interim	Telephone	12/31/15	\$5,935,821	\$1,419,620	\$0	\$4,516,202	76.1%
SD&A Teleservices	Interim	Telephone	8/31/16	\$34,104	\$45,361	\$0	\$(11,257)	-33.0%
InfoCision	Interim	Telephone	7/31/16	\$54,799	\$40,072	\$0	\$14,727	26.9%
MDS Communications	Interim	Telephone	12/31/15	\$73,452	\$86,940	\$0	\$(13,488)	-18.4%
Special Olympics Michigan, Inc. Heritage Company	Final	Telephone	12/31/15	\$376,297	\$200,083	\$0	\$176,214	46.8%
Dialamerica Marketing	Interim	Telephone	6/30/16	\$248,000	\$220,174	\$0	\$27,827	11.2%
St. Hugo of the Hills Catholic Church J. Milito & Associates	Final	Telephone	12/31/16	\$22,815	\$1,796	\$0	\$21,019	92.1%

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St. Mary Queen of Creation Roman Catholic Church Automotive Recovery Services	Interim	Vehicle Donations	12/31/15	\$0	\$0	\$0	\$0	
St. Mary's Catholic Church J. Milito & Associates	Final	Telephone	12/31/16	\$12,290	\$2,688	\$580	\$9,023	73.4%
St. Patrick St. Anthony Catholic Community J. Milito & Associates	Final	Telephone	12/31/16	\$14,665	\$3,407	\$564	\$10,693	72.9%
St. Stephen Catholic Church J. Milito & Associates	Final	Telephone	6/30/16	\$26,840	\$2,316	\$557	\$23,967	89.3%
State Lodge of Michigan Fraternal Order of Police Corporations for Character	Interim	Telephone	10/31/15	\$271,000	\$189,700	\$0	\$81,300	30.0%
State University of Iowa Alumni Association Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$104,437	\$5,161	\$0	\$99,276	95.1%
Aria Communications	Final	Telephone	7/14/16	\$32,625	\$38,518	\$0	\$(5,893)	-18.1%
The State University of Iowa Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$450,672	\$412,306	\$0	\$38,366	8.5%
Students for Life of America, Inc. MDS Communications	Final	Telephone	12/31/15	\$379,589	\$282,424	\$0	\$97,165	25.6%
Sunset Manor, Inc. J. Milito & Associates	Final	Telephone	6/30/16	\$13,150	\$848	\$0	\$12,302	93.5%
The Susan G. Komen Breast Cancer Foundation, Inc. Event 360	Interim	Special Event	1/31/16	\$21,330,661	\$3,993,758	\$14,018,566	\$3,318,337	15.6%
Infocision	Final	Telephone	6/30/16	\$95,293	\$15,775	\$0	\$79,517	83.4%

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Tea Party Patriots, Inc.								
Capitol Resources	Final	Telephone	12/31/15	\$396,178	\$269,085	\$0	\$127,093	32.1%
Team Happy Feet								
Automotive Recovery Services	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
Trustees of Tufts College								
Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$1,179,299	\$173,345	\$0	\$1,005,953	85.3%
Union of Concerned Scientists, Inc.								
Donor Services Group	Final	Telephone	11/30/15	\$142,794	\$143,546	\$0	\$(752)	-0.5%
Aria Communications	Final	Telephone	2/29/16	\$6,466	\$1,785	\$0	\$4,681	72.4%
The Unitarian Universalist Service Committee, Inc.								
Public Interest Communications	Final	Telephone	8/14/16	\$100,636	\$42,195	\$0	\$58,441	58.1%
United Breast Cancer Foundation								
Heritage Company	Interim	Telephone	11/11/16	\$189,825	\$116,669	\$0	\$73,156	38.5%
Associated Community Services	Interim	Telephone	7/19/16	\$3,790,919	\$2,100,831	\$1,042,494	\$647,595	17.1%
United Cancer Support Foundation								
Associated Community Services	Interim	Telephone	2/5/16	\$1,425,512	\$784,032	\$427,654	\$213,827	15.0%
Outreach Calling	Interim	Telephone	6/30/16	\$810,768	\$729,691	\$0	\$81,077	10.0%
United States Association for UNHCR								
HCB Communications	Final	Telephone	12/31/15	\$118,841	\$57,420	\$0	\$61,421	51.7%
United States Fund for UNICEF								
Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$790,042	\$336,316	\$0	\$453,726	57.4%
Donor Services Group	Final	Telephone	6/30/16	\$123,675	\$97,487	\$0	\$26,189	21.2%
InfoCision	Final	Telephone	6/30/16	\$312,037	\$67,327	\$0	\$244,711	78.4%

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United States Navy Memorial Foundation Donor Care Center	Final	Telephone	9/30/16	\$40,871	\$48,213	\$0	\$(7,342)	-18.0%
Unity Christian High School J. Milito & Associates	Final	Telephone	11/28/16	\$96,304	\$8,058	\$850	\$87,396	90.8%
University of Detroit Mercy Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$314,908	\$134,440	\$0	\$180,468	57.3%
The University of Montana Foundation Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$357,513	\$60,498	\$0	\$297,015	83.1%
University of Nevada, Las Vegas Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$177,561	\$121,408	\$0	\$56,154	31.6%
University of Colorado Foundation Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$920,524	\$542,922	\$0	\$377,602	41.0%
The University of Connecticut Foundation, Inc. Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$565,828	\$313,973	\$0	\$251,856	44.5%
The University of Mississippi Foundation Ruffalo Noel Levitz	Interim	Telephone	6/30/16	\$504,147	\$137,483	\$0	\$366,663	72.7%
University of Nebraska Foundation Ruffalo Noel Levitz	Interim	Telephone	8/31/16	\$367,875	\$279,492	\$0	\$88,383	24.0%
University of Northern Iowa Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$0	\$27,823	\$0	\$(27,823)	

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University of South Dakota Foundation Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$219,187	\$178,073	\$0	\$41,114	18.8%
The University of Tennessee Foundation, Inc. Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$134,006	\$52,930	\$0	\$81,076	60.5%
University of West Florida Foundation Inc Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$94,813	\$86,980	\$0	\$7,833	8.3%
University of South Florida Foundation, Inc. Ruffalo Noel Levitz	Final	Telephone	12/31/15	\$144,826	\$131,456	\$0	\$13,370	9.2%
U. S. Charitable Gift Trust Eaton Vance Distributors	Interim	Telephone	12/31/15	\$111,023,251	\$3,679,896	\$67,514,113	\$39,829,242	35.9%
U.S. English, Inc. Donor Care Center	Final	Telephone	7/14/16	\$9,645	\$18,816	\$0	\$(9,171)	-95.1%
USAFA Endowment Inc Ruffalo Noel Levitz	Final	Telephone	12/31/15	\$473,917	\$166,906	\$0	\$307,011	64.8%
Van Andel Institute (VAI) J. Milito & Associates	Final	Telephone	1/13/16	\$20,758	\$13,139	\$0	\$7,619	36.7%
Veterans Assistance Foundation, Inc. Front Line Support	Final	Telephone	12/31/15	\$810,285	\$710,285	\$0	\$100,000	12.3%
Veterans of Foreign Wars National Home for Children Huntsinger & Jeffer	Interim	Direct Mail	6/30/16	\$1,076,018	\$578,345	\$0	\$497,673	46.3%

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Veterans of Foreign Wars of the United States								
Donor Services Group	Interim	Telephone	2/28/16	\$726,383	\$561,776	\$0	\$164,608	22.7%
Veterans Support Foundation								
Associated Community Services	Interim	Telephone	6/30/16	\$1,327,692	\$726,415	\$398,308	\$202,970	15.3%
JAK Productions	Interim	Telephone	11/30/15	\$791,672	\$676,212	\$0	\$115,460	14.6%
Victory Interfaith Ministry International, Inc.								
Automotive Recovery Services	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
Vietnam Veterans of Michigan, Inc.								
Associated Community Services	Interim	Telephone	12/31/15	\$55,719	\$44,575	\$0	\$11,144	20.0%
Vietnam Veterans of America, State of Michigan Council, Incorporated								
Charity Funding	Interim	Vehicle Donations	12/31/15	\$320,464	\$35,000	\$250,361	\$35,103	11.0%
VietNow National Headquarters								
Corporations for Character	Interim	Telephone	3/14/16	\$30,157	\$25,935	\$0	\$4,222	14.0%
Courtesy Call	Interim	Telephone	12/31/15	\$91,799	\$0	\$78,029	\$13,770	15.0%
The Walsh College Foundation								
Wilson-Bennett Technology	Interim	Telephone	12/31/15	\$16,240	\$12,971	\$0	\$3,269	20.1%
Washington State University Foundation								
Ruffalo Noel Levitz	Interim	Telephone	7/31/16	\$755,648	\$216,847	\$0	\$538,801	71.3%
WAY Media, Inc.								
MDS Communications	Interim	Telephone	11/15/15	\$186,216	\$145,655	\$0	\$40,561	21.8%
Wayne State University								
Ruffalo Noel Levitz	Interim	Telephone	9/30/16	\$675,000	\$142,644	\$0	\$532,356	78.9%

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Webster University Ruffalo Noel Levitz	Final	Telephone	5/31/16	\$56,230	\$67,414	\$0	\$(11,184)	-19.9%
West Michigan Symphony J. Milito & Associates	Final	Telephone	7/5/16	\$5,440	\$1,593	\$550	\$3,298	60.6%
West Side Christian School J. Milito & Associates	Final	Telephone	6/30/16	\$24,125	\$1,214	\$0	\$22,911	95.0%
Western Michigan Christian High School J. Milito & Associates	Final	Telephone	7/7/16	\$12,924	\$5,070	\$1,250	\$6,604	51.1%
Western Pennsylvania Conservancy Donor Services Group	Final	Telephone	10/4/15	\$11,329	\$18,014	\$0	\$(6,685)	-59.0%
WGVU/WGVK West Michigan Public Broadcasting Donor Development Strategies	Interim	Door to Door	6/30/16	\$337,585	\$425,348	\$0	\$(87,763)	-26.0%
Aria Communications	Final	Telephone	5/4/16	\$103,695	\$71,562	\$0	\$32,133	31.0%
Wheat Ridge Ministries Aria Communications	Final	Telephone	9/30/16	\$11,350	\$11,173	\$0	\$177	1.6%
The Wilderness Society Donor Services Group	Final	Telephone	11/29/15	\$154,352	\$165,516	\$0	\$(11,164)	-7.2%
Window to the World Communications, Inc. Telefund	Final	Telephone	12/31/15	\$2,756	\$9,408	\$0	\$(6,652)	-241.3%
Your Voice Media	Final	Telephone	12/31/15	\$72,562	\$66,900	\$0	\$5,662	7.8%
ComNet Marketing Group	Final	Telephone	1/24/16	\$1,006,670	\$475,421	\$0	\$531,248	52.8%

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WNMU-FM/TV (Northern Michigan University)									
	Aria Communications	Final	Telephone	6/9/16	\$9,374	\$3,929	\$0	\$5,445	58.1%
Woman to Woman Breast Cancer Foundation, Inc.									
	Directele	Final	Telephone	12/31/14	\$98,016	\$65,132	\$0	\$32,883	33.5%
Women for Women International									
	Public Interest Communications	Final	Telephone	9/17/16	\$2,546	\$5,042	\$0	\$(2,496)	-98.0%
World Mission									
	J. Milito & Associates	Final	Telephone	6/30/16	\$23,100	\$3,832	\$0	\$19,268	83.4%
World Wildlife Fund, Inc.									
	Donor Services Group	Interim	Telephone	9/30/16	\$140,522	\$88,906	\$0	\$51,616	36.7%
	Public Interest Communications	Final	Telephone	6/30/16	\$8,561	\$20,036	\$0	\$(11,475)	-134.0%
Wounded Warrior Project, Inc.									
	Donor Care Center	Interim	Telephone	10/31/15	\$93,415	\$60,536	\$0	\$32,879	35.2%
Wycliffe Associates, Inc.									
	Donor Care Center	Final	Telephone	12/31/15	\$48,064	\$28,972	\$0	\$19,091	39.7%
Wycliffe Bible Translators, Inc.									
	Donor Care Center	Final	Telephone	3/31/16	\$32,792	\$28,264	\$0	\$4,528	13.8%
Yellowstone Park Foundation, Inc.									
	Donor Care Center	Final	Telephone	4/30/16	\$0	\$0	\$0	\$0	
The Young Americans, Inc.									
	Mike Wall Advancement Services	Interim	Other	6/30/16	\$18,000	\$0	\$18,000	\$0	0.0%

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The Young Men's Christian Association of Greater Grand Rapids								
J. Milito & Associates	Final	Telephone	6/ 18/ 16	\$ 9,290	\$5,814	\$650	\$2,826	30.4%

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Charity								
Advantage Plus Consulting								
West Point Association of Graduates	Final	Other	11/30/15	\$2,100,793	\$511,480	\$0	\$1,589,313	75.7%
Allegiance Creative Group								
AOPA Foundation	Interim	Direct Mail	12/31/15	\$2,819,291	\$154,704	\$712,741	\$1,951,846	69.2%
NRA Special Contribution Fund	Interim	Direct Mail	4/30/16	\$668,692	\$150,000	\$112,961	\$405,731	60.7%
American Target Advertising								
Coalition to Salute America's Heroes	Interim	Direct Mail	12/31/15	\$13,346,490	\$1,019,887	\$9,482,933	\$2,843,670	21.3%
Aria Communications								
Actionaid USA	Final	Telephone	10/31/16	\$10,019	\$4,292	\$0	\$5,727	57.2%
AFS-USA	Final	Telephone	11/14/16	\$41,200	\$24,763	\$0	\$16,437	39.9%
Alpha Omicron Pi Foundation	Final	Telephone	6/30/16	\$5,210	\$3,216	\$0	\$1,994	38.3%
Bread for the World, Inc.	Final	Telephone	1/31/16	\$312,641	\$142,578	\$0	\$170,063	54.4%
Delta Tau Delta Educational Found.	Final	Telephone	4/30/16	\$155,491	\$64,228	\$0	\$91,263	58.7%
Delta Upsilon Educational Foundation	Final	Telephone	2/14/16	\$30,585	\$11,335	\$0	\$19,250	62.9%
Foundation for National Progress	Final	Telephone	9/19/16	\$13,516	\$4,957	\$0	\$8,559	63.3%
Kappa Alpha Theta Foundation	Final	Telephone	9/30/16	\$150,872	\$71,709	\$0	\$79,163	52.5%
Kappa Kappa Gamma Found	Final	Telephone	1/31/16	\$56,331	\$20,791	\$0	\$35,540	63.1%
Luther Seminary	Final	Telephone	5/31/16	\$55,509	\$17,369	\$0	\$38,140	68.7%
Lutheran Assoc of Missionaries and Pilots	Final	Telephone	10/31/16	\$5,351	\$8,623	\$0	\$(3,272)	-61.1%
Lutheran World Relief	Final	Telephone	4/30/16	\$14,265	\$13,814	\$0	\$451	3.2%
Minnesota Public Radio	Final	Telephone	5/31/16	\$190,626	\$269,209	\$0	\$(78,583)	-41.2%
National Psoriasis Foundation	Final	Telephone	10/31/16	\$51,361	\$34,574	\$0	\$16,787	32.7%
Northern MI University	Final	Telephone	6/9/16	\$9,374	\$3,929	\$0	\$5,445	58.1%
Reconciling Ministries	Final	Telephone	6/30/16	\$5,926	\$7,953	\$0	\$(2,027)	-34.2%

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Charity								
State University of Iowa Alumni Association	Final	Telephone	7/14/16	\$32,625	\$38,518	\$0	\$(5,893)	-18.1%
The Humane Society of the United States	Final	Telephone	4/14/16	\$55,210	\$23,825	\$0	\$31,385	56.8%
Union of Concerned Scientists	Final	Telephone	2/29/16	\$6,466	\$1,785	\$0	\$4,681	72.4%
WGVU Public Media Grand Valley State U	Final	Telephone	5/4/16	\$103,695	\$71,562	\$0	\$32,133	31.0%
Wheat Ridge Ministries	Final	Telephone	9/30/16	\$11,350	\$11,173	\$0	\$177	1.6%
Artsmarketing Services								
Detroit Symphony Orchestra	Final	Telephone	7/7/16	\$369,124	\$147,387	\$0	\$221,737	60.1%
Associated Community Services								
American Children's Cancer Foundation	Interim	Telephone	10/14/16	\$744,940	\$428,338	\$204,856	\$111,745	15.0%
Autism Spectrum Disorder Foundation	Interim	Telephone	11/30/16	\$316,103	\$135,412	\$88,885	\$91,806	29.0%
Children's Cancer Recovery Foundation	Interim	Telephone	4/30/16	\$3,466,453	\$1,895,551	\$1,039,936	\$530,966	15.3%
Children's Leukemia Research Assn	Interim	Telephone	4/30/16	\$2,792,389	\$1,509,298	\$810,517	\$472,575	16.9%
Firefighters Charitable Foundation	Interim	Telephone	5/31/16	\$21,396	\$18,187	\$0	\$3,209	15.0%
Firefighters Support Services	Final	Telephone	6/29/16	\$8,674	\$4,771	\$2,386	\$1,518	17.5%
Foundation for American Veterans	Interim	Telephone	10/31/16	\$13,072,513	\$7,189,883	\$3,921,754	\$1,960,876	15.0%
Organ Donation & Transplant Assoc.	Interim	Telephone	6/22/16	\$249,094	\$131,762	\$70,863	\$46,468	18.7%
United Breast Cancer Foundation	Interim	Telephone	7/19/16	\$3,790,919	\$2,100,831	\$1,042,494	\$647,595	17.1%
United Cancer Support Foundation	Interim	Telephone	2/5/16	\$1,425,512	\$784,032	\$427,654	\$213,827	15.0%
Veterans Support Foundation	Interim	Telephone	6/30/16	\$1,327,692	\$726,415	\$398,308	\$202,970	15.3%
Vietnam Veterans of Michigan	Interim	Telephone	12/31/15	\$55,719	\$44,575	\$0	\$11,144	20.0%
Automotive Recovery Services								
American Diabetes Association	Interim	Vehicle Donations	12/31/15	\$698,383	\$338,723	\$0	\$359,661	51.5%
Amyloidosis Foundation	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
Animals & Society Institute	Final	Vehicle Donations	11/28/16	\$0	\$0	\$0	\$0	

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Charity								
Brav (Victory Interfaith Ministry International)	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
Highfields	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
National Kidney Foundation, Inc.	Interim	Vehicle Donations	12/31/15	\$2,741,253	\$861,164	\$0	\$1,880,089	68.6%
St Mary Queen of Creation Roman Cath.Church	Interim	Vehicle Donations	12/31/15	\$0	\$0	\$0	\$0	
Team Happy Feet	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
Bee LC								
Heart Support of America	Interim	Telephone	3/29/16	\$157,212	\$137,499	\$1,134	\$18,580	11.8%
Help the Vets, Inc.	Interim	Telephone	2/19/16	\$35,337	\$29,223	\$277	\$5,838	16.5%
National Fund for Alternative Medicine	Interim	Telephone	9/14/16	\$45,256	\$37,278	\$440	\$7,537	16.7%
New Hope Foundation	Interim	Telephone	2/10/16	\$387,055	\$343,409	\$4,095	\$39,551	10.2%
Bennett Direct								
Detroit Symphony Orchestra	Final	Telephone	8/31/16	\$512,000	\$250,000	\$0	\$262,000	51.2%
Calder Group								
Center for Independent Employees	Interim	Telephone	6/30/16	\$572,000	\$57,200	\$49,779	\$465,021	81.3%
Capitol Resources								
Alliance Defending Freedom	Final	Telephone	12/31/15	\$4,021	\$3,914	\$0	\$107	2.7%
Tea Party Patriots, Inc.	Final	Telephone	12/31/15	\$396,178	\$269,085	\$0	\$127,093	32.1%
Case Consulting Services								
New Gate to Peace Foundation	Final	Other	6/12/16	\$0	\$0	\$0	\$0	
Causeworx								
Int'l Fellowship of Christians and Jews	Interim	Telephone	12/31/15	\$6,063	\$15,489	\$0	\$(9,426)	-155.5%
Charity Funding								

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Charity								
Mother Waddles Community Outreach	Interim	Vehicle Donations	12/31/15	\$2,735,843	\$520,522	\$1,732,856	\$482,465	17.6%
Others First	Interim	Vehicle Donations	12/31/15	\$5,715,939	\$373,080	\$4,457,090	\$885,769	15.5%
Vietnam Veterans of America	Interim	Vehicle Donations	12/31/15	\$320,464	\$35,000	\$250,361	\$35,103	11.0%
Charity Supply Services								
Childhood Disease Research Foundation	Interim	Other	12/31/15	\$100,224	\$30,802	\$0	\$69,422	69.3%
Cobblestone Solutions								
St. Vincent de Paul Detroit	Final	Special Event	6/30/15	\$137,395	\$12,000	\$46,527	\$78,868	57.4%
ComNet Marketing Group								
Cornell Lab of Ornithology	Interim	Telephone	10/14/15	\$31,331	\$3,186	\$28,370	\$2,961	9.4%
Field Museum	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
Window to the World Communications, Inc.	Final	Telephone	1/24/16	\$1,006,670	\$475,421	\$0	\$531,248	52.8%
Confluent Impact Communications, LLC								
St. Vincent Catholic Charities	Final	Telephone	7/23/16	\$5,980	\$5,980	\$0	\$0	0.0%
Corporations for Character								
American Childrens Society	Interim	Telephone	4/30/16	\$24,886	\$21,153	\$0	\$3,733	15.0%
Cancer Fund of America	Final	Telephone	8/13/15	\$65,609	\$59,170	\$0	\$6,439	9.8%
State Lodge of MI Fraternal Order of Police	Interim	Telephone	10/31/15	\$271,000	\$189,700	\$0	\$81,300	30.0%
VietNow National Headquarters	Interim	Telephone	3/14/16	\$30,157	\$25,935	\$0	\$4,222	14.0%
Courtesy Call								
American Children's Cancer Society	Interim	Telephone	12/31/15	\$242,146	\$0	\$205,824	\$36,322	15.0%
American Veterans Foundation	Interim	Telephone	12/31/15	\$351,089	\$298,426	\$0	\$52,663	15.0%
Breast Cancer Outreach Foundation	Interim	Telephone	12/31/15	\$279,572	\$251,615	\$0	\$27,957	10.0%

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Charity								
Community Charity Advancement	Interim	Telephone	12/31/15	\$4,581,233	\$4,008,578	\$0	\$572,654	12.5%
Dogs for Law Enforcement	Interim	Telephone	12/31/15	\$234,403	\$210,963	\$0	\$23,440	10.0%
Firefighters Charitable Foundation	Final	Telephone	9/30/16	\$242,511	\$213,410	\$0	\$29,101	12.0%
Help the Vets, Inc.	Interim	Telephone	12/31/15	\$129,744	\$116,769	\$0	\$12,974	10.0%
International Union of Police Assns	Interim	Telephone	12/31/15	\$121,422	\$109,280	\$0	\$12,142	10.0%
National Police Association	Interim	Telephone	12/31/15	\$100,741	\$90,666	\$0	\$10,074	10.0%
Vietnow	Interim	Telephone	12/31/15	\$91,799	\$0	\$78,029	\$13,770	15.0%
Covenant Calls								
American Civil Liberties Union	Final	Telephone	3/31/16	\$0	\$125,173	\$0	\$(125,173)	
DCM								
American Civil Liberties Union Found.	Interim	Telephone	9/20/16	\$150,375	\$31,911	\$0	\$118,464	78.8%
ASME Foundation	Final	Telephone	5/31/16	\$137,761	\$104,220	\$0	\$33,541	24.3%
Chicago Symphony Orchestra	Interim	Telephone	3/9/14	\$960,584	\$330,712	\$0	\$629,871	65.6%
Planned Parenthood Federation of America	Interim	Telephone	4/20/15	\$172,300	\$41,673	\$0	\$130,627	75.8%
Debbie Lopez								
American Veterans Foundation	Final	Telephone	12/31/15	\$20,300	\$16,240	\$0	\$4,060	20.0%
Association for Firefighters & Paramedics	Final	Telephone	12/31/15	\$10,910	\$9,710	\$0	\$1,200	11.0%
Dialamerica Marketing								
Mothers Against Drunk Driving	Interim	Telephone	6/30/16	\$267,287	\$0	\$0	\$267,287	100.0%
Special Olympics Michigan	Interim	Telephone	6/30/16	\$248,000	\$220,174	\$0	\$27,827	11.2%
The Leukemia & Lymphoma Society Inc.	Interim	Telephone	6/30/16	\$44,075	\$0	\$0	\$44,075	100.0%
Direct Response								
Heart Support of America	Interim	Direct Mail	5/1/16	\$1,769,496	\$8,219	\$1,195,658	\$565,619	32.0%

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Charity								
National Fund for Alternative Medicine	Interim	Direct Mail	5/1/16	\$310,099	\$0	\$234,002	\$76,097	24.5%
Directele								
Breast Cancer Society	Interim	Telephone	12/31/14	\$431,641	\$280,567	\$86,328	\$64,746	15.0%
Firefighters Charitable Foundation	Interim	Telephone	12/31/15	\$96,470	\$58,969	\$23,030	\$14,470	15.0%
Kids Wish Network	Interim	Telephone	12/31/15	\$701,846	\$456,200	\$161,425	\$84,222	12.0%
Law Enforcement Education Program	Interim	Telephone	12/31/15	\$183,181	\$115,404	\$36,636	\$31,141	17.0%
Metro Area Animal Adoption Association	Interim	Telephone	12/31/15	\$284,296	\$184,792	\$56,859	\$42,644	15.0%
Pet Angel Adoption & Rescue	Interim	Telephone	12/31/15	\$69,840	\$44,698	\$13,968	\$11,174	16.0%
Woman to Woman Breast Cancer	Final	Telephone	12/31/14	\$98,016	\$65,132	\$0	\$32,883	33.5%
DirectLine Technologies								
Alumni Association of the University of MI	Final	Telephone	7/30/16	\$129,461	\$60,000	\$0	\$69,461	53.7%
American Assn Nurse Anesthetists Foundation	Final	Telephone	6/30/16	\$201,955	\$34,200	\$0	\$167,755	83.1%
M Club University of Michigan	Final	Telephone	9/30/16	\$17,050	\$17,050	\$0	\$0	0.0%
Divine Mercy Development Services								
Monastery of the Blessed Sacrament	Interim	Direct Mail	8/15/16	\$2,066,000	\$1,200	\$69,000	\$1,995,800	96.6%
Donation Line								
Christian People Pulling Together Ministries	Interim	Vehicle Donations	12/31/15	\$150	\$90	\$0	\$60	40.0%
Lupus Alliance of America, Michigan Indiana	Interim	Vehicle Donations	12/31/15	\$400	\$200	\$0	\$200	50.0%
Donor Care Center								
American Bible Society	Final	Direct Mail	6/30/16	\$13,857	\$17,996	\$0	\$(4,139)	-29.9%
American Family Association	Final	Other	6/14/16	\$493,743	\$307,877	\$0	\$185,866	37.6%
American Indian College Fund	Final	Other	3/31/16	\$40,969	\$31,926	\$0	\$9,044	22.1%
Back to God Ministries Int'l	Final	Other	8/31/16	\$44,799	\$21,837	\$0	\$22,962	51.3%

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Charity								
ChildFund International USA	Final	Other	8/14/16	\$14,822	\$38,714	\$0	\$(23,892)	-161.2%
Christian Advocates Serving Evangelism	Final	Other	5/31/15	\$907,689	\$633,569	\$0	\$274,121	30.2%
Christian Appalachian Project	Final	Other	2/29/16	\$51,078	\$31,363	\$0	\$19,715	38.6%
Church World Service	Final	Other	2/29/16	\$8,067	\$8,067	\$0	\$0	0.0%
Coral Ridge Ministries Media	Final	Telephone	10/31/16	\$131,067	\$144,471	\$0	\$(13,404)	-10.2%
Cross International	Final	Telephone	12/31/15	\$101,234	\$236,227	\$0	\$(134,993)	-133.3%
Dallas Theological Seminary	Final	Telephone	9/30/16	\$10,694	\$11,534	\$0	\$(840)	-7.9%
Foundation for a Christian Civilization	Final	Other	1/31/16	\$64,847	\$149,815	\$0	\$(84,968)	-131.0%
Hosanna	Final	Telephone	10/31/16	\$24,106	\$28,789	\$0	\$(4,683)	-19.4%
Life Action Ministries	Final	Other	8/31/16	\$15,546	\$16,989	\$0	\$(1,443)	-9.3%
Life Outreach International	Final	Other	1/31/16	\$282,052	\$231,531	\$0	\$50,521	17.9%
Love Worth Finding	Final	Other	2/29/16	\$0	\$0	\$0	\$0	
March of Dimes Foundation	Final	Other	12/31/15	\$1,019,817	\$609,887	\$0	\$409,930	40.2%
Messianic Jewish Alliance America	Final	Direct Mail	10/31/15	\$0	\$0	\$0	\$0	
National Humane Educational Society	Final	Telephone	4/30/16	\$15,464	\$15,448	\$0	\$16	0.1%
Oblate Missionary Society	Final	Telephone	9/30/16	\$96,477	\$104,042	\$0	\$(7,564)	-7.8%
OneHope, Inc.	Final	Telephone	3/31/16	\$3,660	\$8,065	\$0	\$(4,405)	-120.3%
Precept Ministries of Reach Out	Final	Other	7/31/16	\$14,183	\$11,876	\$0	\$2,307	16.3%
Save the Children Federation	Final	Other	1/31/16	\$511,695	\$807,799	\$0	\$(296,104)	-57.9%
The Leukemia & Lymphoma Society Inc.	Final	Telephone	6/30/16	\$231,388	\$173,073	\$0	\$58,314	25.2%
The Michigan Humane Society	Final	Telephone	6/30/16	\$62,368	\$62,349	\$0	\$19	0.0%
U.S. English	Final	Telephone	7/14/16	\$9,645	\$18,816	\$0	\$(9,171)	-95.1%
United States Navy Memorial Foundation	Final	Telephone	9/30/16	\$40,871	\$48,213	\$0	\$(7,342)	-18.0%
Wounded Warrior Project	Interim	Telephone	10/31/15	\$93,415	\$60,536	\$0	\$32,879	35.2%
Wycliffe Associates	Final	Telephone	12/31/15	\$48,064	\$28,972	\$0	\$19,091	39.7%

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Charity								
Wycliffe Bible Translators, Inc.	Final	Telephone	3/31/16	\$32,792	\$28,264	\$0	\$4,528	13.8%
Yellowstone Park Foundation	Final	Telephone	4/30/16	\$0	\$0	\$0	\$0	
Donor Development Strategies								
Detroit Educational Television Foundation	Final	Door to Door	6/30/16	\$314,243	\$398,168	\$0	\$(83,925)	-26.7%
WGVU-WGVK West Michigan Public Broadca	Interim	Door to Door	6/30/16	\$337,585	\$425,348	\$0	\$(87,763)	-26.0%
Donor Services Group								
Amer Assn for Advancement of Science	Final	Telephone	10/24/15	\$92,472	\$64,545	\$0	\$27,927	30.2%
American Civil Liberties Union	Final	Telephone	5/31/16	\$913,319	\$372,054	\$0	\$541,266	59.3%
American Civil Liberties Union Foundation	Final	Telephone	3/31/16	\$19,043	\$16,131	\$0	\$2,912	15.3%
American Farmland Trust	Final	Telephone	7/31/16	\$18,449	\$55,513	\$0	\$(37,064)	-200.9%
American Film Institute	Final	Telephone	2/29/16	\$2,425	\$7,430	\$0	\$(5,005)	-206.4%
AmeriCares Foundation, Inc.	Final	Telephone	6/30/16	\$1,821,379	\$455,898	\$0	\$1,365,481	75.0%
Amnesty International of the USA	Final	Telephone	9/30/16	\$246,081	\$179,161	\$0	\$66,920	27.2%
Animal Legal Defense Fund	Final	Telephone	10/31/15	\$32,341	\$37,405	\$0	\$(5,064)	-15.7%
ASPCA	Final	Telephone	12/31/15	\$7,815,442	\$1,177,858	\$0	\$6,637,584	84.9%
Avon Products Foundation	Final	Telephone	10/30/15	\$37,216	\$150,118	\$0	\$(112,902)	-303.4%
Covenant House	Final	Telephone	9/29/15	\$61,293	\$213,159	\$0	\$(151,866)	-247.8%
Environmental Defense Fund	Final	Telephone	7/29/15	\$141,596	\$162,119	\$0	\$(20,523)	-14.5%
Foundation for AIDS Research	Final	Telephone	7/31/16	\$21,063	\$58,774	\$0	\$(37,711)	-179.0%
Fund for Animals	Final	Telephone	12/31/15	\$3,654	\$11,318	\$0	\$(7,664)	-209.7%
Habitat for Humanity International	Interim	Telephone	12/31/15	\$3,248,282	\$1,342,796	\$0	\$1,905,485	58.7%
Hadassah, the Women's Zionist Organization	Final	Telephone	10/31/15	\$74,349	\$53,820	\$0	\$20,529	27.6%
Hillel Foundation for Jewish Campus Life	Final	Telephone	4/30/16	\$24,289	\$20,497	\$0	\$3,792	15.6%
Human Rights Campaign Foundation	Interim	Telephone	3/31/16	\$1,080,862	\$860,482	\$0	\$220,380	20.4%

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Charity								
Humane Society International	Final	Telephone	12/31/15	\$6,025	\$10,806	\$0	\$(4,781)	-79.4%
Humane Society of the United States	Final	Telephone	12/31/15	\$545,927	\$653,440	\$0	\$(107,513)	-19.7%
Jane Goodall Institute	Final	Telephone	11/20/15	\$37,332	\$43,230	\$0	\$(5,898)	-15.8%
Lambda Legal Defense and Education Fund	Final	Telephone	2/27/16	\$47,021	\$32,449	\$0	\$14,572	31.0%
League of Women Voters Education Fund	Final	Telephone	9/30/15	\$22,955	\$3,912	\$0	\$19,043	83.0%
League of Women Voters of the United States	Interim	Telephone	3/13/16	\$64,389	\$62,081	\$0	\$2,308	3.6%
Memorial Sloan Kettering Cancer Center	Final	Telephone	12/31/15	\$676,274	\$215,653	\$0	\$460,621	68.1%
Mercy Corps	Final	Telephone	9/13/16	\$126,691	\$98,117	\$0	\$28,574	22.6%
Metropolitan Museum of Art	Final	Telephone	6/30/16	\$533,181	\$157,476	\$0	\$375,705	70.5%
Mothers Against Drunk Driving	Final	Telephone	7/31/16	\$0	\$0	\$0	\$0	
National Audubon Society	Final	Telephone	8/31/16	\$40,600	\$82,832	\$0	\$(42,232)	-104.0%
National Parks Conservation Association	Final	Telephone	10/23/15	\$90,987	\$181,034	\$0	\$(90,047)	-99.0%
National Wildlife Federation	Final	Telephone	10/31/15	\$199,635	\$276,033	\$0	\$(76,398)	-38.3%
Natural Resources Defense Council	Final	Telephone	12/31/15	\$83,942	\$65,369	\$0	\$18,573	22.1%
North Shore Animal League America	Final	Telephone	12/31/15	\$101,353	\$169,977	\$0	\$(68,624)	-67.7%
Ocean Conservancy	Final	Telephone	3/31/16	\$38,153	\$80,767	\$0	\$(42,614)	-111.7%
Oceana	Final	Telephone	6/30/16	\$19,913	\$31,039	\$0	\$(11,126)	-55.9%
Oxfam America	Final	Telephone	3/31/16	\$140,159	\$225,061	\$0	\$(84,902)	-60.6%
People for Ethical Treatment of Animals	Final	Telephone	8/31/16	\$150,131	\$229,530	\$0	\$(79,399)	-52.9%
PFLAG	Final	Telephone	7/31/16	\$6,177	\$8,006	\$0	\$(1,829)	-29.6%
Physicians Committee Responsible Med.	Final	Telephone	11/25/15	\$45,929	\$46,417	\$0	\$(488)	-1.1%
Planned Parenthood Federation of America	Final	Telephone	6/30/16	\$417,202	\$479,108	\$0	\$(61,906)	-14.8%
Save the Children	Final	Telephone	5/31/16	\$1,440,775	\$195,385	\$0	\$1,245,390	86.4%
Smile Train	Final	Telephone	12/31/15	\$278,665	\$268,702	\$0	\$9,963	3.6%
The Nature Conservancy	Final	Telephone	7/31/16	\$0	\$190,468	\$0	\$(190,468)	

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Charity								
Union of Concerned Scientists	Final	Telephone	11/30/15	\$142,794	\$143,546	\$0	\$(752)	-0.5%
United States Fund for UNICEF	Final	Telephone	6/30/16	\$123,675	\$97,487	\$0	\$26,189	21.2%
Veterans of Foreign Wars of the United States	Interim	Telephone	2/28/16	\$726,383	\$561,776	\$0	\$164,608	22.7%
Western Pennsylvania Conservancy	Final	Telephone	10/4/15	\$11,329	\$18,014	\$0	\$(6,685)	-59.0%
Wilderness Society	Final	Telephone	11/29/15	\$154,352	\$165,516	\$0	\$(11,164)	-7.2%
World Wildlife Fund	Interim	Telephone	9/30/16	\$140,522	\$88,906	\$0	\$51,616	36.7%
Eaton Vance Distributors								
US Charitable Gift Trust	Interim	Telephone	12/31/15	\$111,023,251	\$3,679,896	\$67,514,113	\$39,829,242	35.9%
Engage Funding								
American Children's Society	Final	Telephone	8/31/15	\$474,446	\$403,279	\$0	\$71,167	15.0%
Miracle Flights for Kids	Final	Telephone	8/31/15	\$723,903	\$509,321	\$0	\$214,582	29.6%
Event 360								
National Multiple Sclerosis Society	Final	Internet/Social Media	9/30/15	\$3,186,721	\$1,260,000	\$197,961	\$1,728,760	54.2%
Susan G. Komen Breast Cancer Found.	Interim	Special Event	1/31/16	\$21,330,661	\$3,993,758	\$14,018,566	\$3,318,337	15.6%
FaithNet Funding								
New Beginning Children's Homes	Interim	Direct Mail	6/30/16	\$7,544,986	\$817,201	\$6,372,785	\$355,000	4.7%
Falcon Fundraising								
Delta College Foundation	Interim	Telephone	2/1/16	\$15,648	\$7,996	\$0	\$7,653	48.9%
Detroit Institute of Arts	Interim	Telephone	2/16/16	\$120,979	\$31,441	\$0	\$89,538	74.0%
Michigan State University	Interim	Telephone	7/1/16	\$75,075	\$20,881	\$0	\$54,194	72.2%
Front Line Support								
Committee for Missing Children	Final	Telephone	12/31/15	\$500,926	\$425,787	\$0	\$75,139	15.0%

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Charity								
Dept of MI Veterans of Foreign Wars	Final	Telephone	10/31/15	\$133,669	\$83,669	\$0	\$50,000	37.4%
Military Order - Purple Heart Service Fndtn	Final	Telephone	6/30/16	\$1,808,865	\$1,308,865	\$0	\$500,000	27.6%
Nat'l Assn of Police Athletic Activities Leagues	Final	Telephone	4/30/15	\$328,118	\$244,784	\$0	\$83,333	25.4%
Veterans Assistance Found.	Final	Telephone	12/31/15	\$810,285	\$710,285	\$0	\$100,000	12.3%
Fulkerson Group								
Henry Ford Health System	Interim	Special Event	12/31/15	\$553,000	\$70,400	\$0	\$482,600	87.3%
Mack Ave Festival Prod. (Detroit Jazz)	Interim	Direct Mail	10/31/15	\$1,109,972	\$86,900	\$254,699	\$768,373	69.2%
Parade Company	Final	Telephone	1/31/16	\$3,931,102	\$140,400	\$2,833,430	\$957,272	24.4%
Gateway Communications								
Carriage Town Ministries	Final	Telephone	12/31/15	\$29,266	\$14,902	\$0	\$14,364	49.1%
Cherry Street Mission Ministries	Final	Telephone	12/31/15	\$108,895	\$39,276	\$0	\$69,619	63.9%
City Rescue Mission of Saginaw	Final	Telephone	12/31/15	\$10,681	\$5,582	\$0	\$5,099	47.7%
Detroit City Rescue Mission	Final	Telephone	12/31/15	\$19,954	\$10,171	\$0	\$9,783	49.0%
Forgotten Harvest	Final	Telephone	12/31/15	\$74,958	\$23,812	\$0	\$51,146	68.2%
Holland Rescue Mission	Final	Telephone	12/31/15	\$114,959	\$21,461	\$0	\$93,498	81.3%
Kalamazoo Gospel Mission	Final	Telephone	12/31/15	\$70,817	\$20,027	\$0	\$50,790	71.7%
Mel Trotter Ministries	Final	Telephone	12/31/15	\$106,764	\$56,106	\$0	\$50,658	47.4%
Muskegon Rescue Mission	Final	Telephone	12/31/15	\$47,492	\$18,053	\$0	\$29,439	62.0%
GiveRight								
The Heritage Foundation	Interim	Telephone	12/31/15	\$4,413,955	\$1,248,061	\$0	\$3,165,894	71.7%
Golden Recyclers								
Cancer Federation	Interim	Other	12/11/15	\$223,000	\$146,000	\$65,000	\$12,000	5.4%
Gordon & Schwenkmeyer								

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Charity								
American Association of University Women	Final	Telephone	12/31/15	\$75,288	\$90,465	\$0	\$(15,176)	-20.2%
Great Lakes Marketing of Michigan								
American Legion Post 18	Final	Telephone	6/30/16	\$51,533	\$41,336	\$0	\$10,197	19.8%
Marine Corps League Dept of Michigan	Interim	Telephone	6/30/16	\$78,241	\$64,518	\$0	\$14,083	18.0%
Saginaw Valley Naval Ship Museum Comm.	Final	Telephone	6/30/16	\$43,450	\$34,760	\$0	\$8,690	20.0%
Harris Connect								
Catholic Foreign Mission Society of America	Final	Telephone	3/6/16	\$111,868	\$52,112	\$0	\$59,756	53.4%
Penland School of Crafts	Final	Telephone	12/31/15	\$74,328	\$137,157	\$0	\$(62,829)	-84.5%
The Cleveland Clinic Foundation	Interim	Telephone	2/4/16	\$353,691	\$365,554	\$0	\$(11,863)	-3.4%
Harris Marketing Group								
Amnesty International USA	Interim	Telephone	9/30/16	\$79,413	\$93,564	\$0	\$(14,151)	-17.8%
Hillel Foundation for Jewish Campus Life	Final	Telephone	2/10/16	\$0	\$0	\$0	\$0	
Jane Goodall Institute	Final	Telephone	8/15/16	\$0	\$0	\$0	\$0	
Planetary Society	Interim	Telephone	9/30/16	\$14,191	\$16,564	\$0	\$(2,373)	-16.7%
Sierra Club	Final	Other	8/17/16	\$54,730	\$43,511	\$0	\$11,219	20.5%
Southern Poverty Law Center	Final	Telephone	10/31/16	\$256,804	\$208,444	\$0	\$48,361	18.8%
HCB Communications								
USA for UNHCR	Final	Telephone	12/31/15	\$118,841	\$57,420	\$0	\$61,421	51.7%
Heritage Company								
American Legion Convention Corp of Mich	Interim	Telephone	12/31/15	\$50,153	\$42,694	\$0	\$7,459	14.9%
AMVETS	Final	Telephone	8/31/16	\$275,832	\$140,916	\$0	\$134,915	48.9%
Autism Spectrum Disorder Found.	Interim	Telephone	12/31/15	\$520,211	\$394,708	\$0	\$125,503	24.1%
Care Net	Final	Telephone	12/31/15	\$136,433	\$136,433	\$0	\$0	0.0%

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Charity								
Children's Wish Foundation International	Final	Telephone	12/31/15	\$3,566,635	\$2,100,665	\$0	\$1,465,969	41.1%
Feed the Children	Interim	Telephone	12/31/15	\$55,249	\$49,991	\$0	\$5,258	9.5%
Foundation Fighting Blindness	Interim	Telephone	10/22/16	\$106,873	\$50,766	\$0	\$56,108	52.5%
Mothers Against Drunk Driving	Interim	Telephone	12/31/15	\$1,786,325	\$1,108,180	\$0	\$687,145	38.5%
Multiple Sclerosis Association of America	Final	Telephone	6/30/16	\$1,603,431	\$966,851	\$0	\$636,580	39.7%
Nat'l Wheelchair Basketball Association	Interim	Telephone	12/31/15	\$290,633	\$154,744	\$0	\$135,888	46.8%
National Cancer Coalition	Interim	Telephone	12/31/15	\$255,834	\$210,029	\$0	\$45,805	17.9%
National Caregiving Foundation	Interim	Telephone	12/31/15	\$212,757	\$170,206	\$0	\$42,551	20.0%
National Childrens Cancer Society	Final	Telephone	12/31/15	\$1,903,139	\$1,080,089	\$0	\$823,050	43.2%
Project Hope - People to People Health Fndtn	Interim	Telephone	9/30/16	\$217,922	\$83,195	\$0	\$134,727	61.8%
Promenade Nationale Corporation	Interim	Telephone	9/30/16	\$112,616	\$81,668	\$0	\$30,948	27.5%
Special Olympics	Interim	Telephone	12/31/15	\$5,935,821	\$1,419,620	\$0	\$4,516,202	76.1%
Special Olympics Michigan	Final	Telephone	12/31/15	\$376,297	\$200,083	\$0	\$176,214	46.8%
United Breast Cancer Foundation	Interim	Telephone	11/11/16	\$189,825	\$116,669	\$0	\$73,156	38.5%
Hudson Bay Company of IL								
9 to 5 Working Women Education Fund	Interim	Telephone	11/30/15	\$12,272	\$7,870	\$0	\$4,402	35.9%
Food & Water Watch	Final	Telephone	12/31/15	\$4,488	\$3,446	\$0	\$1,042	23.2%
Government Accountability Project	Interim	Telephone	11/30/15	\$49,151	\$36,360	\$0	\$12,791	26.0%
Organic Consumers Association	Final	Telephone	12/31/15	\$138,811	\$82,339	\$0	\$56,472	40.7%
Huntsinger & Jeffer								
Fndtn of the Mass. Eye and Ear Infirmary	Interim	Direct Mail	7/31/16	\$207,707	\$78,444	\$0	\$129,263	62.2%
National Association of Police Organizations	Interim	Direct Mail	12/31/15	\$546,122	\$37,500	\$435,981	\$72,641	13.3%
VFW National Home Children	Interim	Direct Mail	6/30/16	\$1,076,018	\$578,345	\$0	\$497,673	46.3%

InfoCision

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Charity								
AARP Foundation	Final	Telephone	10/14/16	\$0	\$0	\$0	\$0	
Alliance Defending Freedom	Final	Telephone	8/31/16	\$159,293	\$108,405	\$0	\$50,889	31.9%
ALSAC	Final	Telephone	6/30/16	\$3,192,225	\$3,156,587	\$0	\$35,638	1.1%
American Diabetes Association	Final	Telephone	12/31/15	\$1,101,867	\$674,593	\$0	\$427,274	38.8%
American Heart Association	Final	Telephone	9/30/16	\$5,833,328	\$3,751,738	\$0	\$2,081,590	35.7%
American Institute for Cancer Research	Final	Telephone	12/31/15	\$2,908,489	\$1,658,469	\$0	\$1,250,020	43.0%
American Lung Association	Final	Telephone	9/30/16	\$391,074	\$225,764	\$0	\$165,310	42.3%
AmeriCares Foundation, Inc.	Final	Telephone	2/29/16	\$4,313	\$3,848	\$0	\$465	10.8%
AOPA Foundation	Final	Telephone	7/31/16	\$133,310	\$84,537	\$0	\$48,773	36.6%
ChildFund International USA	Final	Telephone	6/30/16	\$1,970,456	\$26,233	\$0	\$1,944,223	98.7%
Christian Advocates Serving Evangelism	Final	Telephone	5/31/16	\$210,400	\$49,875	\$0	\$160,525	76.3%
Concerned Women for America	Final	Telephone	6/30/16	\$406,078	\$224,382	\$0	\$181,695	44.7%
Crohn's & Colitis Foundation of America	Final	Telephone	6/30/16	\$38,684	\$29,415	\$0	\$9,269	24.0%
Detroit Educational TV Foundation	Final	Telephone	9/30/16	\$162,972	\$134,387	\$0	\$28,584	17.5%
Easter Seal Society	Final	Telephone	7/4/16	\$948,142	\$624,758	\$0	\$323,384	34.1%
Environmental Defense Fund	Final	Telephone	6/30/16	\$126,594	\$189,448	\$0	\$(62,854)	-49.6%
Feed the Children	Interim	Telephone	12/31/15	\$256,184	\$156,434	\$0	\$99,750	38.9%
Food for the Poor	Final	Telephone	9/30/16	\$1,223,230	\$127,432	\$0	\$1,095,798	89.6%
George Bush Presidential Library Foundation	Final	Telephone	5/31/16	\$0	\$0	\$0	\$0	
Habitat for Humanity International	Final	Telephone	8/31/16	\$291,174	\$326,555	\$0	\$(35,381)	-12.2%
Int'l Fellowship for Christians & Jews	Final	Telephone	12/31/15	\$1,302,094	\$1,401,328	\$0	\$(99,234)	-7.6%
Jewish Voice Ministries International	Final	Telephone	9/30/16	\$4,049,360	\$788,800	\$0	\$3,260,560	80.5%
LeSEA Global Feed the Hungry	Final	Telephone	1/31/16	\$224,899	\$23,060	\$0	\$201,839	89.7%
March of Dimes Found.	Final	Telephone	12/31/15	\$2,364,218	\$1,783,500	\$0	\$580,718	24.6%
Medecins Sans Frontieres U.S.A., Inc.	Final	Telephone	7/31/16	\$1,284,368	\$128,968	\$0	\$1,155,399	90.0%

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Charity								
Mothers Against Drunk Driving	Final	Telephone	7/14/16	\$42,289	\$42,274	\$0	\$15	0.0%
Muscular Dystrophy Association	Final	Telephone	9/30/16	\$178,216	\$133,109	\$0	\$45,107	25.3%
National Multiple Sclerosis Society	Final	Telephone	8/31/16	\$232,843	\$155,611	\$0	\$77,232	33.2%
North Shore Animal League	Final	Telephone	1/31/16	\$294,036	\$143,468	\$0	\$150,568	51.2%
Open Doors Brother Andrew	Final	Telephone	10/31/16	\$46,726	\$18,921	\$0	\$27,805	59.5%
PETA	Final	Telephone	12/31/15	\$168,234	\$207,913	\$0	\$(39,679)	-23.6%
Prison Fellowship Ministries	Interim	Telephone	6/30/16	\$185,602	\$141,169	\$0	\$44,433	23.9%
Smile Train	Final	Telephone	8/31/16	\$1,471,874	\$1,226,793	\$0	\$245,081	16.7%
Special Olympics	Interim	Telephone	7/31/16	\$54,799	\$40,072	\$0	\$14,727	26.9%
Susan G. Komen Breast Cancer Foundation	Final	Telephone	6/30/16	\$95,293	\$15,775	\$0	\$79,517	83.4%
The Humane Society of the United States	Final	Telephone	11/30/16	\$3,781,909	\$69,642	\$0	\$3,712,267	98.2%
The Nature Conservancy	Final	Telephone	12/31/15	\$21,955	\$59,209	\$0	\$(37,254)	-169.7%
United States Fund for UNICEF	Final	Telephone	6/30/16	\$312,037	\$67,327	\$0	\$244,711	78.4%
Innovative Teleservices								
Breast Cancer Survivors Foundation	Interim	Telephone	5/31/16	\$86,489	\$74,380	\$0	\$12,109	14.0%
Cancer Survivor's Fund	Interim	Telephone	5/31/16	\$27,624	\$24,862	\$0	\$2,762	10.0%
Childhood Leukemia Foundation	Final	Telephone	12/31/15	\$126,040	\$110,915	\$0	\$15,125	12.0%
Disabled Veterans Services	Final	Telephone	8/14/15	\$18,763	\$16,511	\$0	\$2,252	12.0%
Firefighters Support Foundation	Interim	Telephone	6/1/16	\$38,528	\$34,675	\$0	\$3,853	10.0%
National Vietnam Veterans Foundation, Inc.	Interim	Telephone	4/30/16	\$103,369	\$88,897	\$0	\$14,472	14.0%
Integral Resources								
American Council of the Blind	Final	Telephone	12/31/15	\$58,311	\$37,023	\$0	\$21,288	36.5%
Anti Defamation League of B'nai B'rith	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
Medecins Sans Frontieres U.S.A., Inc.	Final	Telephone	2/29/16	\$41,940	\$39,408	\$0	\$2,532	6.0%

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Charity								
Nat Comm to Preserve Soc Sec & Medicare	Interim	Telephone	6/24/16	\$25,632	\$51,509	\$0	\$(25,878)	-101.0%
Planned Parenthood Action Fund	Interim	Telephone	6/30/16	\$67,204	\$87,321	\$0	\$(20,116)	-29.9%
Planned Parenthood Federation of America	Interim	Telephone	6/30/16	\$220,425	\$359,150	\$0	\$(138,725)	-62.9%
J. Milito & Associates								
AnchorPoint Christian School	Final	Telephone	2/6/16	\$4,105	\$865	\$485	\$2,755	67.1%
Calvin Theological Seminary	Final	Telephone	6/30/16	\$105,235	\$18,016	\$2,000	\$85,220	81.0%
Catholic Secondary Schools Greater Grand Rapids	Final	Telephone	12/30/15	\$25,660	\$2,490	\$0	\$23,170	90.3%
Christian Reformed Board of Home Missions	Final	Telephone	12/22/15	\$26,180	\$5,894	\$0	\$20,286	77.5%
Coalition Temporary Shelter	Final	Telephone	5/21/16	\$5,335	\$3,204	\$1,847	\$284	5.3%
Conductive Learning Center	Final	Telephone	6/30/16	\$8,005	\$3,553	\$0	\$4,452	55.6%
Dutton Christian School	Final	Telephone	1/11/16	\$29,259	\$3,132	\$0	\$26,127	89.3%
Fremont Christian School	Final	Telephone	12/30/15	\$6,435	\$2,102	\$0	\$4,333	67.3%
Gerald R. Ford Presidential Foundation	Final	Telephone	11/14/15	\$2,395	\$746	\$0	\$1,649	68.9%
Gilda's Club Grand Rapids	Final	Telephone	12/14/15	\$19,754	\$12,779	\$0	\$6,976	35.3%
Grand Rapids Christian Schools	Final	Telephone	5/18/16	\$26,230	\$4,819	\$0	\$21,411	81.6%
Grand Rapids Civic Theatre	Final	Telephone	8/1/16	\$16,025	\$2,716	\$550	\$12,759	79.6%
Great Lakes Bible College	Final	Telephone	9/14/15	\$10,640	\$5,187	\$0	\$5,453	51.3%
Henry Ford Health System	Final	Telephone	12/30/15	\$40,825	\$17,000	\$0	\$23,826	58.4%
Hudsonville Christian School	Final	Telephone	9/27/16	\$33,535	\$2,880	\$550	\$30,105	89.8%
Jenison Christian School	Final	Telephone	10/8/15	\$44,955	\$0	\$3,365	\$41,590	92.5%
Kids' Food Basket	Final	Telephone	9/20/16	\$16,642	\$10,789	\$1,350	\$4,503	27.1%
Lake Shore Habitat for Humanity	Final	Telephone	5/17/16	\$5,975	\$1,969	\$0	\$4,006	67.1%
Legacy Christian School	Final	Telephone	6/30/16	\$17,680	\$3,395	\$762	\$13,524	76.5%
Michigan Crossroads Council	Final	Telephone	12/26/15	\$42,376	\$21,418	\$0	\$20,958	49.5%
Michigan Women's Studies Association	Final	Telephone	9/18/16	\$35,320	\$1,842	\$550	\$32,928	93.2%

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Charity								
Notre Dame Preparatory School	Final	Telephone	1/23/16	\$14,436	\$8,885	\$0	\$5,550	38.4%
Parish of the Holy Spirit	Final	Telephone	8/1/16	\$15,105	\$2,469	\$550	\$12,086	80.0%
Pine Rest Christian Mental Health Services	Final	Telephone	1/21/16	\$18,190	\$3,855	\$0	\$14,335	78.8%
Society for Christian Instruction at Allendale	Final	Telephone	4/16/16	\$10,605	\$1,903	\$1,457	\$7,245	68.3%
South Christian High School	Final	Telephone	5/11/16	\$29,145	\$5,611	\$0	\$23,534	80.7%
St. Anthony Padua Catholic Community	Final	Telephone	8/18/16	\$10,525	\$1,067	\$350	\$9,109	86.5%
St. Hugo of the Hills Catholic Church	Final	Telephone	12/31/16	\$22,815	\$1,796	\$0	\$21,019	92.1%
St. Mary's Catholic Church	Final	Telephone	12/31/16	\$12,290	\$2,688	\$580	\$9,023	73.4%
St. Patrick - St. Anthony Catholic Parish	Final	Telephone	12/31/16	\$14,665	\$3,407	\$564	\$10,693	72.9%
St. Stephen Catholic Church	Final	Telephone	6/30/16	\$26,840	\$2,316	\$557	\$23,967	89.3%
Sunset Manor	Final	Telephone	6/30/16	\$13,150	\$848	\$0	\$12,302	93.5%
The Grand Rapids Symphony Society	Final	Telephone	2/28/16	\$67,898	\$11,917	\$1,350	\$54,631	80.5%
Unity Christian High School	Final	Telephone	11/28/16	\$96,304	\$8,058	\$850	\$87,396	90.8%
Van Andel Institute	Final	Telephone	1/13/16	\$20,758	\$13,139	\$0	\$7,619	36.7%
West Michigan Symphony	Final	Telephone	7/5/16	\$5,440	\$1,593	\$550	\$3,298	60.6%
West Side Christian School	Final	Telephone	6/30/16	\$24,125	\$1,214	\$0	\$22,911	95.0%
Western Michigan Christian High	Final	Telephone	7/7/16	\$12,924	\$5,070	\$1,250	\$6,604	51.1%
World Mission	Final	Telephone	6/30/16	\$23,100	\$3,832	\$0	\$19,268	83.4%
YMCA of Greater Grand Rapids	Final	Telephone	6/18/16	\$9,290	\$5,814	\$650	\$2,826	30.4%
JAK Productions								
Cancer Survivors' Fund	Interim	Telephone	10/31/16	\$680,711	\$599,333	\$0	\$81,378	12.0%
Defeat Diabetes Found.	Interim	Telephone	4/30/16	\$694,900	\$611,512	\$0	\$83,388	12.0%
Firefighters Charitable Foundation	Interim	Telephone	5/31/16	\$2,177,560	\$1,916,252	\$0	\$261,307	12.0%
International Union of Police Assns	Interim	Telephone	4/14/16	\$77,829	\$70,056	\$0	\$7,773	10.0%
Veterans Support Foundation	Interim	Telephone	11/30/15	\$791,672	\$676,212	\$0	\$115,460	14.6%

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Charity								
Kalamazoo Experiential Learning Center								
Downtown Kalamazoo Inc.	Final	Telephone	12/31/15	\$124,233	\$39,902	\$73,504	\$10,827	8.7%
New Year's Fest of Kalamazoo	Interim	Telephone	3/31/16	\$98,955	\$22,628	\$90,126	\$(13,799)	-13.9%
Prevention Works, Inc.	Final	Telephone	12/31/15	\$68,674	\$9,855	\$27,470	\$31,350	45.6%
The Community Healing Centers	Interim	Telephone	12/31/16	\$88,192	\$13,905	\$5,731	\$68,556	77.7%
Lakes Management								
Military Order Purple Heart Service Found.	Interim	Telephone	3/31/16	\$1,265,072	\$715,802	\$0	\$549,269	43.4%
MDS Communications								
ALSAC	Interim	Telephone	6/30/16	\$2,232,613	\$2,100,286	\$0	\$132,327	5.9%
American Bible Society	Final	Telephone	6/30/16	\$17,760	\$7,795	\$0	\$9,965	56.1%
American Leprosy Missions	Final	Telephone	10/31/16	\$0	\$0	\$0	\$0	
Americans United for Life	Final	Telephone	6/30/16	\$18,615	\$11,554	\$0	\$7,061	37.9%
Arthritis Foundation	Interim	Telephone	12/31/15	\$242,554	\$122,033	\$0	\$120,521	49.7%
CARE	Interim	Telephone	6/30/16	\$978,935	\$469,562	\$0	\$509,373	52.0%
Catholic Relief Services	Final	Telephone	9/30/16	\$498,474	\$270,641	\$0	\$227,833	45.7%
Christian Advocates Serving Evangelism	Final	Telephone	12/31/15	\$3,419,746	\$454,045	\$0	\$2,965,701	86.7%
Consumers Union of US	Interim	Telephone	4/1/16	\$81,100	\$76,316	\$0	\$4,784	5.9%
Crown Financial Ministries	Final	Telephone	10/14/16	\$16,335	\$15,008	\$0	\$1,327	8.1%
Family Research Council	Final	Telephone	6/30/16	\$214,158	\$203,181	\$0	\$10,977	5.1%
Feeding America	Final	Telephone	4/18/16	\$549,155	\$476,281	\$0	\$72,874	13.3%
Food for the Hungry	Interim	Telephone	6/23/16	\$125,567	\$78,119	\$0	\$47,448	37.8%
Heifer Project International	Interim	Telephone	6/26/16	\$3,553,554	\$1,581,277	\$0	\$1,972,277	55.5%
Holt Int'l Children's Services	Final	Telephone	7/28/16	\$18,765	\$7,526	\$0	\$11,239	59.9%
John Hancock Committee for the US	Interim	Telephone	3/9/16	\$0	\$0	\$0	\$0	

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Charity								
Judicial Watch	Interim	Telephone	6/14/16	\$27,451	\$20,359	\$0	\$7,092	25.8%
Leadership Institute	Final	Telephone	2/20/16	\$35,146	\$17,329	\$0	\$17,817	50.7%
Liberty Institute	Final	Telephone	3/22/16	\$18,696	\$18,696	\$0	\$0	0.0%
Life Issues Institute	Final	Telephone	6/20/16	\$37,385	\$16,281	\$0	\$21,104	56.5%
MAP Int'l	Final	Telephone	9/16/16	\$0	\$0	\$0	\$0	
Mercy Corps International	Final	Telephone	6/30/16	\$297,731	\$348,591	\$0	\$(50,860)	-17.1%
National Right to Life Committee	Final	Telephone	4/30/16	\$1,477,149	\$872,598	\$0	\$604,551	40.9%
Operation Smile	Final	Telephone	6/6/16	\$1,487,613	\$1,151,163	\$0	\$336,450	22.6%
Project HOPE	Interim	Other	7/13/16	\$124,192	\$121,319	\$0	\$2,873	2.3%
Special Olympics	Interim	Telephone	12/31/15	\$73,452	\$86,940	\$0	\$(13,488)	-18.4%
Students for Life of America	Final	Telephone	12/31/15	\$379,589	\$282,424	\$0	\$97,165	25.6%
WAY Media	Interim	Telephone	11/15/15	\$186,216	\$145,655	\$0	\$40,561	21.8%
Midwest Publishing DN								
Am. Fed. of Police & Concerned Citizens	Interim	Telephone	12/31/15	\$343,172	\$301,991	\$0	\$41,181	12.0%
Breast Cancer Survivors Foundation	Interim	Telephone	12/31/15	\$606,102	\$545,492	\$0	\$60,610	10.0%
Cancer Survivors' Fund	Interim	Telephone	12/31/15	\$386,467	\$347,821	\$0	\$38,647	10.0%
Childhood Leukemia Foundation	Final	Telephone	12/4/15	\$369,941	\$318,149	\$0	\$51,792	14.0%
Committee for Missing Children	Interim	Telephone	12/31/15	\$451,360	\$390,426	\$0	\$60,934	13.5%
Firefighters Charitable Foundation	Interim	Telephone	12/31/15	\$526,977	\$458,470	\$0	\$68,507	13.0%
National Cancer Coalition	Interim	Telephone	12/31/15	\$578,972	\$492,127	\$0	\$86,846	15.0%
National Vietnam Veterans Foundation	Final	Telephone	8/31/16	\$889,306	\$791,482	\$0	\$97,824	11.0%
Midwest Recycling								
AFPD	Interim	Other	12/31/15	\$3,750	\$0	\$0	\$3,750	100.0%
American National Red Cross	Interim	Other	12/31/15	\$10,391	\$0	\$0	\$10,391	100.0%

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Charity								
Hero of Washtenaw County	Interim	Other	12/31/15	\$4,746	\$0	\$0	\$4,746	100.0%
Kids in Distress Services	Interim	Other	12/31/15	\$11,165	\$0	\$0	\$11,165	100.0%
Mike Wall Advancement Services								
The Young Americans	Interim	Other	6/30/16	\$18,000	\$0	\$18,000	\$0	0.0%
National Capital Teleservices								
ATS Foundation	Final	Telephone	12/31/15	\$15,725	\$10,114	\$0	\$5,611	35.7%
NFIB Small Business Legal Center	Final	Telephone	12/31/15	\$43,600	\$30,344	\$0	\$13,256	30.4%
Omaze								
Call of Duty Endowment	Final	Internet/Social Media	12/31/15	\$133,091	\$41,749	\$0	\$91,343	68.6%
Global Fund to Fight AIDS, TB, & Malaria	Final	Internet/Social Media	12/31/15	\$696,696	\$31,696	\$0	\$665,000	95.5%
Renaissance Charitable Foundation	Interim	Internet/Social Media	2/16/16	\$10,866,660	\$50,000	\$0	\$10,816,660	99.5%
Outreach Calling								
Breast Cancer Survivors Foundation	Interim	Telephone	9/15/16	\$3,818,003	\$3,436,203	\$0	\$381,800	10.0%
Center for American Homeless Veterans	Interim	Telephone	5/17/16	\$2,119,447	\$1,907,502	\$0	\$211,945	10.0%
Committee for Missing Children	Interim	Telephone	3/14/16	\$92,087	\$82,878	\$0	\$9,209	10.0%
Crisis Relief Network	Interim	Telephone	5/31/16	\$650,911	\$585,820	\$0	\$65,091	10.0%
Defeat Diabetes Foundation	Interim	Telephone	10/31/15	\$130,972	\$111,326	\$0	\$19,646	15.0%
Disabled Police and Sheriffs Found.	Interim	Telephone	8/3/16	\$1,988,423	\$1,789,581	\$0	\$198,842	10.0%
Firefighters Support Foundation	Interim	Telephone	8/24/16	\$5,135,765	\$4,622,189	\$0	\$513,577	10.0%
Healing Heroes Network	Interim	Telephone	2/2/16	\$662,227	\$596,004	\$0	\$66,223	10.0%
International Union of Police Assns	Interim	Telephone	12/31/15	\$4,702,863	\$4,232,577	\$0	\$470,286	10.0%
Law Enforcement Officers Relief Fund	Final	Telephone	4/14/16	\$499,446	\$469,823	\$0	\$29,623	5.9%
National Vietnam Veterans Foundation, Inc.	Interim	Telephone	9/1/16	\$245,634	\$218,615	\$0	\$27,020	11.0%

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Charity								
Reserve Police Officers Association	Interim	Telephone	6/30/16	\$696,479	\$634,865	\$0	\$61,615	8.8%
United Cancer Support Foundation	Interim	Telephone	6/30/16	\$810,768	\$729,691	\$0	\$81,077	10.0%
Peak Productions								
Institute for the Arts & Education	Interim	Special Event	12/31/15	\$36,072	\$0	\$33,414	\$2,658	7.4%
Public Interest Communications								
Air Force Association	Final	Telephone	11/14/15	\$18,919	\$17,168	\$0	\$1,752	9.3%
Amer. United for Sep. Church & State	Final	Telephone	9/30/16	\$27,516	\$17,940	\$0	\$9,576	34.8%
Center for Reproductive Rights	Final	Telephone	2/13/16	\$32,225	\$42,093	\$0	\$(9,868)	-30.6%
Center for Rural Affairs	Final	Telephone	5/14/16	\$0	\$0	\$0	\$0	
Center for Victims of Torture	Final	Telephone	10/14/15	\$11,377	\$14,981	\$0	\$(3,605)	-31.7%
Christian Appalachian Project	Final	Telephone	4/14/16	\$2,792,016	\$146,239	\$0	\$2,645,777	94.8%
Civil War Preservation Trust	Final	Telephone	7/31/16	\$12,923	\$7,516	\$0	\$5,407	41.8%
Defenders of Wildlife	Final	Telephone	9/30/16	\$190,959	\$172,425	\$0	\$18,533	9.7%
Disabled American Veterans	Final	Telephone	4/30/16	\$209,024	\$213,909	\$0	\$(4,885)	-2.3%
Environmental Defense Fund	Final	Telephone	3/31/16	\$77,039	\$82,677	\$0	\$(5,638)	-7.3%
Farm Sanctuary	Final	Telephone	4/14/16	\$70,874	\$79,927	\$0	\$(9,053)	-12.8%
FINCA Int'l	Final	Telephone	9/15/16	\$31,049	\$30,991	\$0	\$58	0.2%
Foundation for AIDS Research	Final	Telephone	11/5/15	\$18,629	\$26,606	\$0	\$(7,977)	-42.8%
Human Rights Watch	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
Jane Goodall Institute	Final	Telephone	11/14/15	\$66,405	\$54,903	\$0	\$11,502	17.3%
Medecins Sans Frontieres U.S.A.	Final	Telephone	8/31/16	\$797,603	\$387,971	\$0	\$409,632	51.4%
NARAL Pro-Choice America	Final	Telephone	11/14/15	\$15,698	\$51,142	\$0	\$(35,444)	-225.8%
Nat'l Gay and Lesbian Task Force Found.	Final	Telephone	1/1/16	\$26,272	\$19,548	\$0	\$6,724	25.6%
National Parks Conservation Association	Final	Telephone	8/31/16	\$52,234	\$51,479	\$0	\$755	1.4%

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Charity								
Operation Blessing Int'l Relief Dev Corp	Final	Telephone	5/31/16	\$41,519	\$10,922	\$0	\$30,597	73.7%
People for Ethical Treatment of Animals	Final	Telephone	2/29/16	\$6,714	\$16,125	\$0	\$(9,411)	-140.2%
PFLAG	Final	Telephone	4/21/16	\$13,258	\$16,938	\$0	\$(3,680)	-27.8%
Planned Parenthood Action Fund	Final	Telephone	6/30/16	\$51,447	\$4,980	\$0	\$46,467	90.3%
Planned Parenthood Federation of America	Interim	Telephone	6/30/16	\$369,787	\$192,934	\$0	\$176,854	47.8%
SOS Children's Villages - USA	Final	Telephone	7/14/16	\$6,320	\$29,543	\$0	\$(23,223)	-367.5%
Unitarian Universalist Service Committee	Final	Telephone	8/14/16	\$100,636	\$42,195	\$0	\$58,441	58.1%
Women for Women International	Final	Telephone	9/17/16	\$2,546	\$5,042	\$0	\$(2,496)	-98.0%
World Wildlife Fund	Final	Telephone	6/30/16	\$8,561	\$20,036	\$0	\$(11,475)	-134.0%
Public Sector Consultants								
Great Lakes Fishery Trust	Interim	Telephone	12/31/15	\$100,000	\$2,515	\$0	\$97,485	97.5%
Resource & Event Management Ltd.								
Nat Ctr on Addiction and Substance Abuse	Final	Special Event	8/7/15	\$1,739,215	\$130,000	\$190,281	\$1,418,934	81.6%
Response Dynamics								
Nat'l Center for Public Policy Research	Final	Direct Mail	12/31/15	\$5,007,751	\$247,570	\$1,113,216	\$3,646,965	72.8%
Policy Issues Institute	Interim	Direct Mail	12/31/15	\$6,731,068	\$412,235	\$1,597,456	\$4,721,377	70.1%
Robert Smith								
Gateway	Interim	Other	6/30/16	\$42,500	\$700	\$0	\$41,800	98.4%
Sarett Nature Center	Interim	Other	6/30/16	\$24,075	\$1,064	\$0	\$23,009	95.6%
Ronald F. Doddy & Associates								
Defeat Diabetes Foundation	Final	Telephone	12/31/15	\$7,482	\$5,986	\$0	\$1,496	20.0%
Disability Services Resource Center	Final	Telephone	12/31/15	\$36,641	\$29,312	\$0	\$7,328	20.0%
Fish Tales	Final	Telephone	12/31/15	\$138,447	\$44,080	\$0	\$94,368	68.2%

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<u>Fundraiser</u>	<u>Report Type</u>	<u>Fundraising Method</u>	<u>Report End</u>	<u>Gross Receipts</u>	<u>PFR Fee/Costs</u>	<u>Other Costs</u>	<u>Net Amount to Charity</u>	<u>% of Gross to Charity</u>
Charity								
Mission of Hope Cancer Fund	Final	Telephone	12/31/15	\$583,231	\$437,628	\$0	\$145,603	25.0%
Nat'l Assoc. of the Physically Handicapped	Final	Telephone	12/31/15	\$21,035	\$17,880	\$0	\$3,155	15.0%
Santa's Cupboard	Final	Telephone	12/31/15	\$68,202	\$54,561	\$0	\$13,640	20.0%
Ruffalo Noel Levitz								
A. T. Still University of Health Sciences	Final	Telephone	6/30/16	\$47,538	\$52,725	\$0	\$(5,187)	-10.9%
Administrators of Tulane Educational Fund	Interim	Telephone	3/9/16	\$215,057	\$101,709	\$0	\$113,348	52.7%
Aquinas College	Interim	Telephone	4/30/16	\$29,929	\$71,500	\$0	\$(41,571)	-138.9%
Assoc.Former Students of Texas A&M Univ.	Final	Telephone	6/30/16	\$1,093,198	\$543,600	\$0	\$549,598	50.3%
Associate Alumnae of Douglas College	Interim	Telephone	5/13/16	\$263,976	\$109,546	\$0	\$154,430	58.5%
Board of Regents of Univ. System of Georgia	Final	Telephone	6/30/16	\$144,383	\$49,600	\$0	\$94,783	65.6%
Chi Omega Foundation	Final	Telephone	6/30/16	\$68,020	\$53,292	\$0	\$14,728	21.7%
Colorado Seminary	Interim	Telephone	6/30/16	\$277,013	\$312,140	\$0	\$(35,127)	-12.7%
Des Moines University	Final	Telephone	6/30/16	\$5,684	\$12,500	\$0	\$(6,816)	-119.9%
Drexel University	Final	Telephone	6/30/16	\$230,254	\$261,351	\$0	\$(31,097)	-13.5%
Florida State University Foundation	Final	Telephone	6/30/16	\$769,606	\$207,962	\$0	\$561,644	73.0%
Hunter College Foundation	Final	Telephone	6/30/16	\$168,443	\$127,537	\$0	\$40,906	24.3%
Illinois State University Foundation	Interim	Telephone	6/30/16	\$486,940	\$377,600	\$0	\$109,340	22.5%
Kansas State University Foundation	Final	Telephone	6/30/16	\$1,773,247	\$187,073	\$0	\$1,586,174	89.5%
Kettering University	Interim	Telephone	6/30/16	\$94,908	\$104,616	\$0	\$(9,708)	-10.2%
Kirkwood Community College Foundation	Final	Telephone	6/30/16	\$17,751	\$12,148	\$0	\$5,603	31.6%
Lucile Packard Found. for Children's Health	Final	Telephone	6/30/16	\$20,621	\$28,241	\$0	\$(7,620)	-37.0%
MedicAlert Foundation United States	Final	Telephone	9/30/15	\$38,103	\$60,194	\$0	\$(22,091)	-58.0%
Morgan State University Foundation	Final	Telephone	6/30/16	\$36,277	\$42,006	\$0	\$(5,729)	-15.8%
New York University	Interim	Telephone	8/31/16	\$1,515,743	\$851,016	\$0	\$664,727	43.9%
North Carolina State University Foundation	Final	Telephone	6/30/16	\$490,165	\$99,302	\$0	\$390,863	79.7%

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Charity								
Rutgers University Foundation	Interim	Telephone	6/30/16	\$792,760	\$684,294	\$0	\$108,466	13.7%
Saint Peters University	Final	Telephone	6/30/16	\$87,313	\$34,935	\$0	\$52,379	60.0%
State University of Iowa Alumni Assoc	Final	Telephone	6/30/16	\$104,437	\$5,161	\$0	\$99,276	95.1%
State University of Iowa Foundation	Final	Telephone	6/30/16	\$450,672	\$412,306	\$0	\$38,366	8.5%
The Edison Institute	Final	Telephone	12/31/15	\$82,760	\$6,101	\$0	\$76,659	92.6%
Trustees of Tufts College	Interim	Telephone	6/30/16	\$1,179,299	\$173,345	\$0	\$1,005,953	85.3%
United States Fund for UNICEF	Final	Telephone	6/30/16	\$790,042	\$336,316	\$0	\$453,726	57.4%
Univ. of Connecticut Foundation	Final	Telephone	6/30/16	\$565,828	\$313,973	\$0	\$251,856	44.5%
University Detroit Mercy	Final	Telephone	6/30/16	\$314,908	\$134,440	\$0	\$180,468	57.3%
University Montana Foundation	Interim	Telephone	6/30/16	\$357,513	\$60,498	\$0	\$297,015	83.1%
University of Colorado Foundation	Interim	Telephone	6/30/16	\$920,524	\$542,922	\$0	\$377,602	41.0%
University of Mississippi Foundation	Interim	Telephone	6/30/16	\$504,147	\$137,483	\$0	\$366,663	72.7%
University of Nebraska Foundation	Interim	Telephone	8/31/16	\$367,875	\$279,492	\$0	\$88,383	24.0%
University of Nevada Las Vegas Foundation	Final	Telephone	6/30/16	\$177,561	\$121,408	\$0	\$56,154	31.6%
University of Northern Iowa Foundation	Final	Telephone	6/30/16	\$0	\$27,823	\$0	\$(27,823)	
University of S Florida Found.	Final	Telephone	12/31/15	\$144,826	\$131,456	\$0	\$13,370	9.2%
University of South Dakota Foundation	Final	Telephone	6/30/16	\$219,187	\$178,073	\$0	\$41,114	18.8%
University of Tennessee Foundation	Final	Telephone	6/30/16	\$134,006	\$52,930	\$0	\$81,076	60.5%
University of West Florida Foundation	Final	Telephone	6/30/16	\$94,813	\$86,980	\$0	\$7,833	8.3%
USAFA Endowment	Final	Telephone	12/31/15	\$473,917	\$166,906	\$0	\$307,011	64.8%
Washington State University Foundation	Interim	Telephone	7/31/16	\$755,648	\$216,847	\$0	\$538,801	71.3%
Wayne State University	Interim	Telephone	9/30/16	\$675,000	\$142,644	\$0	\$532,356	78.9%
Webster University	Final	Telephone	5/31/16	\$56,230	\$67,414	\$0	\$(11,184)	-19.9%
SD&A Teleservices								
American Association of University Women	Final	Telephone	10/31/15	\$24,799	\$23,167	\$0	\$1,632	6.6%

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Charity								
Chicago Symphony Orchestra	Final	Telephone	7/31/15	\$1,452,176	\$589,511	\$0	\$862,665	59.4%
Farm Sanctuary	Interim	Telephone	4/30/15	\$47,727	\$91,018	\$0	\$(43,291)	-90.7%
FINCA International	Final	Telephone	6/30/16	\$13,517	\$32,652	\$0	\$(19,135)	-141.6%
Four Paws International	Final	Telephone	10/31/15	\$2,004	\$12,674	\$0	\$(10,670)	-532.4%
GLSEN	Final	Telephone	7/31/16	\$1,213	\$3,562	\$0	\$(2,349)	-193.6%
Greenpeace Fund	Final	Telephone	6/30/16	\$13,033	\$7,931	\$0	\$5,102	39.1%
League of Women Voters of the United States	Final	Telephone	8/31/16	\$27,821	\$29,758	\$0	\$(1,937)	-7.0%
NARAL Pro-Choice America	Final	Telephone	5/31/16	\$100,591	\$51,599	\$0	\$48,992	48.7%
National Park Foundation	Final	Telephone	10/31/15	\$77,060	\$89,813	\$0	\$(12,753)	-16.5%
National Parks Conservation Association	Final	Other	1/31/16	\$0	\$0	\$0	\$0	
Natural Resources Defense Council	Final	Telephone	6/30/16	\$50,781	\$95,434	\$0	\$(44,653)	-87.9%
People for the Ethical Treatment of Animals	Final	Telephone	1/31/16	\$96,947	\$110,973	\$0	\$(14,026)	-14.5%
Public Citizen Foundation	Final	Telephone	9/30/15	\$0	\$0	\$0	\$0	
Share Our Strength	Final	Telephone	7/31/16	\$5,660	\$8,335	\$0	\$(2,675)	-47.3%
Sierra Club	Final	Telephone	7/14/16	\$1,087,271	\$871,388	\$0	\$217,884	20.0%
Special Olympics	Interim	Telephone	8/31/16	\$34,104	\$45,361	\$0	\$(11,257)	-33.0%
The Nature Conservancy	Final	Telephone	12/31/15	\$36,798	\$15,229	\$0	\$21,569	58.6%
Smith Educational Associates								
Healing Paws	Interim	Other	6/30/16	\$22,500	\$1,550	\$0	\$20,950	93.1%
The First Tee of Benton Harbor	Interim	Other	6/30/16	\$12,710	\$2,304	\$0	\$10,407	81.9%
Soldon Ferguson & Associates								
100 Black Men of Greater Detroit	Interim	Internet/Social Media	4/18/16	\$11,606	\$805	\$0	\$10,801	93.1%
Strategic Marketing								
South Bend Symphony Orchestra	Final	Telephone	12/27/15	\$14,591	\$6,147	\$0	\$8,444	57.9%

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Charity								
Telefund								
Africare	Final	Telephone	3/31/16	\$285	\$1,458	\$0	\$(1,173)	-411.5%
American Jewish Committee	Interim	Telephone	12/31/15	\$8,935	\$10,826	\$0	\$(1,891)	-21.2%
Amnesty International	Final	Telephone	12/31/15	\$0	\$0	\$0	\$0	
ASPCA	Final	Telephone	12/31/15	\$7,394,817	\$697,208	\$0	\$6,697,609	90.6%
Environmental Defense Fund	Final	Telephone	12/31/15	\$50,525	\$88,258	\$0	\$(37,733)	-74.7%
Feeding America	Final	Telephone	12/31/15	\$63,406	\$34,616	\$0	\$28,789	45.4%
Foundation for National Progress	Final	Telephone	12/31/15	\$220,390	\$150,343	\$0	\$70,048	31.8%
Hillel The Foundation for Jewish Campus Life	Final	Telephone	12/31/15	\$11,809	\$11,608	\$0	\$201	1.7%
Human Rights Campaign	Interim	Telephone	3/31/16	\$284,689	\$361,282	\$0	\$(76,593)	-26.9%
International Rescue Committee	Final	Telephone	12/31/15	\$26,514	\$26,151	\$0	\$363	1.4%
Naral Pro-Choice America	Final	Telephone	12/31/15	\$83,661	\$59,290	\$0	\$24,371	29.1%
National LCBTQ Task Force	Final	Telephone	12/31/15	\$7,692	\$5,172	\$0	\$2,520	32.8%
Natural Resources Defense Council	Final	Telephone	12/31/15	\$86,495	\$113,532	\$0	\$(27,037)	-31.3%
Partners in Health, a Nonprofit Corporation	Final	Telephone	12/31/15	\$58,271	\$58,865	\$0	\$(594)	-1.0%
Planned Parenthood Federation of America	Final	Telephone	12/31/15	\$196,783	\$97,621	\$0	\$99,162	50.4%
Southern Poverty Law Center	Final	Telephone	12/31/15	\$522,731	\$383,288	\$0	\$139,443	26.7%
Special Olympics	Final	Telephone	12/31/15	\$53,637	\$37,336	\$0	\$16,301	30.4%
Window to the World Communications, Inc.	Final	Telephone	12/31/15	\$2,756	\$9,408	\$0	\$(6,652)	-241.3%
TSM Donor Engagement Team								
Beta Theta Pi Foundation	Final	Telephone	9/30/16	\$68,357	\$71,651	\$0	\$(3,294)	-4.8%
Catholic Foreign Mission Society of America	Interim	Telephone	3/31/16	\$1,955	\$29	\$0	\$1,926	98.5%
United Partners Outreach								
MI Professional Firefighters Union	Interim	Telephone	12/31/15	\$162,834	\$130,267	\$0	\$32,567	20.0%

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Charity								
Wilson-Bennett Technology								
Colonial Williamsburg Found	Final	Telephone	9/30/15	\$189,429	\$99,000	\$48,742	\$41,687	22.0%
Hillsdale College	Interim	Telephone	12/31/15	\$0	\$0	\$0	\$0	
Kalamazoo College	Interim	Telephone	12/31/15	\$106,926	\$34,004	\$9,827	\$63,096	59.0%
Northwood University	Interim	Telephone	12/31/15	\$27,035	\$0	\$10,580	\$16,455	60.9%
Oakland University	Interim	Telephone	12/31/15	\$146,232	\$172,985	\$92,514	\$(119,267)	-81.6%
Ohio University Foundation	Interim	Telephone	12/31/15	\$438,404	\$444,386	\$0	\$(5,982)	-1.4%
The Eastern Michigan University Foundation	Interim	Telephone	12/31/15	\$159,477	\$129,131	\$0	\$30,346	19.0%
Walsh College	Interim	Telephone	12/31/15	\$16,240	\$12,971	\$0	\$3,269	20.1%
Wolverine Productions								
Crime Stoppers of Bay County	Final	Telephone	5/24/16	\$31,869	\$15,900	\$11,174	\$0	0.0%
Your Voice Media								
Natural Resources Defense Council	Interim	Telephone	6/30/16	\$91,166	\$113,995	\$0	\$(22,829)	-25.0%
People for the American Way	Interim	Telephone	12/31/15	\$102,376	\$94,752	\$0	\$7,624	7.4%
Window to the World Communications, Inc.	Final	Telephone	12/31/15	\$72,562	\$66,900	\$0	\$5,662	7.8%

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Mothers Against Drunk Driving	Dialamerica Marketing	Telephone	6/30/16	\$267,287	\$0	\$267,287	100.0%
The Leukemia & Lymphoma Society Inc.	Dialamerica Marketing	Telephone	6/30/16	\$44,075	\$0	\$44,075	100.0%
American National Red Cross	Midwest Recycling	Other	12/31/15	\$10,391	\$0	\$10,391	100.0%
AFPD	Midwest Recycling	Other	12/31/15	\$3,750	\$0	\$3,750	100.0%
Hero of Washtenaw County	Midwest Recycling	Other	12/31/15	\$4,746	\$0	\$4,746	100.0%
Kids in Distress Services	Midwest Recycling	Other	12/31/15	\$11,165	\$0	\$11,165	100.0%
Renaissance Charitable Foundation	Omaze	Internet/ Social Media	2/16/16	\$10,866,660	\$50,000	\$10,816,660	99.5%
ChildFund International USA	InfoCision	Telephone	6/30/16	\$1,970,456	\$26,233	\$1,944,223	98.7%
Catholic Foreign Mission Society of America Gateway	TSM Donor Engagement Team Robert Smith	Telephone Other	3/31/16 6/30/16	\$1,955 \$42,500	\$29 \$700	\$1,926 \$41,800	98.5% 98.4%
The Humane Society of the United States	InfoCision	Telephone	11/30/16	\$3,781,909	\$69,642	\$3,712,267	98.2%
Great Lakes Fishery Trust	Public Sector Consultants	Telephone	12/31/15	\$100,000	\$2,515	\$97,485	97.5%
Monastery of the Blessed Sacrament	Divine Mercy Development Services	Direct Mail	8/15/16	\$2,066,000	\$70,200	\$1,995,800	96.6%
Sarett Nature Center	Robert Smith	Other	6/30/16	\$24,075	\$1,064	\$23,009	95.6%
Global Fund to Fight AIDS, TB, & Malaria	Omaze	Internet/ Social Media	12/31/15	\$696,696	\$31,696	\$665,000	95.5%
State University of Iowa Alumni Assoc	Ruffalo Noel Levitz	Telephone	6/30/16	\$104,437	\$5,161	\$99,276	95.1%
West Side Christian School	J. Milito & Associates	Telephone	6/30/16	\$24,125	\$1,214	\$22,911	95.0%
Christian Appalachian Project	Public Interest Communications	Telephone	4/14/16	\$2,792,016	\$146,239	\$2,645,777	94.8%
Sunset Manor	J. Milito & Associates	Telephone	6/30/16	\$13,150	\$848	\$12,302	93.5%
Michigan Women's Studies Association	J. Milito & Associates	Telephone	9/18/16	\$35,320	\$2,392	\$32,928	93.2%
Healing Paws	Smith Educational Associates	Other	6/30/16	\$22,500	\$1,550	\$20,950	93.1%
100 Black Men of Greater Detroit	Soldon Ferguson & Associates	Internet/ Social Media	4/18/16	\$11,606	\$805	\$10,801	93.1%
The Edison Institute	Ruffalo Noel Levitz	Telephone	12/31/15	\$82,760	\$6,101	\$76,659	92.6%
Jenison Christian School	J. Milito & Associates	Telephone	10/8/15	\$44,955	\$3,365	\$41,590	92.5%
St. Hugo of the Hills Catholic Church	J. Milito & Associates	Telephone	12/31/16	\$22,815	\$1,796	\$21,019	92.1%

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Unity Christian High School	J. Milito & Associates	Telephone	11/28/16	\$96,304	\$8,908	\$87,396	90.8%
ASPCA	Telefund	Telephone	12/31/15	\$7,394,817	\$697,208	\$6,697,609	90.6%
Planned Parenthood Action Fund	Public Interest Communications	Telephone	6/30/16	\$51,447	\$4,980	\$46,467	90.3%
Catholic Secondary Schools Greater Grand Rapids	J. Milito & Associates	Telephone	12/30/15	\$25,660	\$2,490	\$23,170	90.3%
Medecins Sans Frontieres U.S.A., Inc.	InfoCision	Telephone	7/31/16	\$1,284,368	\$128,968	\$1,155,399	90.0%
Hudsonville Christian School	J. Milito & Associates	Telephone	9/27/16	\$33,535	\$3,430	\$30,105	89.8%
LeSEA Global Feed the Hungry	InfoCision	Telephone	1/31/16	\$224,899	\$23,060	\$201,839	89.7%
Food for the Poor	InfoCision	Telephone	9/30/16	\$1,223,230	\$127,432	\$1,095,798	89.6%
Kansas State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$1,773,247	\$187,073	\$1,586,174	89.5%
Dutton Christian School	J. Milito & Associates	Telephone	1/11/16	\$29,259	\$3,132	\$26,127	89.3%
St. Stephen Catholic Church	J. Milito & Associates	Telephone	6/30/16	\$26,840	\$2,873	\$23,967	89.3%
Henry Ford Health System	Fulkerson Group	Special Event	12/31/15	\$553,000	\$70,400	\$482,600	87.3%
Christian Advocates Serving Evangelism	MDS Communications	Telephone	12/31/15	\$3,419,746	\$454,045	\$2,965,701	86.7%
St. Anthony Padua Catholic Community	J. Milito & Associates	Telephone	8/18/16	\$10,525	\$1,417	\$9,109	86.5%
Save the Children	Donor Services Group	Telephone	5/31/16	\$1,440,775	\$195,385	\$1,245,390	86.4%
Trustees of Tufts College	Ruffalo Noel Levitz	Telephone	6/30/16	\$1,179,299	\$173,345	\$1,005,953	85.3%
ASPCA	Donor Services Group	Telephone	12/31/15	\$7,815,442	\$1,177,858	\$6,637,584	84.9%
Susan G. Komen Breast Cancer Foundation	InfoCision	Telephone	6/30/16	\$95,293	\$15,775	\$79,517	83.4%
World Mission	J. Milito & Associates	Telephone	6/30/16	\$23,100	\$3,832	\$19,268	83.4%
University Montana Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$357,513	\$60,498	\$297,015	83.1%
American Assn Nurse Anesthetists Foundation	DirectLine Technologies	Telephone	6/30/16	\$201,955	\$34,200	\$167,755	83.1%
League of Women Voters Education Fund	Donor Services Group	Telephone	9/30/15	\$22,955	\$3,912	\$19,043	83.0%
The First Tee of Benton Harbor	Smith Educational Associates	Other	6/30/16	\$12,710	\$2,304	\$10,407	81.9%
Grand Rapids Christian Schools	J. Milito & Associates	Telephone	5/18/16	\$26,230	\$4,819	\$21,411	81.6%
Nat Ctr on Addiction and Substance Abuse	Resource & Event Management Ltd.	Special Event	8/7/15	\$1,739,215	\$320,281	\$1,418,934	81.6%
Holland Rescue Mission	Gateway Communications	Telephone	12/31/15	\$114,959	\$21,461	\$93,498	81.3%
Center for Independent Employees	Calder Group	Telephone	6/30/16	\$572,000	\$106,979	\$465,021	81.3%
Calvin Theological Seminary	J. Milito & Associates	Telephone	6/30/16	\$105,235	\$20,016	\$85,220	81.0%

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South Christian High School	J. Milito & Associates	Telephone	5/11/16	\$29,145	\$5,611	\$23,534	80.7%
Jewish Voice Ministries International	InfoCision	Telephone	9/30/16	\$4,049,360	\$788,800	\$3,260,560	80.5%
The Grand Rapids Symphony Society	J. Milito & Associates	Telephone	2/28/16	\$67,898	\$13,267	\$54,631	80.5%
Parish of the Holy Spirit	J. Milito & Associates	Telephone	8/1/16	\$15,105	\$3,019	\$12,086	80.0%
North Carolina State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$490,165	\$99,302	\$390,863	79.7%
Grand Rapids Civic Theatre	J. Milito & Associates	Telephone	8/1/16	\$16,025	\$3,266	\$12,759	79.6%
Wayne State University	Ruffalo Noel Levitz	Telephone	9/30/16	\$675,000	\$142,644	\$532,356	78.9%
Pine Rest Christian Mental Health Services	J. Milito & Associates	Telephone	1/21/16	\$18,190	\$3,855	\$14,335	78.8%
American Civil Liberties Union Found.	DCM	Telephone	9/20/16	\$150,375	\$31,911	\$118,464	78.8%
United States Fund for UNICEF	InfoCision	Telephone	6/30/16	\$312,037	\$67,327	\$244,711	78.4%
The Community Healing Centers	Kalamazoo Experiential Learning Ctr	Telephone	12/31/16	\$88,192	\$19,636	\$68,556	77.7%
Christian Reformed Board of Home Missions	J. Milito & Associates	Telephone	12/22/15	\$26,180	\$5,894	\$20,286	77.5%
Legacy Christian School	J. Milito & Associates	Telephone	6/30/16	\$17,680	\$4,156	\$13,524	76.5%
Christian Advocates Serving Evangelism	InfoCision	Telephone	5/31/16	\$210,400	\$49,875	\$160,525	76.3%
Special Olympics	Heritage Company	Telephone	12/31/15	\$5,935,821	\$1,419,620	\$4,516,202	76.1%
Planned Parenthood Federation of America	DCM	Telephone	4/20/15	\$172,300	\$41,673	\$130,627	75.8%
West Point Association of Graduates	Advantage Plus Consulting	Other	11/30/15	\$2,100,793	\$511,480	\$1,589,313	75.7%
AmeriCares Foundation, Inc.	Donor Services Group	Telephone	6/30/16	\$1,821,379	\$455,898	\$1,365,481	75.0%
Detroit Institute of Arts	Falcon Fundraising	Telephone	2/16/16	\$120,979	\$31,441	\$89,538	74.0%
Operation Blessing Int'l Relief Dev Corp	Public Interest Communications	Telephone	5/31/16	\$41,519	\$10,922	\$30,597	73.7%
St. Mary's Catholic Church	J. Milito & Associates	Telephone	12/31/16	\$12,290	\$3,267	\$9,023	73.4%
Florida State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$769,606	\$207,962	\$561,644	73.0%
St. Patrick - St. Anthony Catholic Parish	J. Milito & Associates	Telephone	12/31/16	\$14,665	\$3,972	\$10,693	72.9%
Nat'l Center for Public Policy Research	Response Dynamics	Direct Mail	12/31/15	\$5,007,751	\$1,360,786	\$3,646,965	72.8%
University of Mississippi Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$504,147	\$137,483	\$366,663	72.7%
Union of Concerned Scientists	Aria Communications	Telephone	2/29/16	\$6,466	\$1,785	\$4,681	72.4%
Michigan State University	Falcon Fundraising	Telephone	7/1/16	\$75,075	\$20,881	\$54,194	72.2%
The Heritage Foundation	GiveRight	Telephone	12/31/15	\$4,413,955	\$1,248,061	\$3,165,894	71.7%

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Kalamazoo Gospel Mission	Gateway Communications	Telephone	12/31/15	\$70,817	\$20,027	\$50,790	71.7%
Washington State University Foundation	Ruffalo Noel Levitz	Telephone	7/31/16	\$755,648	\$216,847	\$538,801	71.3%
Metropolitan Museum of Art	Donor Services Group	Telephone	6/30/16	\$533,181	\$157,476	\$375,705	70.5%
Policy Issues Institute	Response Dynamics	Direct Mail	12/31/15	\$6,731,068	\$2,009,691	\$4,721,377	70.1%
Childhood Disease Research Foundation	Charity Supply Services	Other	12/31/15	\$100,224	\$30,802	\$69,422	69.3%
AOPA Foundation	Allegiance Creative Group	Direct Mail	12/31/15	\$2,819,291	\$867,445	\$1,951,846	69.2%
Mack Ave Festival Prod. (Detroit Jazz)	Fulkerson Group	Direct Mail	10/31/15	\$1,109,972	\$341,599	\$768,373	69.2%
Gerald R. Ford Presidential Foundation	J. Milito & Associates	Telephone	11/14/15	\$2,395	\$746	\$1,649	68.9%
Luther Seminary	Aria Communications	Telephone	5/31/16	\$55,509	\$17,369	\$38,140	68.7%
Call of Duty Endowment	Omaze	Internet/ Social Media	12/31/15	\$133,091	\$41,749	\$91,343	68.6%
National Kidney Foundation, Inc.	Automotive Recovery Services	Vehicle Donations	12/31/15	\$2,741,253	\$861,164	\$1,880,089	68.6%
Society for Christian Instruction at Allendale	J. Milito & Associates	Telephone	4/16/16	\$10,605	\$3,360	\$7,245	68.3%
Forgotten Harvest	Gateway Communications	Telephone	12/31/15	\$74,958	\$23,812	\$51,146	68.2%
Fish Tales	Ronald F. Doddy & Associates	Telephone	12/31/15	\$138,447	\$44,080	\$94,368	68.2%
Memorial Sloan Kettering Cancer Center	Donor Services Group	Telephone	12/31/15	\$676,274	\$215,653	\$460,621	68.1%
Fremont Christian School	J. Milito & Associates	Telephone	12/30/15	\$6,435	\$2,102	\$4,333	67.3%
AnchorPoint Christian School	J. Milito & Associates	Telephone	2/6/16	\$4,105	\$1,350	\$2,755	67.1%
Lake Shore Habitat for Humanity	J. Milito & Associates	Telephone	5/17/16	\$5,975	\$1,969	\$4,006	67.1%
Board of Regents of Univ. System of Georgia	Ruffalo Noel Levitz	Telephone	6/30/16	\$144,383	\$49,600	\$94,783	65.6%
Chicago Symphony Orchestra	DCM	Telephone	3/9/14	\$960,584	\$330,712	\$629,871	65.6%
USAFA Endowment	Ruffalo Noel Levitz	Telephone	12/31/15	\$473,917	\$166,906	\$307,011	64.8%
Cherry Street Mission Ministries	Gateway Communications	Telephone	12/31/15	\$108,895	\$39,276	\$69,619	63.9%
Foundation for National Progress	Aria Communications	Telephone	9/19/16	\$13,516	\$4,957	\$8,559	63.3%
Kappa Kappa Gamma Found	Aria Communications	Telephone	1/31/16	\$56,331	\$20,791	\$35,540	63.1%
Delta Upsilon Educational Foundation	Aria Communications	Telephone	2/14/16	\$30,585	\$11,335	\$19,250	62.9%
Fndtn of the Mass. Eye and Ear Infirmary	Huntsinger & Jeffer	Direct Mail	7/31/16	\$207,707	\$78,444	\$129,263	62.2%

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Muskegon Rescue Mission	Gateway Communications	Telephone	12/31/15	\$47,492	\$18,053	\$29,439	62.0%
Project Hope - People to People Health Fndtn	Heritage Company	Telephone	9/30/16	\$217,922	\$83,195	\$134,727	61.8%
Northwood University	Wilson-Bennett Technology	Telephone	12/31/15	\$27,035	\$10,580	\$16,455	60.9%
NRA Special Contribution Fund	Allegiance Creative Group	Direct Mail	4/30/16	\$668,692	\$262,961	\$405,731	60.7%
West Michigan Symphony	J. Milito & Associates	Telephone	7/5/16	\$5,440	\$2,143	\$3,298	60.6%
University of Tennessee Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$134,006	\$52,930	\$81,076	60.5%
Detroit Symphony Orchestra	Artsmarketing Services	Telephone	7/7/16	\$369,124	\$147,387	\$221,737	60.1%
Saint Peters University	Ruffalo Noel Levitz	Telephone	6/30/16	\$87,313	\$34,935	\$52,379	60.0%
Holt Int'l Children's Services	MDS Communications	Telephone	7/28/16	\$18,765	\$7,526	\$11,239	59.9%
Open Doors Brother Andrew	InfoCision	Telephone	10/31/16	\$46,726	\$18,921	\$27,805	59.5%
Chicago Symphony Orchestra	SD&A Teleservices	Telephone	7/31/15	\$1,452,176	\$589,511	\$862,665	59.4%
American Civil Liberties Union	Donor Services Group	Telephone	5/31/16	\$913,319	\$372,054	\$541,266	59.3%
Kalamazoo College	Wilson-Bennett Technology	Telephone	12/31/15	\$106,926	\$43,831	\$63,096	59.0%
Delta Tau Delta Educational Found.	Aria Communications	Telephone	4/30/16	\$155,491	\$64,228	\$91,263	58.7%
Habitat for Humanity International	Donor Services Group	Telephone	12/31/15	\$3,248,282	\$1,342,796	\$1,905,485	58.7%
The Nature Conservancy	SD&A Teleservices	Telephone	12/31/15	\$36,798	\$15,229	\$21,569	58.6%
Associate Alumnae of Douglas College	Ruffalo Noel Levitz	Telephone	5/13/16	\$263,976	\$109,546	\$154,430	58.5%
Henry Ford Health System	J. Milito & Associates	Telephone	12/30/15	\$40,825	\$17,000	\$23,826	58.4%
Northern MI University	Aria Communications	Telephone	6/9/16	\$9,374	\$3,929	\$5,445	58.1%
Unitarian Universalist Service Committee	Public Interest Communications	Telephone	8/14/16	\$100,636	\$42,195	\$58,441	58.1%
South Bend Symphony Orchestra	Strategic Marketing	Telephone	12/27/15	\$14,591	\$6,147	\$8,444	57.9%
United States Fund for UNICEF	Ruffalo Noel Levitz	Telephone	6/30/16	\$790,042	\$336,316	\$453,726	57.4%
St. Vincent de Paul Detroit	Cobblestone Solutions	Special Event	6/30/15	\$137,395	\$58,527	\$78,868	57.4%
University Detroit Mercy	Ruffalo Noel Levitz	Telephone	6/30/16	\$314,908	\$134,440	\$180,468	57.3%
Actionaid USA	Aria Communications	Telephone	10/31/16	\$10,019	\$4,292	\$5,727	57.2%
The Humane Society of the United States	Aria Communications	Telephone	4/14/16	\$55,210	\$23,825	\$31,385	56.8%
Life Issues Institute	MDS Communications	Telephone	6/20/16	\$37,385	\$16,281	\$21,104	56.5%
American Bible Society	MDS Communications	Telephone	6/30/16	\$17,760	\$7,795	\$9,965	56.1%

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Conductive Learning Center	J. Milito & Associates	Telephone	6/30/16	\$8,005	\$3,553	\$4,452	55.6%
Heifer Project International	MDS Communications	Telephone	6/26/16	\$3,553,554	\$1,581,277	\$1,972,277	55.5%
Bread for the World, Inc.	Aria Communications	Telephone	1/31/16	\$312,641	\$142,578	\$170,063	54.4%
National Multiple Sclerosis Society	Event 360	Internet/Soci	9/30/15	\$3,186,721	\$1,457,961	\$1,728,760	54.2%
Alumni Association of the University of MI	DirectLine Technologies	Telephone	7/30/16	\$129,461	\$60,000	\$69,461	53.7%
Catholic Foreign Mission Society of America	Harris Connect	Telephone	3/6/16	\$111,868	\$52,112	\$59,756	53.4%
Window to the World Communications, Inc.	ComNet Marketing Group	Telephone	1/24/16	\$1,006,670	\$475,421	\$531,248	52.8%
Administrators of Tulane Educational Fund	Ruffalo Noel Levitz	Telephone	3/9/16	\$215,057	\$101,709	\$113,348	52.7%
Foundation Fighting Blindness	Heritage Company	Telephone	10/22/16	\$106,873	\$50,766	\$56,108	52.5%
Kappa Alpha Theta Foundation	Aria Communications	Telephone	9/30/16	\$150,872	\$71,709	\$79,163	52.5%
CARE	MDS Communications	Telephone	6/30/16	\$978,935	\$469,562	\$509,373	52.0%
USA for UNHCR	HCB Communications	Telephone	12/31/15	\$118,841	\$57,420	\$61,421	51.7%
American Diabetes Association	Automotive Recovery Services	Vehicle	12/31/15	\$698,383	\$338,723	\$359,661	51.5%
		Donations					
Medecins Sans Frontieres U.S.A.	Public Interest Communications	Telephone	8/31/16	\$797,603	\$387,971	\$409,632	51.4%
Back to God Ministries Int'l	Donor Care Center	Other	8/31/16	\$44,799	\$21,837	\$22,962	51.3%
Great Lakes Bible College	J. Milito & Associates	Telephone	9/14/15	\$10,640	\$5,187	\$5,453	51.3%
North Shore Animal League	InfoCision	Telephone	1/31/16	\$294,036	\$143,468	\$150,568	51.2%
Detroit Symphony Orchestra	Bennett Direct	Telephone	8/31/16	\$512,000	\$250,000	\$262,000	51.2%
Western Michigan Christian High	J. Milito & Associates	Telephone	7/7/16	\$12,924	\$6,320	\$6,604	51.1%
Leadership Institute	MDS Communications	Telephone	2/20/16	\$35,146	\$17,329	\$17,817	50.7%
Planned Parenthood Federation of America	Telefund	Telephone	12/31/15	\$196,783	\$97,621	\$99,162	50.4%
Assoc.Former Students of Texas A&M Univ.	Ruffalo Noel Levitz	Telephone	6/30/16	\$1,093,198	\$543,600	\$549,598	50.3%
Lupus Alliance of America, Michigan Indiana	Donation Line	Vehicle	12/31/15	\$400	\$200	\$200	50.0%
		Donations					
Arthritis Foundation	MDS Communications	Telephone	12/31/15	\$242,554	\$122,033	\$120,521	49.7%
Michigan Crossroads Council	J. Milito & Associates	Telephone	12/26/15	\$42,376	\$21,418	\$20,958	49.5%
Carriage Town Ministries	Gateway Communications	Telephone	12/31/15	\$29,266	\$14,902	\$14,364	49.1%

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Detroit City Rescue Mission	Gateway Communications	Telephone	12/31/15	\$19,954	\$10,171	\$9,783	49.0%
AMVETS	Heritage Company	Telephone	8/31/16	\$275,832	\$140,916	\$134,915	48.9%
Delta College Foundation	Falcon Fundraising	Telephone	2/1/16	\$15,648	\$7,996	\$7,653	48.9%
NARAL Pro-Choice America	SD&A Teleservices	Telephone	5/31/16	\$100,591	\$51,599	\$48,992	48.7%
Planned Parenthood Federation of America	Public Interest Communications	Telephone	6/30/16	\$369,787	\$192,934	\$176,854	47.8%
City Rescue Mission of Saginaw	Gateway Communications	Telephone	12/31/15	\$10,681	\$5,582	\$5,099	47.7%
Mel Trotter Ministries	Gateway Communications	Telephone	12/31/15	\$106,764	\$56,106	\$50,658	47.4%
Special Olympics Michigan	Heritage Company	Telephone	12/31/15	\$376,297	\$200,083	\$176,214	46.8%
Nat'l Wheelchair Basketball Association	Heritage Company	Telephone	12/31/15	\$290,633	\$154,744	\$135,888	46.8%
VFW National Home Children	Huntsinger & Jeffer	Direct Mail	6/30/16	\$1,076,018	\$578,345	\$497,673	46.3%
Catholic Relief Services	MDS Communications	Telephone	9/30/16	\$498,474	\$270,641	\$227,833	45.7%
Prevention Works, Inc.	Kalamazoo Experiential Learning Ctr	Telephone	12/31/15	\$68,674	\$37,324	\$31,350	45.6%
Feeding America	Telefund	Telephone	12/31/15	\$63,406	\$34,616	\$28,789	45.4%
Concerned Women for America	InfoCision	Telephone	6/30/16	\$406,078	\$224,382	\$181,695	44.7%
Univ. of Connecticut Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$565,828	\$313,973	\$251,856	44.5%
New York University	Ruffalo Noel Levitz	Telephone	8/31/16	\$1,515,743	\$851,016	\$664,727	43.9%
Military Order Purple Heart Service Found.	Lakes Management	Telephone	3/31/16	\$1,265,072	\$715,802	\$549,269	43.4%
National Childrens Cancer Society	Heritage Company	Telephone	12/31/15	\$1,903,139	\$1,080,089	\$823,050	43.2%
American Institute for Cancer Research	InfoCision	Telephone	12/31/15	\$2,908,489	\$1,658,469	\$1,250,020	43.0%
American Lung Association	InfoCision	Telephone	9/30/16	\$391,074	\$225,764	\$165,310	42.3%
Civil War Preservation Trust	Public Interest Communications	Telephone	7/31/16	\$12,923	\$7,516	\$5,407	41.8%
Children's Wish Foundation International	Heritage Company	Telephone	12/31/15	\$3,566,635	\$2,100,665	\$1,465,969	41.1%
University of Colorado Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$920,524	\$542,922	\$377,602	41.0%
National Right to Life Committee	MDS Communications	Telephone	4/30/16	\$1,477,149	\$872,598	\$604,551	40.9%
Organic Consumers Association	Hudson Bay Company of IL	Telephone	12/31/15	\$138,811	\$82,339	\$56,472	40.7%
March of Dimes Foundation	Donor Care Center	Other	12/31/15	\$1,019,817	\$609,887	\$409,930	40.2%
Christian People Pulling Together Ministries	Donation Line	Vehicle Donations	12/31/15	\$150	\$90	\$60	40.0%

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AFS-USA	Aria Communications	Telephone	11/14/16	\$41,200	\$24,763	\$16,437	39.9%
Wycliffe Associates	Donor Care Center	Telephone	12/31/15	\$48,064	\$28,972	\$19,091	39.7%
Multiple Sclerosis Association of America	Heritage Company	Telephone	6/30/16	\$1,603,431	\$966,851	\$636,580	39.7%
Greenpeace Fund	SD&A Teleservices	Telephone	6/30/16	\$13,033	\$7,931	\$5,102	39.1%
Feed the Children	InfoCision	Telephone	12/31/15	\$256,184	\$156,434	\$99,750	38.9%
American Diabetes Association	InfoCision	Telephone	12/31/15	\$1,101,867	\$674,593	\$427,274	38.8%
Christian Appalachian Project	Donor Care Center	Other	2/29/16	\$51,078	\$31,363	\$19,715	38.6%
United Breast Cancer Foundation	Heritage Company	Telephone	11/11/16	\$189,825	\$116,669	\$73,156	38.5%
Mothers Against Drunk Driving	Heritage Company	Telephone	12/31/15	\$1,786,325	\$1,108,180	\$687,145	38.5%
Notre Dame Preparatory School	J. Milito & Associates	Telephone	1/23/16	\$14,436	\$8,885	\$5,550	38.4%
Alpha Omicron Pi Foundation	Aria Communications	Telephone	6/30/16	\$5,210	\$3,216	\$1,994	38.3%
Americans United for Life	MDS Communications	Telephone	6/30/16	\$18,615	\$11,554	\$7,061	37.9%
Food for the Hungry	MDS Communications	Telephone	6/23/16	\$125,567	\$78,119	\$47,448	37.8%
American Family Association	Donor Care Center	Other	6/14/16	\$493,743	\$307,877	\$185,866	37.6%
Dept of MI Veterans of Foreign Wars	Front Line Support	Telephone	10/31/15	\$133,669	\$83,669	\$50,000	37.4%
World Wildlife Fund	Donor Services Group	Telephone	9/30/16	\$140,522	\$88,906	\$51,616	36.7%
Van Andel Institute	J. Milito & Associates	Telephone	1/13/16	\$20,758	\$13,139	\$7,619	36.7%
AOPA Foundation	InfoCision	Telephone	7/31/16	\$133,310	\$84,537	\$48,773	36.6%
American Council of the Blind	Integral Resources	Telephone	12/31/15	\$58,311	\$37,023	\$21,288	36.5%
US Charitable Gift Trust	Eaton Vance Distributors	Telephone	12/31/15	\$111,023,251	\$71,194,009	\$39,829,242	35.9%
9 to 5 Working Women Education Fund	Hudson Bay Company of IL	Telephone	11/30/15	\$12,272	\$7,870	\$4,402	35.9%
American Heart Association	InfoCision	Telephone	9/30/16	\$5,833,328	\$3,751,738	\$2,081,590	35.7%
ATS Foundation	National Capital Teleservices	Telephone	12/31/15	\$15,725	\$10,114	\$5,611	35.7%
Gilda's Club Grand Rapids	J. Milito & Associates	Telephone	12/14/15	\$19,754	\$12,779	\$6,976	35.3%
Wounded Warrior Project	Donor Care Center	Telephone	10/31/15	\$93,415	\$60,536	\$32,879	35.2%
Amer. United for Sep. Church & State	Public Interest Communications	Telephone	9/30/16	\$27,516	\$17,940	\$9,576	34.8%
Easter Seal Society	InfoCision	Telephone	7/4/16	\$948,142	\$624,758	\$323,384	34.1%
Woman to Woman Breast Cancer	Directele	Telephone	12/31/14	\$98,016	\$65,132	\$32,883	33.5%

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National Multiple Sclerosis Society	InfoCision	Telephone	8/31/16	\$232,843	\$155,611	\$77,232	33.2%
National LCBTQ Task Force	Telefund	Telephone	12/31/15	\$7,692	\$5,172	\$2,520	32.8%
National Psoriasis Foundation	Aria Communications	Telephone	10/31/16	\$51,361	\$34,574	\$16,787	32.7%
Tea Party Patriots, Inc.	Capitol Resources	Telephone	12/31/15	\$396,178	\$269,085	\$127,093	32.1%
Heart Support of America	Direct Response	Direct Mail	5/1/16	\$1,769,496	\$1,203,877	\$565,619	32.0%
Alliance Defending Freedom	InfoCision	Telephone	8/31/16	\$159,293	\$108,405	\$50,889	31.9%
Foundation for National Progress	Telefund	Telephone	12/31/15	\$220,390	\$150,343	\$70,048	31.8%
University of Nevada Las Vegas Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$177,561	\$121,408	\$56,154	31.6%
Kirkwood Community College Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$17,751	\$12,148	\$5,603	31.6%
Lambda Legal Defense and Education Fund	Donor Services Group	Telephone	2/27/16	\$47,021	\$32,449	\$14,572	31.0%
WGVU Public Media Grand Valley State U	Aria Communications	Telephone	5/4/16	\$103,695	\$71,562	\$32,133	31.0%
YMCA of Greater Grand Rapids	J. Milito & Associates	Telephone	6/18/16	\$9,290	\$6,464	\$2,826	30.4%
NFIB Small Business Legal Center	National Capital Teleservices	Telephone	12/31/15	\$43,600	\$30,344	\$13,256	30.4%
Special Olympics	Telefund	Telephone	12/31/15	\$53,637	\$37,336	\$16,301	30.4%
Amer Assn for Advancement of Science	Donor Services Group	Telephone	10/24/15	\$92,472	\$64,545	\$27,927	30.2%
Christian Advocates Serving Evangelism	Donor Care Center	Other	5/31/15	\$907,689	\$633,569	\$274,121	30.2%
State Lodge of MI Fraternal Order of Police	Corporations for Character	Telephone	10/31/15	\$271,000	\$189,700	\$81,300	30.0%
Miracle Flights for Kids	Engage Funding	Telephone	8/31/15	\$723,903	\$509,321	\$214,582	29.6%
Naral Pro-Choice America	Telefund	Telephone	12/31/15	\$83,661	\$59,290	\$24,371	29.1%
Autism Spectrum Disorder Foundation	Associated Community Services	Telephone	11/30/16	\$316,103	\$224,297	\$91,806	29.0%
Military Order - Purple Heart Service Fndtn	Front Line Support	Telephone	6/30/16	\$1,808,865	\$1,308,865	\$500,000	27.6%
Hadassah, the Women's Zionist Organization	Donor Services Group	Telephone	10/31/15	\$74,349	\$53,820	\$20,529	27.6%
Promenade Nationale Corporation	Heritage Company	Telephone	9/30/16	\$112,616	\$81,668	\$30,948	27.5%
Amnesty International of the USA	Donor Services Group	Telephone	9/30/16	\$246,081	\$179,161	\$66,920	27.2%
Kids' Food Basket	J. Milito & Associates	Telephone	9/20/16	\$16,642	\$12,139	\$4,503	27.1%
Special Olympics	InfoCision	Telephone	7/31/16	\$54,799	\$40,072	\$14,727	26.9%
Southern Poverty Law Center	Telefund	Telephone	12/31/15	\$522,731	\$383,288	\$139,443	26.7%
Government Accountability Project	Hudson Bay Company of IL	Telephone	11/30/15	\$49,151	\$36,360	\$12,791	26.0%

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Organization	Fundraiser	Fundraising Method	Report End Date	Gross Receipts	PFR Fees & Other Costs	Net Amount to Charity	% of Gross to Charity
Judicial Watch	MDS Communications	Telephone	6/14/16	\$27,451	\$20,359	\$7,092	25.8%
Students for Life of America	MDS Communications	Telephone	12/31/15	\$379,589	\$282,424	\$97,165	25.6%
Nat'l Gay and Lesbian Task Force Found.	Public Interest Communications	Telephone	1/1/16	\$26,272	\$19,548	\$6,724	25.6%
Nat'l Assn of Police Athletic Activities Leagues	Front Line Support	Telephone	4/30/15	\$328,118	\$244,784	\$83,333	25.4%
Muscular Dystrophy Association	InfoCision	Telephone	9/30/16	\$178,216	\$133,109	\$45,107	25.3%
The Leukemia & Lymphoma Society Inc.	Donor Care Center	Telephone	6/30/16	\$231,388	\$173,073	\$58,314	25.2%
Mission of Hope Cancer Fund	Ronald F. Doddy & Associates	Telephone	12/31/15	\$583,231	\$437,628	\$145,603	25.0%
March of Dimes Found.	InfoCision	Telephone	12/31/15	\$2,364,218	\$1,783,500	\$580,718	24.6%
National Fund for Alternative Medicine	Direct Response	Direct Mail	5/1/16	\$310,099	\$234,002	\$76,097	24.5%
Parade Company	Fulkerson Group	Telephone	1/31/16	\$3,931,102	\$2,973,830	\$957,272	24.4%
ASME Foundation	DCM	Telephone	5/31/16	\$137,761	\$104,220	\$33,541	24.3%
Hunter College Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$168,443	\$127,537	\$40,906	24.3%
Autism Spectrum Disorder Found.	Heritage Company	Telephone	12/31/15	\$520,211	\$394,708	\$125,503	24.1%
University of Nebraska Foundation	Ruffalo Noel Levitz	Telephone	8/31/16	\$367,875	\$279,492	\$88,383	24.0%
Crohn's & Colitis Foundation of America	InfoCision	Telephone	6/30/16	\$38,684	\$29,415	\$9,269	24.0%
Prison Fellowship Ministries	InfoCision	Telephone	6/30/16	\$185,602	\$141,169	\$44,433	23.9%
Food & Water Watch	Hudson Bay Company of IL	Telephone	12/31/15	\$4,488	\$3,446	\$1,042	23.2%
Veterans of Foreign Wars of the United States	Donor Services Group	Telephone	2/28/16	\$726,383	\$561,776	\$164,608	22.7%
Operation Smile	MDS Communications	Telephone	6/6/16	\$1,487,613	\$1,151,163	\$336,450	22.6%
Mercy Corps	Donor Services Group	Telephone	9/13/16	\$126,691	\$98,117	\$28,574	22.6%
Illinois State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$486,940	\$377,600	\$109,340	22.5%
Natural Resources Defense Council	Donor Services Group	Telephone	12/31/15	\$83,942	\$65,369	\$18,573	22.1%
American Indian College Fund	Donor Care Center	Other	3/31/16	\$40,969	\$31,926	\$9,044	22.1%
Colonial Williamsburg Found	Wilson-Bennett Technology	Telephone	9/30/15	\$189,429	\$147,742	\$41,687	22.0%
WAY Media	MDS Communications	Telephone	11/15/15	\$186,216	\$145,655	\$40,561	21.8%
Chi Omega Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$68,020	\$53,292	\$14,728	21.7%
Coalition to Salute America's Heroes	American Target Advertising	Direct Mail	12/31/15	\$13,346,490	\$10,502,820	\$2,843,670	21.3%
United States Fund for UNICEF	Donor Services Group	Telephone	6/30/16	\$123,675	\$97,487	\$26,189	21.2%

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Sierra Club	Harris Marketing Group	Other	8/17/16	\$54,730	\$43,511	\$11,219	20.5%
Human Rights Campaign Foundation	Donor Services Group	Telephone	3/31/16	\$1,080,862	\$860,482	\$220,380	20.4%
Walsh College	Wilson-Bennett Technology	Telephone	12/31/15	\$16,240	\$12,971	\$3,269	20.1%
Sierra Club	SD&A Teleservices	Telephone	7/14/16	\$1,087,271	\$871,388	\$217,884	20.0%
Vietnam Veterans of Michigan	Associated Community Services	Telephone	12/31/15	\$55,719	\$44,575	\$11,144	20.0%
American Veterans Foundation	Debbie Lopez	Telephone	12/31/15	\$20,300	\$16,240	\$4,060	20.0%
Saginaw Valley Naval Ship Museum Comm.	Great Lakes Marketing of Michigan	Telephone	6/30/16	\$43,450	\$34,760	\$8,690	20.0%
Defeat Diabetes Foundation	Ronald F. Doddy & Associates	Telephone	12/31/15	\$7,482	\$5,986	\$1,496	20.0%
Disability Services Resource Center	Ronald F. Doddy & Associates	Telephone	12/31/15	\$36,641	\$29,312	\$7,328	20.0%
MI Professional Firefighters Union	United Partners Outreach	Telephone	12/31/15	\$162,834	\$130,267	\$32,567	20.0%
Santa's Cupboard	Ronald F. Doddy & Associates	Telephone	12/31/15	\$68,202	\$54,561	\$13,640	20.0%
National Caregiving Foundation	Heritage Company	Telephone	12/31/15	\$212,757	\$170,206	\$42,551	20.0%
American Legion Post 18	Great Lakes Marketing of Michigan	Telephone	6/30/16	\$51,533	\$41,336	\$10,197	19.8%
The Eastern Michigan University Foundation	Wilson-Bennett Technology	Telephone	12/31/15	\$159,477	\$129,131	\$30,346	19.0%
Southern Poverty Law Center	Harris Marketing Group	Telephone	10/31/16	\$256,804	\$208,444	\$48,361	18.8%
University of South Dakota Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$219,187	\$178,073	\$41,114	18.8%
Organ Donation & Transplant Assoc.	Associated Community Services	Telephone	6/22/16	\$249,094	\$202,625	\$46,468	18.7%
Marine Corps League Dept of Michigan	Great Lakes Marketing of Michigan	Telephone	6/30/16	\$78,241	\$64,518	\$14,083	18.0%
Life Outreach International	Donor Care Center	Other	1/31/16	\$282,052	\$231,531	\$50,521	17.9%
National Cancer Coalition	Heritage Company	Telephone	12/31/15	\$255,834	\$210,029	\$45,805	17.9%
Mother Waddles Community Outreach	Charity Funding	Vehicle Donations	12/31/15	\$2,735,843	\$2,253,378	\$482,465	17.6%
Detroit Educational TV Foundation	InfoCision	Telephone	9/30/16	\$162,972	\$134,387	\$28,584	17.5%
Firefighters Support Services	Associated Community Services	Telephone	6/29/16	\$8,674	\$7,156	\$1,518	17.5%
Jane Goodall Institute	Public Interest Communications	Telephone	11/14/15	\$66,405	\$54,903	\$11,502	17.3%
United Breast Cancer Foundation	Associated Community Services	Telephone	7/19/16	\$3,790,919	\$3,143,324	\$647,595	17.1%
Law Enforcement Education Program	Directele	Telephone	12/31/15	\$183,181	\$152,040	\$31,141	17.0%
Children's Leukemia Research Assn	Associated Community Services	Telephone	4/30/16	\$2,792,389	\$2,319,815	\$472,575	16.9%

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National Fund for Alternative Medicine	Bee LC	Telephone	9/14/16	\$45,256	\$37,718	\$7,537	16.7%
Smile Train	InfoCision	Telephone	8/31/16	\$1,471,874	\$1,226,793	\$245,081	16.7%
Help the Vets, Inc.	Bee LC	Telephone	2/19/16	\$35,337	\$29,500	\$5,838	16.5%
Precept Ministries of Reach Out	Donor Care Center	Other	7/31/16	\$14,183	\$11,876	\$2,307	16.3%
Pet Angel Adoption & Rescue	Directele	Telephone	12/31/15	\$69,840	\$58,666	\$11,174	16.0%
Hillel Foundation for Jewish Campus Life	Donor Services Group	Telephone	4/30/16	\$24,289	\$20,497	\$3,792	15.6%
Susan G. Komen Breast Cancer Found.	Event 360	Special Event	1/31/16	\$21,330,661	\$18,012,324	\$3,318,337	15.6%
Others First	Charity Funding	Vehicle Donations	12/31/15	\$5,715,939	\$4,830,170	\$885,769	15.5%
Children's Cancer Recovery Foundation	Associated Community Services	Telephone	4/30/16	\$3,466,453	\$2,935,487	\$530,966	15.3%
American Civil Liberties Union Foundation	Donor Services Group	Telephone	3/31/16	\$19,043	\$16,131	\$2,912	15.3%
Veterans Support Foundation	Associated Community Services	Telephone	6/30/16	\$1,327,692	\$1,124,722	\$202,970	15.3%
American Children's Cancer Foundation	Associated Community Services	Telephone	10/14/16	\$744,940	\$633,195	\$111,745	15.0%
American Childrens Society	Corporations for Character	Telephone	4/30/16	\$24,886	\$21,153	\$3,733	15.0%
Firefighters Charitable Foundation	Directele	Telephone	12/31/15	\$96,470	\$81,999	\$14,470	15.0%
American Children's Cancer Society	Courtesy Call	Telephone	12/31/15	\$242,146	\$205,824	\$36,322	15.0%
American Children's Society	Engage Funding	Telephone	8/31/15	\$474,446	\$403,279	\$71,167	15.0%
Committee for Missing Children	Front Line Support	Telephone	12/31/15	\$500,926	\$425,787	\$75,139	15.0%
Metro Area Animal Adoption Association	Directele	Telephone	12/31/15	\$284,296	\$241,652	\$42,644	15.0%
Nat'l Assoc. of the Physically Handicapped	Ronald F. Doddy & Associates	Telephone	12/31/15	\$21,035	\$17,880	\$3,155	15.0%
American Veterans Foundation	Courtesy Call	Telephone	12/31/15	\$351,089	\$298,426	\$52,663	15.0%
Defeat Diabetes Foundation	Outreach Calling	Telephone	10/31/15	\$130,972	\$111,326	\$19,646	15.0%
National Cancer Coalition	Midwest Publishing DN	Telephone	12/31/15	\$578,972	\$492,127	\$86,846	15.0%
Vietnow	Courtesy Call	Telephone	12/31/15	\$91,799	\$78,029	\$13,770	15.0%
Foundation for American Veterans	Associated Community Services	Telephone	10/31/16	\$13,072,513	\$11,111,637	\$1,960,876	15.0%
Breast Cancer Society	Directele	Telephone	12/31/14	\$431,641	\$366,895	\$64,746	15.0%
United Cancer Support Foundation	Associated Community Services	Telephone	2/5/16	\$1,425,512	\$1,211,685	\$213,827	15.0%
Firefighters Charitable Foundation	Associated Community Services	Telephone	5/31/16	\$21,396	\$18,187	\$3,209	15.0%

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American Legion Convention Corp of Mich Veterans Support Foundation	Heritage Company	Telephone	12/31/15	\$50,153	\$42,694	\$7,459	14.9%
Breast Cancer Survivors Foundation	JAK Productions	Telephone	11/30/15	\$791,672	\$676,212	\$115,460	14.6%
National Vietnam Veterans Foundation, Inc.	Innovative Teleservices	Telephone	5/31/16	\$86,489	\$74,380	\$12,109	14.0%
VietNow National Headquarters	Innovative Teleservices	Telephone	4/30/16	\$103,369	\$88,897	\$14,472	14.0%
Childhood Leukemia Foundation	Corporations for Character	Telephone	3/14/16	\$30,157	\$25,935	\$4,222	14.0%
Wycliffe Bible Translators, Inc.	Midwest Publishing DN	Telephone	12/4/15	\$369,941	\$318,149	\$51,792	14.0%
Rutgers University Foundation	Donor Care Center	Telephone	3/31/16	\$32,792	\$28,264	\$4,528	13.8%
Committee for Missing Children	Ruffalo Noel Levitz	Telephone	6/30/16	\$792,760	\$684,294	\$108,466	13.7%
National Association of Police Organizations	Midwest Publishing DN	Telephone	12/31/15	\$451,360	\$390,426	\$60,934	13.5%
Feeding America	Huntsinger & Jeffer	Direct Mail	12/31/15	\$546,122	\$473,481	\$72,641	13.3%
Firefighters Charitable Foundation	MDS Communications	Telephone	4/18/16	\$549,155	\$476,281	\$72,874	13.3%
Community Charity Advancement	Midwest Publishing DN	Telephone	12/31/15	\$526,977	\$458,470	\$68,507	13.0%
Veterans Assistance Found.	Courtesy Call	Telephone	12/31/15	\$4,581,233	\$4,008,578	\$572,654	12.5%
Disabled Veterans Services	Front Line Support	Telephone	12/31/15	\$810,285	\$710,285	\$100,000	12.3%
Childhood Leukemia Foundation	Innovative Teleservices	Telephone	8/14/15	\$18,763	\$16,511	\$2,252	12.0%
Firefighters Charitable Foundation	Innovative Teleservices	Telephone	12/31/15	\$126,040	\$110,915	\$15,125	12.0%
Am. Fed. of Police & Concerned Citizens	Courtesy Call	Telephone	9/30/16	\$242,511	\$213,410	\$29,101	12.0%
Defeat Diabetes Found.	Midwest Publishing DN	Telephone	12/31/15	\$343,172	\$301,991	\$41,181	12.0%
Firefighters Charitable Foundation	JAK Productions	Telephone	4/30/16	\$694,900	\$611,512	\$83,388	12.0%
Kids Wish Network	JAK Productions	Telephone	5/31/16	\$2,177,560	\$1,916,252	\$261,307	12.0%
Cancer Survivors' Fund	Directele	Telephone	12/31/15	\$701,846	\$617,625	\$84,222	12.0%
Heart Support of America	JAK Productions	Telephone	10/31/16	\$680,711	\$599,333	\$81,378	12.0%
Special Olympics Michigan	Bee LC	Telephone	3/29/16	\$157,212	\$138,633	\$18,580	11.8%
National Vietnam Veterans Foundation, Inc.	Dialamerica Marketing	Telephone	6/30/16	\$248,000	\$220,174	\$27,827	11.2%
Association for Firefighters & Paramedics	Outreach Calling	Telephone	9/1/16	\$245,634	\$218,615	\$27,020	11.0%
National Vietnam Veterans Foundation	Debbie Lopez	Telephone	12/31/15	\$10,910	\$9,710	\$1,200	11.0%
	Midwest Publishing DN	Telephone	8/31/16	\$889,306	\$791,482	\$97,824	11.0%

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Vietnam Veterans of America	Charity Funding	Vehicle Donations	12/31/15	\$320,464	\$285,361	\$35,103	11.0%
AmeriCares Foundation, Inc.	InfoCision	Telephone	2/29/16	\$4,313	\$3,848	\$465	10.8%
New Hope Foundation	Bee LC	Telephone	2/10/16	\$387,055	\$347,504	\$39,551	10.2%
Firefighters Support Foundation	Innovative Teleservices	Telephone	6/1/16	\$38,528	\$34,675	\$3,853	10.0%
Committee for Missing Children	Outreach Calling	Telephone	3/14/16	\$92,087	\$82,878	\$9,209	10.0%
Dogs for Law Enforcement	Courtesy Call	Telephone	12/31/15	\$234,403	\$210,963	\$23,440	10.0%
Healing Heroes Network	Outreach Calling	Telephone	2/2/16	\$662,227	\$596,004	\$66,223	10.0%
United Cancer Support Foundation	Outreach Calling	Telephone	6/30/16	\$810,768	\$729,691	\$81,077	10.0%
International Union of Police Assns	Outreach Calling	Telephone	12/31/15	\$4,702,863	\$4,232,577	\$470,286	10.0%
Breast Cancer Survivors Foundation	Outreach Calling	Telephone	9/15/16	\$3,818,003	\$3,436,203	\$381,800	10.0%
National Police Association	Courtesy Call	Telephone	12/31/15	\$100,741	\$90,666	\$10,074	10.0%
Center for American Homeless Veterans	Outreach Calling	Telephone	5/17/16	\$2,119,447	\$1,907,502	\$211,945	10.0%
Crisis Relief Network	Outreach Calling	Telephone	5/31/16	\$650,911	\$585,820	\$65,091	10.0%
Firefighters Support Foundation	Outreach Calling	Telephone	8/24/16	\$5,135,765	\$4,622,189	\$513,577	10.0%
Disabled Police and Sheriffs Found.	Outreach Calling	Telephone	8/3/16	\$1,988,423	\$1,789,581	\$198,842	10.0%
Breast Cancer Outreach Foundation	Courtesy Call	Telephone	12/31/15	\$279,572	\$251,615	\$27,957	10.0%
Breast Cancer Survivors Foundation	Midwest Publishing DN	Telephone	12/31/15	\$606,102	\$545,492	\$60,610	10.0%
Help the Vets, Inc.	Courtesy Call	Telephone	12/31/15	\$129,744	\$116,769	\$12,974	10.0%
Cancer Survivors' Fund	Midwest Publishing DN	Telephone	12/31/15	\$386,467	\$347,821	\$38,647	10.0%
International Union of Police Assns	Courtesy Call	Telephone	12/31/15	\$121,422	\$109,280	\$12,142	10.0%
Cancer Survivor's Fund	Innovative Teleservices	Telephone	5/31/16	\$27,624	\$24,862	\$2,762	10.0%
International Union of Police Assns	JAK Productions	Telephone	4/14/16	\$77,829	\$70,056	\$7,773	10.0%
Cancer Fund of America	Corporations for Character	Telephone	8/13/15	\$65,609	\$59,170	\$6,439	9.8%
Defenders of Wildlife	Public Interest Communications	Telephone	9/30/16	\$190,959	\$172,425	\$18,533	9.7%
Feed the Children	Heritage Company	Telephone	12/31/15	\$55,249	\$49,991	\$5,258	9.5%
Cornell Lab of Ornithology	ComNet Marketing Group	Telephone	10/14/15	\$31,331	\$31,557	\$2,961	9.4%
Air Force Association	Public Interest Communications	Telephone	11/14/15	\$18,919	\$17,168	\$1,752	9.3%

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University of S Florida Found.	Ruffalo Noel Levitz	Telephone	12/31/15	\$144,826	\$131,456	\$13,370	9.2%
Reserve Police Officers Association	Outreach Calling	Telephone	6/30/16	\$696,479	\$634,865	\$61,615	8.8%
Downtown Kalamazoo Inc.	Kalamazoo Experiential Learning Ctr	Telephone	12/31/15	\$124,233	\$113,406	\$10,827	8.7%
State University of Iowa Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$450,672	\$412,306	\$38,366	8.5%
University of West Florida Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$94,813	\$86,980	\$7,833	8.3%
Crown Financial Ministries	MDS Communications	Telephone	10/14/16	\$16,335	\$15,008	\$1,327	8.1%
Window to the World Communications, Inc.	Your Voice Media	Telephone	12/31/15	\$72,562	\$66,900	\$5,662	7.8%
People for the American Way	Your Voice Media	Telephone	12/31/15	\$102,376	\$94,752	\$7,624	7.4%
Institute for the Arts & Education	Peak Productions	Special Event	12/31/15	\$36,072	\$33,414	\$2,658	7.4%
American Association of University Women	SD&A Teleservices	Telephone	10/31/15	\$24,799	\$23,167	\$1,632	6.6%
Medecins Sans Frontieres U.S.A., Inc.	Integral Resources	Telephone	2/29/16	\$41,940	\$39,408	\$2,532	6.0%
Law Enforcement Officers Relief Fund	Outreach Calling	Telephone	4/14/16	\$499,446	\$469,823	\$29,623	5.9%
ALSAC	MDS Communications	Telephone	6/30/16	\$2,232,613	\$2,100,286	\$132,327	5.9%
Consumers Union of US	MDS Communications	Telephone	4/1/16	\$81,100	\$76,316	\$4,784	5.9%
Cancer Federation	Golden Recyclers	Other	12/11/15	\$223,000	\$211,000	\$12,000	5.4%
Coalition Temporary Shelter	J. Milito & Associates	Telephone	5/21/16	\$5,335	\$5,051	\$284	5.3%
Family Research Council	MDS Communications	Telephone	6/30/16	\$214,158	\$203,181	\$10,977	5.1%
New Beginning Children's Homes	FaithNet Funding	Direct Mail	6/30/16	\$7,544,986	\$7,189,986	\$355,000	4.7%
League of Women Voters of the United States	Donor Services Group	Telephone	3/13/16	\$64,389	\$62,081	\$2,308	3.6%
Smile Train	Donor Services Group	Telephone	12/31/15	\$278,665	\$268,702	\$9,963	3.6%
Lutheran World Relief	Aria Communications	Telephone	4/30/16	\$14,265	\$13,814	\$451	3.2%
Alliance Defending Freedom	Capitol Resources	Telephone	12/31/15	\$4,021	\$3,914	\$107	2.7%
Project HOPE	MDS Communications	Other	7/13/16	\$124,192	\$121,319	\$2,873	2.3%
Hillel The Foundation for Jewish Campus Life	Telefund	Telephone	12/31/15	\$11,809	\$11,608	\$201	1.7%
Wheat Ridge Ministries	Aria Communications	Telephone	9/30/16	\$11,350	\$11,173	\$177	1.6%
National Parks Conservation Association	Public Interest Communications	Telephone	8/31/16	\$52,234	\$51,479	\$755	1.4%
International Rescue Committee	Telefund	Telephone	12/31/15	\$26,514	\$26,151	\$363	1.4%
ALSAC	InfoCision	Telephone	6/30/16	\$3,192,225	\$3,156,587	\$35,638	1.1%

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FINCA Int'l	Public Interest Communications	Telephone	9/15/16	\$31,049	\$30,991	\$58	0.2%
National Humane Educational Society	Donor Care Center	Telephone	4/30/16	\$15,464	\$15,448	\$16	0.1%
Mothers Against Drunk Driving	InfoCision	Telephone	7/14/16	\$42,289	\$42,274	\$15	0.0%
The Michigan Humane Society	Donor Care Center	Telephone	6/30/16	\$62,368	\$62,349	\$19	0.0%
St. Vincent Catholic Charities	Confluent Impact Communications	Telephone	7/23/16	\$5,980	\$5,980	\$0	0.0%
M Club University of Michigan	DirectLine Technologies	Telephone	9/30/16	\$17,050	\$17,050	\$0	0.0%
Church World Service	Donor Care Center	Other	2/29/16	\$8,067	\$8,067	\$0	0.0%
Care Net	Heritage Company	Telephone	12/31/15	\$136,433	\$136,433	\$0	0.0%
Liberty Institute	MDS Communications	Telephone	3/22/16	\$18,696	\$18,696	\$0	0.0%
The Young Americans	Mike Wall Advancement Services	Other	6/30/16	\$18,000	\$18,000	\$0	0.0%
Crime Stoppers of Bay County	Wolverine Productions	Telephone	5/24/16	\$31,869	\$27,075	\$0	0.0%
Union of Concerned Scientists	Donor Services Group	Telephone	11/30/15	\$142,794	\$143,546	\$(752)	-0.5%
Partners in Health, a Nonprofit Corporation	Telefund	Telephone	12/31/15	\$58,271	\$58,865	\$(594)	-1.0%
Physicians Committee Responsible Med.	Donor Services Group	Telephone	11/25/15	\$45,929	\$46,417	\$(488)	-1.1%
Ohio University Foundation	Wilson-Bennett Technology	Telephone	12/31/15	\$438,404	\$444,386	\$(5,982)	-1.4%
Disabled American Veterans	Public Interest Communications	Telephone	4/30/16	\$209,024	\$213,909	\$(4,885)	-2.3%
The Cleveland Clinic Foundation	Harris Connect	Telephone	2/4/16	\$353,691	\$365,554	\$(11,863)	-3.4%
Beta Theta Pi Foundation	TSM Donor Engagement Team	Telephone	9/30/16	\$68,357	\$71,651	\$(3,294)	-4.8%
League of Women Voters of the United States	SD&A Teleservices	Telephone	8/31/16	\$27,821	\$29,758	\$(1,937)	-7.0%
Wilderness Society	Donor Services Group	Telephone	11/29/15	\$154,352	\$165,516	\$(11,164)	-7.2%
Environmental Defense Fund	Public Interest Communications	Telephone	3/31/16	\$77,039	\$82,677	\$(5,638)	-7.3%
Int'l Fellowship for Christians & Jews	InfoCision	Telephone	12/31/15	\$1,302,094	\$1,401,328	\$(99,234)	-7.6%
Oblate Missionary Society	Donor Care Center	Telephone	9/30/16	\$96,477	\$104,042	\$(7,564)	-7.8%
Dallas Theological Seminary	Donor Care Center	Telephone	9/30/16	\$10,694	\$11,534	\$(840)	-7.9%
Life Action Ministries	Donor Care Center	Other	8/31/16	\$15,546	\$16,989	\$(1,443)	-9.3%
Coral Ridge Ministries Media	Donor Care Center	Telephone	10/31/16	\$131,067	\$144,471	\$(13,404)	-10.2%
Kettering University	Ruffalo Noel Levitz	Telephone	6/30/16	\$94,908	\$104,616	\$(9,708)	-10.2%
A. T. Still University of Health Sciences	Ruffalo Noel Levitz	Telephone	6/30/16	\$47,538	\$52,725	\$(5,187)	-10.9%

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Habitat for Humanity International	InfoCision	Telephone	8/31/16	\$291,174	\$326,555	\$(35,381)	-12.2%
Colorado Seminary	Ruffalo Noel Levitz	Telephone	6/30/16	\$277,013	\$312,140	\$(35,127)	-12.7%
Farm Sanctuary	Public Interest Communications	Telephone	4/14/16	\$70,874	\$79,927	\$(9,053)	-12.8%
Drexel University	Ruffalo Noel Levitz	Telephone	6/30/16	\$230,254	\$261,351	\$(31,097)	-13.5%
New Year's Fest of Kalamazoo	Kalamazoo Experiential Learning Ctr	Telephone	3/31/16	\$98,955	\$112,754	\$(13,799)	-13.9%
People for the Ethical Treatment of Animals	SD&A Teleservices	Telephone	1/31/16	\$96,947	\$110,973	\$(14,026)	-14.5%
Environmental Defense Fund	Donor Services Group	Telephone	7/29/15	\$141,596	\$162,119	\$(20,523)	-14.5%
Planned Parenthood Federation of America	Donor Services Group	Telephone	6/30/16	\$417,202	\$479,108	\$(61,906)	-14.8%
Animal Legal Defense Fund	Donor Services Group	Telephone	10/31/15	\$32,341	\$37,405	\$(5,064)	-15.7%
Morgan State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$36,277	\$42,006	\$(5,729)	-15.8%
Jane Goodall Institute	Donor Services Group	Telephone	11/20/15	\$37,332	\$43,230	\$(5,898)	-15.8%
National Park Foundation	SD&A Teleservices	Telephone	10/31/15	\$77,060	\$89,813	\$(12,753)	-16.5%
Planetary Society	Harris Marketing Group	Telephone	9/30/16	\$14,191	\$16,564	\$(2,373)	-16.7%
Mercy Corps International	MDS Communications	Telephone	6/30/16	\$297,731	\$348,591	\$(50,860)	-17.1%
Amnesty International USA	Harris Marketing Group	Telephone	9/30/16	\$79,413	\$93,564	\$(14,151)	-17.8%
United States Navy Memorial Foundation	Donor Care Center	Telephone	9/30/16	\$40,871	\$48,213	\$(7,342)	-18.0%
State University of Iowa Alumni Association	Aria Communications	Telephone	7/14/16	\$32,625	\$38,518	\$(5,893)	-18.1%
Special Olympics	MDS Communications	Telephone	12/31/15	\$73,452	\$86,940	\$(13,488)	-18.4%
Hosanna	Donor Care Center	Telephone	10/31/16	\$24,106	\$28,789	\$(4,683)	-19.4%
Humane Society of the United States	Donor Services Group	Telephone	12/31/15	\$545,927	\$653,440	\$(107,513)	-19.7%
Webster University	Ruffalo Noel Levitz	Telephone	5/31/16	\$56,230	\$67,414	\$(11,184)	-19.9%
American Association of University Women	Gordon & Schwenkmeyer	Telephone	12/31/15	\$75,288	\$90,465	\$(15,176)	-20.2%
American Jewish Committee	Telefund	Telephone	12/31/15	\$8,935	\$10,826	\$(1,891)	-21.2%
PETA	InfoCision	Telephone	12/31/15	\$168,234	\$207,913	\$(39,679)	-23.6%
Natural Resources Defense Council	Your Voice Media	Telephone	6/30/16	\$91,166	\$113,995	\$(22,829)	-25.0%
WGUV-WGVK West Michigan Public Broadcasting	Donor Development Strategies	Door to Door	6/30/16	\$337,585	\$425,348	\$(87,763)	-26.0%
Detroit Educational Television Foundation	Donor Development Strategies	Door to Door	6/30/16	\$314,243	\$398,168	\$(83,925)	-26.7%
Human Rights Campaign	Telefund	Telephone	3/31/16	\$284,689	\$361,282	\$(76,593)	-26.9%

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PFLAG	Public Interest Communications	Telephone	4/21/16	\$13,258	\$16,938	\$(3,680)	-27.8%
PFLAG	Donor Services Group	Telephone	7/31/16	\$6,177	\$8,006	\$(1,829)	-29.6%
American Bible Society	Donor Care Center	Direct Mail	6/30/16	\$13,857	\$17,996	\$(4,139)	-29.9%
Planned Parenthood Action Fund	Integral Resources	Telephone	6/30/16	\$67,204	\$87,321	\$(20,116)	-29.9%
Center for Reproductive Rights	Public Interest Communications	Telephone	2/13/16	\$32,225	\$42,093	\$(9,868)	-30.6%
Natural Resources Defense Council	Telefund	Telephone	12/31/15	\$86,495	\$113,532	\$(27,037)	-31.3%
Center for Victims of Torture	Public Interest Communications	Telephone	10/14/15	\$11,377	\$14,981	\$(3,605)	-31.7%
Special Olympics	SD&A Teleservices	Telephone	8/31/16	\$34,104	\$45,361	\$(11,257)	-33.0%
Reconciling Ministries	Aria Communications	Telephone	6/30/16	\$5,926	\$7,953	\$(2,027)	-34.2%
Lucile Packard Found. for Children's Health	Ruffalo Noel Levitz	Telephone	6/30/16	\$20,621	\$28,241	\$(7,620)	-37.0%
National Wildlife Federation	Donor Services Group	Telephone	10/31/15	\$199,635	\$276,033	\$(76,398)	-38.3%
Minnesota Public Radio	Aria Communications	Telephone	5/31/16	\$190,626	\$269,209	\$(78,583)	-41.2%
Foundation for AIDS Research	Public Interest Communications	Telephone	11/5/15	\$18,629	\$26,606	\$(7,977)	-42.8%
Share Our Strength	SD&A Teleservices	Telephone	7/31/16	\$5,660	\$8,335	\$(2,675)	-47.3%
Environmental Defense Fund	InfoCision	Telephone	6/30/16	\$126,594	\$189,448	\$(62,854)	-49.6%
People for Ethical Treatment of Animals	Donor Services Group	Telephone	8/31/16	\$150,131	\$229,530	\$(79,399)	-52.9%
Oceana	Donor Services Group	Telephone	6/30/16	\$19,913	\$31,039	\$(11,126)	-55.9%
Save the Children Federation	Donor Care Center	Other	1/31/16	\$511,695	\$807,799	\$(296,104)	-57.9%
MedicAlert Foundation United States	Ruffalo Noel Levitz	Telephone	9/30/15	\$38,103	\$60,194	\$(22,091)	-58.0%
Western Pennsylvania Conservancy	Donor Services Group	Telephone	10/4/15	\$11,329	\$18,014	\$(6,685)	-59.0%
Oxfam America	Donor Services Group	Telephone	3/31/16	\$140,159	\$225,061	\$(84,902)	-60.6%
Lutheran Assoc of Missionaries and Pilots	Aria Communications	Telephone	10/31/16	\$5,351	\$8,623	\$(3,272)	-61.1%
Planned Parenthood Federation of America	Integral Resources	Telephone	6/30/16	\$220,425	\$359,150	\$(138,725)	-62.9%
North Shore Animal League America	Donor Services Group	Telephone	12/31/15	\$101,353	\$169,977	\$(68,624)	-67.7%
Environmental Defense Fund	Telefund	Telephone	12/31/15	\$50,525	\$88,258	\$(37,733)	-74.7%
Humane Society International	Donor Services Group	Telephone	12/31/15	\$6,025	\$10,806	\$(4,781)	-79.4%
Oakland University	Wilson-Bennett Technology	Telephone	12/31/15	\$146,232	\$265,499	\$(119,267)	-81.6%
Penland School of Crafts	Harris Connect	Telephone	12/31/15	\$74,328	\$137,157	\$(62,829)	-84.5%

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Natural Resources Defense Council	SD&A Teleservices	Telephone	6/30/16	\$50,781	\$95,434	\$(44,653)	-87.9%
Farm Sanctuary	SD&A Teleservices	Telephone	4/30/15	\$47,727	\$91,018	\$(43,291)	-90.7%
U.S. English	Donor Care Center	Telephone	7/14/16	\$9,645	\$18,816	\$(9,171)	-95.1%
Women for Women International	Public Interest Communications	Telephone	9/17/16	\$2,546	\$5,042	\$(2,496)	-98.0%
National Parks Conservation Association	Donor Services Group	Telephone	10/23/15	\$90,987	\$181,034	\$(90,047)	-99.0%
Nat Comm to Preserve Soc Sec & Medicare	Integral Resources	Telephone	6/24/16	\$25,632	\$51,509	\$(25,878)	-101.0%
National Audubon Society	Donor Services Group	Telephone	8/31/16	\$40,600	\$82,832	\$(42,232)	-104.0%
Ocean Conservancy	Donor Services Group	Telephone	3/31/16	\$38,153	\$80,767	\$(42,614)	-111.7%
Des Moines University	Ruffalo Noel Levitz	Telephone	6/30/16	\$5,684	\$12,500	\$(6,816)	-119.9%
OneHope, Inc.	Donor Care Center	Telephone	3/31/16	\$3,660	\$8,065	\$(4,405)	-120.3%
Foundation for a Christian Civilization	Donor Care Center	Other	1/31/16	\$64,847	\$149,815	\$(84,968)	-131.0%
Cross International	Donor Care Center	Telephone	12/31/15	\$101,234	\$236,227	\$(134,993)	-133.3%
World Wildlife Fund	Public Interest Communications	Telephone	6/30/16	\$8,561	\$20,036	\$(11,475)	-134.0%
Aquinas College	Ruffalo Noel Levitz	Telephone	4/30/16	\$29,929	\$71,500	\$(41,571)	-138.9%
People for Ethical Treatment of Animals	Public Interest Communications	Telephone	2/29/16	\$6,714	\$16,125	\$(9,411)	-140.2%
FINCA International	SD&A Teleservices	Telephone	6/30/16	\$13,517	\$32,652	\$(19,135)	-141.6%
Int'l Fellowship of Christians and Jews	Causeworx	Telephone	12/31/15	\$6,063	\$15,489	\$(9,426)	-155.5%
ChildFund International USA	Donor Care Center	Other	8/14/16	\$14,822	\$38,714	\$(23,892)	-161.2%
The Nature Conservancy	InfoCision	Telephone	12/31/15	\$21,955	\$59,209	\$(37,254)	-169.7%
Foundation for AIDS Research	Donor Services Group	Telephone	7/31/16	\$21,063	\$58,774	\$(37,711)	-179.0%
GLSEN	SD&A Teleservices	Telephone	7/31/16	\$1,213	\$3,562	\$(2,349)	-193.6%
American Farmland Trust	Donor Services Group	Telephone	7/31/16	\$18,449	\$55,513	\$(37,064)	-200.9%
American Film Institute	Donor Services Group	Telephone	2/29/16	\$2,425	\$7,430	\$(5,005)	-206.4%
Fund for Animals	Donor Services Group	Telephone	12/31/15	\$3,654	\$11,318	\$(7,664)	-209.7%
NARAL Pro-Choice America	Public Interest Communications	Telephone	11/14/15	\$15,698	\$51,142	\$(35,444)	-225.8%
Window to the World Communications, Inc.	Telefund	Telephone	12/31/15	\$2,756	\$9,408	\$(6,652)	-241.3%
Covenant House	Donor Services Group	Telephone	9/29/15	\$61,293	\$213,159	\$(151,866)	-247.8%
Avon Products Foundation	Donor Services Group	Telephone	10/30/15	\$37,216	\$150,118	\$(112,902)	-303.4%

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SOS Children's Villages - USA	Public Interest Communications	Telephone	7/14/16	\$6,320	\$29,543	\$(23,223)	-367.5%
Africare	Telefund	Telephone	3/31/16	\$285	\$1,458	\$(1,173)	-411.5%
Four Paws International	SD&A Teleservices	Telephone	10/31/15	\$2,004	\$12,674	\$(10,670)	-532.4%
University of Northern Iowa Foundation	Ruffalo Noel Levitz	Telephone	6/30/16	\$0	\$27,823	\$(27,823)	
American Civil Liberties Union	Covenant Calls	Telephone	3/31/16	\$0	\$125,173	\$(125,173)	
The Nature Conservancy	Donor Services Group	Telephone	7/31/16	\$0	\$190,468	\$(190,468)	
Amyloidosis Foundation	Automotive Recovery Services	Vehicle	9/15/16	\$0	\$0	\$0	
		Donations					
Animals & Society Institute	Automotive Recovery Services	Vehicle	11/28/16	\$0	\$0	\$0	
		Donations					
Brav (Victory Interfaith Ministry International)	Automotive Recovery Services	Vehicle	9/15/16	\$0	\$0	\$0	
		Donations					
Highfields	Automotive Recovery Services	Vehicle	9/15/16	\$0	\$0	\$0	
		Donations					
St Mary Queen of Creation Roman Cath.Church	Automotive Recovery Services	Vehicle	12/31/15	\$0	\$0	\$0	
		Donations					
Team Happy Feet	Automotive Recovery Services	Vehicle	9/15/16	\$0	\$0	\$0	
		Donations					
New Gate to Peace Foundation	Case Consulting Services	Other	6/12/16	\$0	\$0	\$0	
Field Museum	ComNet Marketing Group	Telephone	12/31/15	\$0	\$0	\$0	
Love Worth Finding	Donor Care Center	Other	2/29/16	\$0	\$0	\$0	
Messianic Jewish Alliance America	Donor Care Center	Direct Mail	10/31/15	\$0	\$0	\$0	
Yellowstone Park Foundation	Donor Care Center	Telephone	4/30/16	\$0	\$0	\$0	
Mothers Against Drunk Driving	Donor Services Group	Telephone	7/31/16	\$0	\$0	\$0	
Hillel Foundation for Jewish Campus Life	Harris Marketing Group	Telephone	2/10/16	\$0	\$0	\$0	
Jane Goodall Institute	Harris Marketing Group	Telephone	8/15/16	\$0	\$0	\$0	
AARP Foundation	InfoCision	Telephone	10/14/16	\$0	\$0	\$0	
George Bush Presidential Library Foundation	InfoCision	Telephone	5/31/16	\$0	\$0	\$0	

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Anti Defamation League of B'nai B'rith	Integral Resources	Telephone	12/31/15	\$0	\$0	\$0	
American Leprosy Missions	MDS Communications	Telephone	10/31/16	\$0	\$0	\$0	
John Hancock Committee for the US	MDS Communications	Telephone	3/9/16	\$0	\$0	\$0	
MAP Int'l	MDS Communications	Telephone	9/16/16	\$0	\$0	\$0	
Center for Rural Affairs	Public Interest Communications	Telephone	5/14/16	\$0	\$0	\$0	
Human Rights Watch	Public Interest Communications	Telephone	12/31/15	\$0	\$0	\$0	
National Parks Conservation Association	SD&A Teleservices	Other	1/31/16	\$0	\$0	\$0	
Public Citizen Foundation	SD&A Teleservices	Telephone	9/30/15	\$0	\$0	\$0	
Amnesty International	Telefund	Telephone	12/31/15	\$0	\$0	\$0	
Hillsdale College	Wilson-Bennett Technology	Telephone	12/31/15	\$0	\$0	\$0	
				\$432,963,883	\$264,987,602	\$167,986,029	38.8%