



# Professional Fundraising Charitable Solicitation Report

December 31, 2017

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](http://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 [Giving Wisely to Charity](#).

## Summary

For professional fundraising campaigns reported in 2017, an average of 41% of total donations reached charities. This percentage is roughly equivalent to that for 2016, when an average of 39% of total donations reached charities.

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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>
<b>100 Black Men of Greater Detroit, Inc</b> Soldon Ferguson & Associates	Final	Internet/Social Media	12/31/16	\$61,399	\$4,298	\$0	\$57,101	93.0%
<b>9 to 5, National Association of Working Women</b> Hudson Bay Company of IL	Interim	Telephone	9/30/17	\$5,635	\$4,252	\$0	\$1,383	24.5%
<b>A. T. Still University of Health Sciences</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$85,757	\$56,475	\$0	\$29,282	34.1%
<b>ActionAid U.S.A.</b> Aria Communications	Final	Telephone	10/31/17	\$13,894	\$2,763	\$0	\$11,131	80.1%
<b>The Administrators of the Tulane Educational Fund</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$372,179	\$52,050	\$0	\$320,129	86.0%
<b>AFPD Foundation</b> Midwest Recycling	Interim	Other	12/31/16	\$11,551	\$0	\$0	\$11,551	100.0%
<b>AFS - USA, INC.</b> Aria Communications	Final	Telephone	11/14/17	\$3,400	\$6,693	\$0	\$(3,293)	-96.8%
<b>Air Force Association</b> Public Interest Communications	Final	Telephone	6/14/17	\$3,656	\$15,249	\$0	\$(11,593)	-317.1%
<b>Alliance Defending Freedom</b> InfoCision	Final	Telephone	8/31/17	\$122,324	\$23,307	\$0	\$99,017	80.9%
MDS Communications	Interim	Telephone	9/6/17	\$201,152	\$117,227	\$0	\$83,925	41.7%
<b>Alma College</b> Wilson-Bennett Technology	Interim	Telephone	12/31/16	\$170,251	\$44,339	\$6,245	\$119,667	70.3%

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<b>Alpha Gamma Delta Foundation, Inc.</b> Aria Communications	Final	Telephone	2/28/17	\$42,827	\$19,891	\$0	\$22,936	53.6%
<b>Alternatives of Kalamazoo Crisis Pregnancy Center</b> TC Group	Final	Special Event	6/30/17	\$24,265	\$5,125	\$2,139	\$17,001	70.1%
<b>Alumni Association of the University of Michigan</b> DirectLine Technologies	Final	Telephone	7/31/17	\$110,880	\$35,000	\$0	\$75,880	68.4%
<b>The American Association for the Advancement of Science</b> Donor Care Center	Final	Telephone	11/14/17	\$14,505	\$21,552	\$0	\$(7,047)	-48.6%
Donor Services Group	Final	Telephone	11/30/16	\$131,760	\$97,090	\$0	\$34,670	26.3%
<b>American Association of Nurse Anesthetists Foundation</b> DirectLine Technologies	Final	Telephone	6/30/17	\$200,927	\$34,200	\$0	\$166,727	83.0%
<b>American Association of State Troopers, Inc.</b> Front Line Support	Interim	Telephone	12/31/16	\$395,913	\$330,552	\$0	\$65,361	16.5%
<b>American Association of University Women, Inc.</b> Gordon & Schwenkmeyer	Final	Telephone	12/31/16	\$59,687	\$87,024	\$0	\$(27,337)	-45.8%
SD&A Teleservices	Final	Telephone	10/31/17	\$11,297	\$7,117	\$0	\$4,180	37.0%
<b>American Bible Society</b> Donor Care Center	Final	Direct Mail	6/30/17	\$11,192	\$13,886	\$0	\$(2,694)	-24.1%
<b>American Children's Cancer Foundation, Inc.</b> Associated Community Services	Interim	Telephone	10/14/17	\$291,247	\$167,464	\$80,090	\$43,692	15.0%

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<b>American Children's Society, Inc.</b>								
GSI Inc	Final	Telephone	2/28/17	\$828	\$704	\$0	\$124	15.0%
Engage Funding	Final	Telephone	8/3/16	\$334,686	\$0	\$284,483	\$50,203	15.0%
<b>American Civil Liberties Union Foundation, Inc.</b>								
Donor Services Group	Final	Telephone	3/31/17	\$10,850	\$8,956	\$0	\$1,894	17.5%
<b>American Civil Rights Union</b>								
American Target Advertising	Interim	Direct Mail	12/31/16	\$1,283,052	\$141,870	\$1,081,831	\$59,350	4.6%
<b>American Diabetes Association</b>								
Automotive Recovery Services	Interim	Vehicle Donations	12/31/16	\$436,120	\$169,356	\$0	\$266,764	61.2%
InfoCision	Interim	Telephone	12/31/16	\$878,639	\$629,879	\$0	\$248,760	28.3%
Heritage Company	Interim	Telephone	1/31/17	\$38,013	\$26,034	\$0	\$11,979	31.5%
<b>American Family Association, Inc.</b>								
Donor Care Center	Final	Other	6/14/17	\$294,933	\$189,079	\$0	\$105,854	35.9%
<b>The American Federation of Police and Concerned Citizens, Inc.</b>								
Midwest Publishing DN	Interim	Telephone	12/31/16	\$746,730	\$657,122	\$0	\$89,608	12.0%
<b>American Film Institute</b>								
Donor Services Group	Final	Telephone	2/28/17	\$7,775	\$11,187	\$0	\$(3,412)	-43.9%
<b>American Heart Association, Inc.</b>								
InfoCision	Final	Telephone	9/30/17	\$5,977,303	\$3,606,746	\$0	\$2,370,558	39.7%
<b>The American Indian College Fund</b>								
Donor Care Center	Final	Other	3/31/17	\$106,512	\$37,881	\$0	\$68,631	64.4%

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<b>American Institute for Cancer Research</b> InfoCision	Interim	Telephone	12/31/16	\$2,186,926	\$1,532,164	\$0	\$654,762	29.9%
<b>American Jewish Committee</b> Harris Marketing Group	Final	Telephone	9/14/17	\$19,881	\$13,775	\$0	\$6,106	30.7%
<b>American Lebanese Syrian Associated Charities, Inc.</b> InfoCision	Interim	Telephone	6/30/17	\$5,212,679	\$4,974,534	\$0	\$238,144	4.6%
Public Interest Communications	Final	Telephone	6/30/17	\$2,019,823	\$1,033,923	\$0	\$985,900	48.8%
<b>American Legion Convention Corporation</b> Heritage Company	Interim	Telephone	12/31/16	\$45,738	\$37,889	\$0	\$7,849	17.2%
<b>American Legion Post 18 Memorial Home Association, Inc.</b> Great Lakes Marketing of Michigan	Final	Telephone	6/30/17	\$51,991	\$38,574	\$0	\$13,418	25.8%
<b>American Leprosy Missions, Inc.</b> Capitol Resources	Final	Telephone	12/31/16	\$26,159	\$25,262	\$0	\$897	3.4%
<b>American Lung Association</b> InfoCision	Final	Telephone	9/30/17	\$519,353	\$306,797	\$0	\$212,556	40.9%
<b>American National Red Cross</b> Midwest Recycling	Interim	Other	12/31/16	\$21,586	\$0	\$0	\$21,586	100.0%
Donor Services Group	Final	Telephone	9/30/17	\$768,640	\$181,738	\$0	\$586,902	76.4%
<b>American Parkinson Disease Association, Inc.</b> Donor Services Group	Interim	Telephone	2/28/17	\$1,306	\$5,117	\$0	\$(3,811)	-291.8%

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<b>The American Society for the Prevention of Cruelty to Animals</b>								
MDS Communications	Final	Telephone	11/29/16	\$185,635	\$56,930	\$0	\$128,705	69.3%
Donor Services Group	Final	Telephone	12/31/16	\$4,040,556	\$1,664,646	\$0	\$2,375,909	58.8%
Telefund	Final	Telephone	12/31/16	\$1,033,185	\$254,771	\$0	\$778,414	75.3%
<b>American Veterans Foundation</b>								
Community Cares United	Interim	Telephone	6/30/17	\$123,184	\$104,706	\$0	\$18,478	15.0%
Debbie Lopez	Final	Telephone	12/31/16	\$9,790	\$7,832	\$0	\$1,958	20.0%
<b>Americans United for Life</b>								
MDS Communications	Final	Telephone	5/31/17	\$0	\$0	\$0	\$0	
<b>AmeriCares Foundation, Inc.</b>								
Donor Services Group	Final	Telephone	6/30/17	\$1,882,155	\$430,346	\$0	\$1,451,809	77.1%
<b>Amnesty International of The U.S.A., Inc.</b>								
Donor Services Group	Final	Telephone	9/30/17	\$31,754	\$20,537	\$0	\$11,217	35.3%
Harris Marketing Group	Final	Telephone	9/30/17	\$0	\$0	\$0	\$0	
<b>AMVETS National Service Foundation</b>								
Heritage Company	Interim	Telephone	8/31/17	\$938,854	\$652,355	\$0	\$286,499	30.5%
<b>The Amyotrophic Lateral Sclerosis Association</b>								
Heritage Company	Interim	Telephone	9/30/17	\$82,441	\$65,901	\$0	\$16,540	20.1%
<b>The AOPA Foundation, Inc.</b>								
Allegiance Creative Group	Interim	Direct Mail	12/31/16	\$2,810,178	\$192,000	\$609,718	\$2,008,460	71.5%
InfoCision	Final	Telephone	7/31/17	\$77,926	\$70,413	\$0	\$7,514	9.6%
<b>Aquinas College</b>								
Ruffalo Noel Levitz	Interim	Telephone	4/30/17	\$90,484	\$78,000	\$0	\$12,484	13.8%

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<b>The Art Institute of Chicago</b> SD&A Teleservices	Final	Telephone	12/31/16	\$60,270	\$44,403	\$0	\$15,867	26.3%
<b>The Arthritis Foundation, Inc.</b> MDS Communications	Final	Telephone	12/31/16	\$80,650	\$55,925	\$0	\$24,725	30.7%
InfoCision	Final	Telephone	5/31/17	\$164,551	\$101,193	\$0	\$63,358	38.5%
<b>The Associate Alumnae of Douglass College</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$19,418	\$0	\$0	\$19,418	100.0%
<b>Association for Firefighters and Paramedics, Inc.</b> Debbie Lopez	Final	Telephone	12/31/16	\$3,695	\$3,289	\$0	\$406	11.0%
<b>The Association of Former Students of Texas A&amp;M University</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$1,499,667	\$543,178	\$0	\$956,489	63.8%
<b>Autism Spectrum Disorder Foundation, Inc.</b> Associated Community Services	Interim	Telephone	11/30/17	\$2,065,413	\$1,062,090	\$578,316	\$425,007	20.6%
Heritage Company	Final	Telephone	12/31/16	\$179,451	\$125,616	\$0	\$53,835	30.0%
<b>Avon Breast Cancer Crusade, LLC</b> Donor Services Group	Final	Telephone	10/31/16	\$24,048	\$104,837	\$0	\$(80,789)	-335.9%
<b>Back to God Ministries International</b> Donor Care Center	Final	Other	8/31/17	\$36,682	\$17,420	\$0	\$19,263	52.5%
<b>Bangla Bible Correspondence Institute</b> TC Group	Final	Special Event	9/15/16	\$69,045	\$10,293	\$8,603	\$50,149	72.6%
<b>The Bark Angels</b> Smith Educational Associates	Interim	Other	6/30/17	\$0	\$100	\$0	\$0	

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<b>Bay Future, Inc.</b> Valor Nonprofit Fundraising	Final	Other	12/31/16	\$409,741	\$74,500	\$24,266	\$310,975	75.9%
<b>Binder Park Zoological Society, Inc.</b> J. Milito & Associates	Final	Telephone	12/31/17	\$17,060	\$1,409	\$0	\$15,651	91.7%
<b>The Bravo Foundation</b> Automotive Recovery Services	Interim	Vehicle Donations	7/7/17	\$150	\$179	\$0	\$0	0.0%
<b>The Breast Cancer Charities of America, Inc.</b> Associated Community Services	Interim	Telephone	12/31/16	\$5,845,385	\$2,956,997	\$1,753,615	\$1,134,773	19.4%
<b>Breast Cancer Outreach Foundation, Inc.</b> Corporations for Character	Interim	Telephone	8/2/16	\$68,711	\$60,734	\$0	\$7,977	11.6%
Direct Response	Interim	Direct Mail	3/14/17	\$91,694	\$513	\$86,736	\$4,445	4.8%
<b>Breast Cancer Survivors Foundation, Inc.</b> Outreach Calling	Final	Telephone	9/15/16	\$1,203,215	\$1,082,893	\$0	\$120,321	10.0%
Residential Programs	Interim	Telephone	1/5/17	\$10	\$9	\$0	\$1	10.0%
Midwest Publishing DN	Final	Telephone	5/31/17	\$85,727	\$77,154	\$0	\$8,573	10.0%
<b>Calvin Theological Seminary</b> J. Milito & Associates	Final	Telephone	7/29/17	\$81,120	\$13,432	\$0	\$67,689	83.4%
<b>Camp Beechpoint, Inc.</b> TC Group	Final	Special Event	12/31/16	\$34,546	\$6,649	\$9,524	\$18,373	53.2%
<b>Cancer Recovery Foundation of America</b> Engage Funding	Final	Telephone	6/30/17	\$3,947	\$3,355	\$0	\$592	15.0%



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<b>Cancer Survivors' Fund</b>								
Midwest Publishing DN	Interim	Telephone	12/31/16	\$339,233	\$305,309	\$0	\$33,923	10.0%
Innovative Teleservices	Interim	Telephone	5/31/17	\$37,265	\$33,538	\$0	\$3,727	10.0%
JAK Productions	Interim	Telephone	10/31/17	\$453,848	\$399,530	\$0	\$54,318	12.0%
<b>Car Donation Foundation</b>								
National Fundraising Management	Interim	Vehicle Donations	12/31/16	\$35,306,034	\$7,994,021	\$9,444,493	\$17,867,520	50.6%
<b>Care Net</b>								
Capitol Resources	Final	Telephone	12/31/16	\$21,713	\$17,696	\$0	\$4,017	18.5%
Heritage Company	Interim	Telephone	12/31/16	\$79,526	\$65,270	\$0	\$14,256	17.9%
<b>The Carnegie Hall Society, Inc.</b>								
SD&A Teleservices	Final	Telephone	7/31/16	\$830,315	\$402,828	\$0	\$427,487	51.5%
<b>Carriage Town Ministries</b>								
Gateway Communications	Final	Telephone	12/31/16	\$30,903	\$13,736	\$0	\$17,167	55.6%
<b>Center For Independent Employees</b>								
Calder Group	Interim	Telephone	6/30/17	\$1,002,575	\$84,750	\$51,300	\$866,525	86.4%
<b>The Center for Reproductive Rights, Inc.</b>								
Public Interest Communications	Final	Telephone	2/13/17	\$19,265	\$42,716	\$0	\$(23,451)	-121.7%
<b>The Center for Victims of Torture</b>								
Public Interest Communications	Final	Telephone	10/14/16	\$15,022	\$14,327	\$0	\$695	4.6%
<b>Center for Security Policy, Inc.</b>								
American Target Advertising	Interim	Direct Mail	12/31/16	\$1,151,553	\$97,801	\$1,013,977	\$39,775	3.5%

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<b>Cherry Street Mission Ministries</b>								
Gateway Communications	Final	Telephone	12/31/16	\$83,989	\$32,674	\$0	\$51,315	61.1%
<b>Chicago Symphony Orchestra</b>								
SD&A Teleservices	Final	Telephone	7/31/16	\$1,400,669	\$531,196	\$0	\$869,483	62.1%
<b>ChildFund International, USA</b>								
InfoCision	Final	Telephone	6/30/17	\$6,005,736	\$221,784	\$0	\$5,783,952	96.3%
Thriving Children Advocates	Interim	Other	6/30/17	\$451,112	\$119,520	\$0	\$331,592	73.5%
<b>Children's Cancer Recovery Foundation</b>								
Associated Community Services	Interim	Telephone	4/30/17	\$2,814,569	\$1,531,226	\$844,371	\$438,973	15.6%
Engage Funding	Final	Telephone	12/31/16	\$240,213	\$204,181	\$0	\$36,032	15.0%
<b>Children's Defense Fund</b>								
Venio	Final	Direct Mail	6/30/17	\$0	\$14	\$0	\$0	
<b>Children's Leukemia Research Association, Inc.</b>								
Associated Community Services	Interim	Telephone	4/30/17	\$1,710,348	\$933,308	\$503,112	\$273,928	16.0%
<b>Children's Wish Foundation International, Inc.</b>								
Heritage Company	Interim	Telephone	12/31/16	\$3,300,765	\$1,980,459	\$0	\$1,320,306	40.0%
<b>Christian Advocates Serving Evangelism, Inc.</b>								
Donor Care Center	Final	Telephone	5/31/17	\$934,080	\$176,923	\$0	\$757,157	81.1%
MDS Communications	Final	Telephone	12/31/16	\$2,364,491	\$259,890	\$0	\$2,104,601	89.0%
InfoCision	Final	Telephone	5/31/17	\$924,647	\$118,805	\$0	\$805,843	87.2%
<b>Christian Appalachian Project Inc.</b>								
Donor Care Center	Final	Other	2/28/17	\$59,834	\$24,130	\$0	\$35,703	59.7%
Public Interest Communications	Final	Telephone	4/14/17	\$46,594	\$88,116	\$0	\$(41,522)	-89.1%

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<b>Christian People Pulling Together Ministries Int'l</b> Donation Line	Interim	Vehicle Donations	12/31/16	\$110	\$82	\$0	\$28	25.5%
<b>The Christian Reformed Board of Home Missions</b> J. Milito & Associates	Final	Telephone	1/16/17	\$22,125	\$3,744	\$1,150	\$17,231	77.9%
<b>City Rescue Mission of Saginaw</b> Gateway Communications	Final	Telephone	12/31/16	\$50,218	\$22,402	\$0	\$27,816	55.4%
<b>The Cleveland Clinic Foundation</b> TSM Donor Engagement Team	Interim	Telephone	3/6/17	\$337,315	\$392,399	\$0	\$(55,084)	-16.3%
<b>The Colonial Williamsburg Foundation</b> Wilson-Bennett Technology	Interim	Telephone	6/30/17	\$90,164	\$45,000	\$20,805	\$24,359	27.0%
<b>Colorado Seminary</b> Ruffalo Noel Levitz	Final	Telephone	12/31/16	\$23,862,300	\$189,308	\$0	\$23,672,992	99.2%
<b>The Committee For Missing Children, Inc.</b> Midwest Publishing DN	Interim	Telephone	12/31/16	\$387,326	\$335,037	\$0	\$52,289	13.5%
Outreach Calling	Interim	Telephone	3/14/17	\$32,227	\$29,005	\$0	\$3,223	10.0%
Front Line Support	Final	Telephone	12/31/16	\$295,360	\$251,056	\$0	\$44,304	15.0%
<b>Community Healing Centers</b> Kalamazoo Experiential Learning Center	Interim	Telephone	5/31/17	\$101,321	\$10,289	\$6,259	\$84,775	83.7%
<b>Concerned Women for America</b> InfoCision	Final	Telephone	6/30/17	\$299,189	\$172,991	\$0	\$126,198	42.2%
<b>Conductive Education and Rehabilitation Center of Michigan, Inc.</b> J. Milito & Associates	Final	Telephone	1/28/17	\$11,075	\$4,396	\$600	\$6,079	54.9%

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<b>Consumers Reports, Inc.</b>								
MDS Communications	Final	Telephone	4/1/17	\$48,550	\$47,309	\$0	\$1,241	2.6%
<b>Cooperative for Assistance and Relief Everywhere, Inc. (CARE)</b>								
MDS Communications	Final	Telephone	6/30/17	\$924,967	\$534,547	\$0	\$390,420	42.2%
<b>Crime Stoppers of Gladwin County, Inc.</b>								
Wolverine Productions	Final	Telephone	6/15/17	\$36,565	\$19,432	\$11,579	\$5,554	15.2%
<b>Crisis Relief Network, Inc.</b>								
Outreach Calling	Interim	Telephone	5/31/17	\$524,024	\$471,622	\$0	\$52,402	10.0%
<b>Cross International, Inc.</b>								
Donor Care Center	Interim	Telephone	12/31/17	\$370,904	\$303,733	\$0	\$67,171	18.1%
<b>Dayspring International</b>								
Donor Care Center	Final	Telephone	10/31/17	\$5,022	\$10,474	\$0	\$(5,452)	-108.6%
<b>Defeat Diabetes Foundation, Inc.</b>								
Outreach Calling	Interim	Telephone	10/31/17	\$91,085	\$77,422	\$0	\$13,663	15.0%
JAK Productions	Interim	Telephone	4/30/17	\$555,170	\$488,549	\$0	\$66,620	12.0%
Ronald F. Doddy & Associates	Final	Telephone	12/31/16	\$14,131	\$11,305	\$0	\$2,826	20.0%
<b>Defenders of Wildlife</b>								
Public Interest Communications	Final	Telephone	9/30/17	\$85,092	\$156,400	\$0	\$(71,307)	-83.8%
SD&A Teleservices	Final	Telephone	9/30/17	\$35,992	\$79,304	\$0	\$(43,312)	-120.3%
<b>Delta College Foundation</b>								
Falcon Fundraising	Interim	Telephone	2/1/17	\$16,152	\$5,926	\$0	\$10,227	63.3%

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<b>Delta Tau Delta Educational Foundation, Inc.</b> Aria Communications	Final	Telephone	4/30/17	\$38,813	\$39,101	\$0	\$(288)	-0.7%
<b>Delta Upsilon Educational Foundation, Inc.</b> Aria Communications	Final	Telephone	2/14/17	\$15,235	\$12,794	\$0	\$2,441	16.0%
<b>Department of Michigan, Veterans of Foreign Wars of the United States</b> Front Line Support	Final	Telephone	10/31/17	\$97,659	\$47,659	\$0	\$50,000	51.2%
Directele	Interim	Telephone	12/31/16	\$364,590	\$291,672	\$0	\$72,918	20.0%
<b>Des Moines University Osteopathic Medical Center</b> Ruffalo Noel Levitz	Final	Telephone	3/31/17	\$74,672	\$42,170	\$0	\$32,502	43.5%
<b>Detroit Cristo Rey High School</b> JR Turnbull Communications	Final	Telephone	5/31/16	\$302,756	\$20,000	\$83,601	\$199,155	65.8%
<b>Detroit Educational Television Foundation</b> InfoCision	Final	Telephone	7/31/17	\$134,490	\$116,004	\$0	\$18,486	13.7%
<b>The Detroit Institute of Arts</b> Falcon Fundraising	Interim	Telephone	2/16/17	\$56,167	\$17,127	\$0	\$39,040	69.5%
<b>Detroit Jazz Festival Foundation</b> Fulkerson Group	Interim	Direct Mail	10/31/16	\$849,600	\$99,000	\$212,400	\$538,200	63.3%
<b>Detroit Symphony Orchestra, Inc.</b> Bennett Direct	Final	Telephone	8/31/17	\$592,328	\$257,576	\$0	\$334,752	56.5%
DCM	Final	Telephone	1/31/17	\$232,771	\$145,386	\$0	\$87,384	37.5%
<b>Disability Services Resource Center</b> Ronald F. Doddy & Associates	Final	Telephone	12/31/16	\$32,710	\$26,168	\$0	\$6,542	20.0%

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<b>Disabled American Veterans</b>								
Public Interest Communications	Final	Telephone	4/30/17	\$252,925	\$287,847	\$0	\$(34,922)	-13.8%
SD&A Teleservices	Final	Telephone	12/31/16	\$90,558	\$136,157	\$0	\$(45,599)	-50.4%
<b>Disabled Police and Sheriffs Foundation, Inc.</b>								
Outreach Calling	Interim	Telephone	8/3/17	\$3,261,253	\$2,935,128	\$0	\$326,125	10.0%
<b>Downtown Kalamazoo Incorporated</b>								
Kalamazoo Experiential Learning Center	Final	Telephone	12/31/16	\$58,250	\$22,594	\$50,051	\$(14,395)	-24.7%
<b>Dutton Christian School</b>								
J. Milito & Associates	Final	Telephone	1/9/17	\$14,842	\$2,792	\$1,150	\$10,900	73.4%
<b>Earthjustice</b>								
Donor Services Group	Final	Telephone	10/31/17	\$51,372	\$81,782	\$0	\$(33,108)	-64.4%
Your Voice Media	Interim	Telephone	12/31/16	\$14,953	\$10,272	\$0	\$4,681	31.3%
<b>East Michigan Conference of the Free Methodist Church of North America</b>								
TC Group	Final	Special Event	6/30/16	\$34,809	\$11,114	\$1,671	\$22,025	63.3%
<b>Easter Seals, Inc.</b>								
InfoCision	Final	Telephone	7/4/17	\$1,100,915	\$700,348	\$0	\$400,567	36.4%
Venio	Final	Direct Mail	6/30/17	\$0	\$0	\$0	\$0	
<b>Easter Seals Northern Ohio</b>								
TVI	Interim	Other	5/30/17	\$11,723	\$0	\$0	\$11,723	100.0%

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<u>Fundraiser</u>								
<b>Environmental Defense Fund, Incorporated</b>								
Gordon & Schwenkmeyer	Final	Telephone	12/31/16	\$71,031	\$164,937	\$0	\$(93,905)	-132.2%
Public Interest Communications	Final	Telephone	3/31/17	\$97,709	\$72,260	\$0	\$25,449	26.0%
InfoCision	Final	Telephone	6/30/17	\$172,735	\$238,750	\$0	\$(66,015)	-38.2%
Donor Services Group	Final	Telephone	7/29/17	\$232,839	\$203,971	\$0	\$28,868	12.4%
<b>Epilepsy Foundation of America</b>								
Public Interest Communications	Final	Telephone	11/30/16	\$3,502	\$5,728	\$0	\$(2,226)	-63.6%
<b>Family Research Council</b>								
MDS Communications	Final	Telephone	6/30/17	\$253,572	\$256,524	\$0	\$(2,952)	-1.2%
<b>Farm Sanctuary, Inc.</b>								
Public Interest Communications	Final	Telephone	4/14/17	\$71,075	\$98,177	\$0	\$(27,102)	-38.1%
<b>Feed the Children, Inc.</b>								
InfoCision	Interim	Telephone	12/31/16	\$520,917	\$376,168	\$0	\$144,748	27.8%
<b>Feeding America</b>								
MDS Communications	Interim	Telephone	4/18/17	\$610,248	\$500,999	\$0	\$109,249	17.9%
Heritage Company	Interim	Telephone	5/31/17	\$0	\$0	\$0	\$0	
<b>Fidelis</b>								
American Target Advertising	Interim	Direct Mail	12/31/16	\$2,870,232	\$325,240	\$2,110,793	\$434,199	15.1%
<b>FINCA International, Inc</b>								
SD&A Teleservices	Final	Telephone	6/30/17	\$11,508	\$26,225	\$0	\$(14,717)	-127.9%
Public Interest Communications	Final	Telephone	9/15/17	\$23,528	\$39,658	\$0	\$(16,130)	-68.6%

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<b>Firefighters Charitable Foundation, Inc.</b>								
Midwest Publishing DN	Interim	Telephone	12/31/16	\$482,187	\$419,503	\$0	\$62,684	13.0%
Directele	Interim	Telephone	12/31/16	\$76,113	\$46,381	\$18,315	\$11,417	15.0%
Associated Community Services	Interim	Telephone	5/31/17	\$2,082,180	\$1,769,853	\$0	\$312,327	15.0%
JAK Productions	Interim	Telephone	5/31/17	\$1,686,826	\$1,484,407	\$0	\$202,419	12.0%
<b>Firefighters Support Foundation, Inc.</b>								
Outreach Calling	Interim	Telephone	8/24/17	\$6,954,488	\$6,259,039	\$0	\$695,449	10.0%
Innovative Teleservices	Interim	Telephone	6/1/17	\$65,263	\$58,736	\$0	\$6,527	10.0%
<b>First Book</b>								
Anne Lewis Strategies	Final	Other	1/31/17	\$88,356	\$39,980	\$0	\$48,376	54.8%
<b>First Liberty Institute</b>								
MDS Communications	Interim	Telephone	3/29/17	\$69,946	\$60,501	\$0	\$9,445	13.5%
<b>Fish Tales</b>								
Ronald F. Doddy & Associates	Final	Telephone	12/31/16	\$133,645	\$39,515	\$0	\$94,130	70.4%
<b>Flames Sports Academy &amp; Training, Inc.</b>								
TC Group	Final	Special Event	12/31/16	\$13,581	\$5,500	\$0	\$8,081	59.5%
<b>The Florida State University Foundation, Inc.</b>								
Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$605,460	\$288,800	\$0	\$316,660	52.3%
<b>Focus on the Family</b>								
InfoCision	Final	Telephone	12/13/16	\$63,361	\$45,871	\$0	\$17,490	27.6%
<b>Food for the Hungry, Inc.</b>								
MDS Communications	Final	Telephone	6/23/17	\$177,262	\$110,518	\$0	\$66,744	37.7%



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<b>Food for the Poor, Inc.</b> InfoCision	Final	Telephone	9/30/17	\$3,682,719	\$63,393	\$0	\$3,619,326	98.3%
<b>Food &amp; Water Watch</b> Public Interest Communications	Final	Telephone	12/14/16	\$24,391	\$38,583	\$0	\$(14,192)	-58.2%
<b>Forgotten Harvest, Inc.</b> Gateway Communications	Final	Telephone	12/31/16	\$65,654	\$23,812	\$0	\$41,842	63.7%
<b>The Foundation Fighting Blindness, Inc.</b> Heritage Company	Interim	Telephone	10/22/17	\$115,589	\$41,692	\$0	\$76,897	66.5%
<b>The Foundation for a Christian Civilization, Inc.</b> Donor Care Center	Final	Other	1/31/17	\$71,439	\$114,368	\$0	\$(42,928)	-60.1%
<b>The Foundation for AIDS Research</b> Donor Services Group	Final	Telephone	8/31/17	\$6,762	\$29,504	\$0	\$(22,742)	-336.3%
<b>Foundation for American Veterans, Inc.</b> Associated Community Services	Final	Telephone	10/11/17	\$5,315,942	\$2,923,768	\$1,594,783	\$797,391	15.0%
<b>Foundation For National Progress</b> Aria Communications	Final	Telephone	9/19/17	\$25,153	\$18,655	\$0	\$6,497	25.8%
<b>Four Paws International Inc.</b> SD&A Teleservices	Final	Telephone	1/31/17	\$3,119	\$15,950	\$0	\$(12,831)	-411.4%
<b>Fremont Christian School</b> J. Milito & Associates	Final	Telephone	6/30/17	\$12,235	\$1,720	\$0	\$10,515	85.9%

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<b>The Fund for Animals, Inc</b> Donor Services Group	Interim	Telephone	12/31/16	\$5,519	\$10,381	\$0	\$(4,862)	-88.1%
<b>Galapagos Conservancy, Inc.</b> Public Interest Communications	Final	Telephone	1/31/17	\$1,940	\$4,209	\$0	\$(2,269)	-117.0%
<b>Gilda's Club Grand Rapids</b> J. Milito & Associates	Final	Telephone	12/27/16	\$24,330	\$9,863	\$1,450	\$13,017	53.5%
<b>The Good News Broadcasting Association d/b/a Back to the Bible</b> InfoCision	Final	Telephone	10/31/15	\$5,760	\$8,296	\$0	\$(2,536)	-44.0%
<b>Government Accountability Project, Inc.</b> Hudson Bay Company of IL	Final	Telephone	12/31/16	\$40,654	\$27,360	\$0	\$13,294	32.7%
<b>Grand Rapids Catholic Secondary Schools</b> J. Milito & Associates	Final	Telephone	12/4/17	\$41,392	\$5,220	\$0	\$36,173	87.4%
<b>Grand Rapids Christian Schools</b> J. Milito & Associates	Final	Telephone	6/7/17	\$29,738	\$4,503	\$1,250	\$23,985	80.7%
<b>Grand Rapids Civic Theatre, Inc.</b> J. Milito & Associates	Final	Telephone	7/8/17	\$23,740	\$2,818	\$0	\$20,922	88.1%
<b>The Grand Rapids Symphony Society</b> J. Milito & Associates	Interim	Telephone	2/28/17	\$62,863	\$10,958	\$0	\$51,905	82.6%
<b>Great Lakes Fishery Trust, Inc.</b> Public Sector Consultants	Interim	Telephone	12/31/16	\$184,856	\$0	\$0	\$184,856	100.0%

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<b>Green America</b>								
SD&A Teleservices	Final	Telephone	8/31/16	\$9,367	\$4,347	\$0	\$5,020	53.6%
<b>Greenpeace Fund, Inc.</b>								
Donor Services Group	Final	Telephone	1/31/17	\$0	\$0	\$0	\$0	
Public Interest Communications	Final	Telephone	5/31/16	\$18,385	\$5,320	\$0	\$13,065	71.1%
SD&A Teleservices	Final	Telephone	6/30/17	\$801,658	\$608,348	\$0	\$193,309	24.1%
<b>Guest House, Inc.</b>								
J. Milito & Associates	Final	Telephone	12/2/17	\$18,500	\$15,465	\$0	\$3,035	16.4%
<b>Guiding Light Mission, Inc.</b>								
Gateway Communications	Final	Telephone	12/31/16	\$22,931	\$10,511	\$0	\$12,420	54.2%
<b>Habitat for Humanity International, Inc.</b>								
Donor Services Group	Final	Telephone	12/31/16	\$3,334,639	\$1,131,935	\$0	\$2,202,704	66.1%
<b>Hadassah, The Women's Zionist Organization of America, Inc.</b>								
Donor Services Group	Final	Telephone	12/31/16	\$0	\$0	\$0	\$0	
<b>Healing Heroes Network, Inc.</b>								
Outreach Calling	Interim	Telephone	2/2/17	\$1,308,213	\$1,177,391	\$0	\$130,821	10.0%
<b>Heart Center of America Inc.</b>								
Direct Response	Interim	Direct Mail	5/1/17	\$1,575,591	\$18,931	\$1,063,651	\$493,009	31.3%
Bee LC	Final	Telephone	9/30/17	\$18,324	\$15,778	\$2,546	\$2,546	13.9%
<b>Heifer Project International</b>								
MDS Communications	Interim	Telephone	6/26/17	\$4,067,767	\$2,143,101	\$0	\$1,924,666	47.3%

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<b>Help Hospitalized Veterans, Inc.</b> Heritage Company	Interim	Telephone	9/12/17	\$39,657	\$34,501	\$0	\$5,156	13.0%
<b>Help Me See Inc.</b> Public Interest Communications	Final	Telephone	10/31/16	\$19,090	\$25,458	\$0	\$(6,368)	-33.4%
<b>Help the Vets, Inc.</b> Bee LC	Interim	Telephone	2/19/17	\$62,775	\$52,424	\$385	\$9,966	15.9%
<b>Henry Ford Health System</b> Fulkerson Group	Interim	Special Event	12/31/16	\$354,100	\$57,200	\$0	\$296,900	83.8%
J. Milito & Associates	Final	Telephone	10/24/16	\$94,660	\$17,589	\$1,450	\$75,621	79.9%
<b>Heritage Christian Academy</b> TC Group	Final	Special Event	12/31/17	\$52,887	\$20,722	\$2,352	\$29,813	56.4%
<b>The Heritage Foundation</b> GiveRight	Final	Telephone	12/31/16	\$3,374,100	\$931,356	\$0	\$2,442,744	72.4%
<b>HERO of Washtenaw County</b> Midwest Recycling	Interim	Other	12/31/16	\$2,729	\$0	\$0	\$2,729	100.0%
<b>Holland Christian Education Society</b> J. Milito & Associates	Final	Telephone	6/30/17	\$0	\$0	\$0	\$0	
<b>Holland Rescue Mission</b> Gateway Communications	Final	Telephone	12/31/16	\$58,499	\$16,862	\$0	\$41,637	71.2%
<b>Holt International Children's Services, Inc.</b> MDS Communications	Final	Telephone	7/28/17	\$68,718	\$34,292	\$0	\$34,426	50.1%

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<b>Human Rights Watch, Inc.</b> SD&A Teleservices	Final	Telephone	9/30/16	\$2,091	\$10,868	\$0	\$(8,777)	-419.8%
<b>Humane Society International</b> Donor Services Group	Final	Telephone	12/31/16	\$9,578	\$24,729	\$0	\$(15,151)	-158.2%
Public Interest Communications	Final	Telephone	12/31/16	\$1,325	\$11,319	\$0	\$(9,994)	-754.3%
<b>The Humane Society of the United States</b> Fine Line Communications	Final	Other	6/3/16	\$476,555	\$24,591	\$0	\$451,964	94.8%
Automotive Recovery Services	Interim	Vehicle Donations	12/31/16	\$630,362	\$119,016	\$0	\$511,346	81.1%
Donor Services Group	Final	Telephone	12/31/16	\$1,028,424	\$1,293,735	\$0	\$(265,311)	-25.8%
<b>The Hunter College Foundation, Inc.</b> Ruffalo Noel Levitz	Final	Telephone	5/31/17	\$132,317	\$142,741	\$0	\$(10,424)	-7.9%
<b>Illinois State University Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$517,463	\$139,056	\$0	\$378,407	73.1%
<b>Institute for the Arts and Education, Inc.</b> Peak Productions	Interim	Special Event	12/31/16	\$33,166	\$0	\$35,636	\$(2,470)	-7.4%
<b>International Fellowship of Christians and Jews, Inc.</b> Causeworx	Interim	Telephone	12/31/16	\$42,088	\$26,661	\$0	\$15,428	36.7%
InfoCision	Final	Telephone	12/31/16	\$2,106,071	\$872,309	\$0	\$1,233,761	58.6%
<b>International Fund for Animal Welfare, Inc.</b> SD&A Teleservices	Interim	Telephone	10/31/17	\$3,182	\$71,809	\$0	\$(68,627)	-2156.7%

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<b>International Rescue Committee, Inc.</b>								
Donor Services Group	Final	Telephone	4/30/17	\$34,434	\$71,705	\$0	\$(37,271)	-108.2%
Telefund	Final	Telephone	12/31/16	\$19,275	\$31,829	\$0	\$(12,554)	-65.1%
Public Interest Communications	Final	Telephone	1/31/16	\$90,781	\$14,903	\$0	\$75,878	83.6%
<b>International Union of Police Associations AFL-CIO</b>								
Outreach Calling	Interim	Telephone	12/31/16	\$4,318,908	\$3,887,017	\$0	\$431,891	10.0%
JAK Productions	Interim	Telephone	4/14/17	\$161,579	\$145,421	\$0	\$16,158	10.0%
<b>Jane Goodall Institute for Wildlife Research, Education &amp; Conservation</b>								
Public Interest Communications	Final	Telephone	11/14/16	\$29,491	\$29,728	\$0	\$(238)	-0.8%
SD&A Teleservices	Final	Telephone	12/31/16	\$15,951	\$23,925	\$0	\$(7,974)	-50.0%
Donor Services Group	Final	Telephone	11/20/16	\$25,310	\$39,850	\$0	\$(14,540)	-57.4%
Your Voice Media	Interim	Telephone	12/31/16	\$23,545	\$22,058	\$0	\$1,487	6.3%
<b>Jenison Christian School</b>								
J. Milito & Associates	Final	Telephone	6/30/17	\$54,136	\$3,267	\$0	\$50,869	94.0%
<b>Jewish Voice Ministries International</b>								
Infocision	Final	Telephone	9/30/17	\$2,970,498	\$485,474	\$0	\$2,485,025	83.7%
<b>John Hancock Committee for the States</b>								
MDS Communications	Final	Telephone	3/9/17	\$0	\$0	\$0	\$0	
<b>Johns Hopkins University</b>								
Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$1,258,138	\$255,433	\$0	\$1,002,706	79.7%
<b>Kalamazoo Christian Schools Association</b>								
J. Milito & Associates	Final	Telephone	12/1/16	\$61,566	\$4,246	\$1,250	\$56,070	91.1%

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<b>Kalamazoo College</b> Wilson-Bennett Technology	Interim	Telephone	12/31/16	\$304,508	\$68,928	\$23,543	\$212,037	69.6%
<b>Kalamazoo Gospel Mission</b> Gateway Communications	Final	Telephone	12/31/16	\$17,039	\$7,757	\$0	\$9,282	54.5%
<b>Kansas State University Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$1,639,199	\$156,451	\$0	\$1,482,748	90.5%
<b>Kappa Alpha Theta Foundation, Inc.</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$96,034	\$68,270	\$0	\$27,764	28.9%
<b>Kappa Kappa Gamma Foundation</b> Aria Communications	Final	Telephone	1/31/17	\$44,999	\$18,792	\$0	\$26,207	58.2%
<b>Kids In Distress Services, Inc.</b> Midwest Recycling	Interim	Other	12/31/16	\$9,241	\$0	\$0	\$9,241	100.0%
<b>Kids Wish Network, Inc.</b> Directele	Interim	Telephone	12/31/16	\$568,850	\$369,752	\$130,835	\$68,262	12.0%
<b>Kirkwood Community College Foundation</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$10,743	\$12,560	\$0	\$(1,817)	-16.9%
<b>Lakeshore Habitat for Humanity</b> J. Milito & Associates	Final	Telephone	7/27/17	\$3,823	\$2,045	\$0	\$1,778	46.5%
<b>Lambda Chi Alpha Educational Foundation, Inc.</b> Aria Communications	Final	Telephone	1/31/17	\$26,384	\$20,087	\$0	\$6,297	23.9%

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<b>Lambda Legal Defense &amp; Education Fund, Inc.</b> SD&A Teleservices	Final	Telephone	6/6/17	\$2,634	\$5,169	\$0	\$(2,535)	-96.2%
<b>Law Enforcement Education Program</b> Directele	Interim	Telephone	12/31/16	\$145,072	\$91,395	\$29,014	\$24,662	17.0%
<b>Law Enforcement Officers' Relief Fund, Inc.</b> Outreach Calling	Final	Telephone	4/14/17	\$1,809,021	\$1,628,207	\$0	\$180,814	10.0%
<b>LeSEA Global Feed the Hungry, Inc.</b> InfoCision	Final	Telephone	1/31/17	\$67,361	\$21,521	\$0	\$45,840	68.1%
<b>The Leukemia &amp; Lymphoma Society, Inc.</b> Dialamerica Marketing	Interim	Telephone	6/30/17	\$27,858	\$0	\$0	\$27,858	100.0%
<b>Life Action Ministries</b> Donor Care Center	Final	Telephone	8/31/17	\$15,485	\$9,968	\$0	\$5,517	35.6%
<b>Life Issues Institute, Inc.</b> MDS Communications	Final	Telephone	2/28/17	\$4,253	\$2,806	\$0	\$1,447	34.0%
<b>Life Outreach International Association of Churches, Inc.</b> Donor Care Center	Final	Telephone	6/14/17	\$173,022	\$129,402	\$0	\$43,620	25.2%
<b>Loras College</b> Ruffalo Noel Levitz	Final	Telephone	6/30/16	\$262,435	\$58,368	\$0	\$204,067	77.8%
<b>L.S.U. Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$412,555	\$191,634	\$0	\$220,922	53.5%



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<b>Lumos Foundation USA , Inc.</b> Omaze	Final	Internet/Social Media	9/30/17	\$40,437	\$6,123	\$9,820	\$24,494	60.6%
<b>Lupus Alliance of America, Inc., Michigan Indiana Affiliate</b> Donation Line	Interim	Vehicle Donations	12/31/16	\$365	\$181	\$0	\$184	50.4%
<b>Lutheran World Relief, Inc.</b> Aria Communications	Final	Telephone	4/30/17	\$56,637	\$36,712	\$0	\$19,925	35.2%
<b>Marine Corps League, Michigan Department</b> Great Lakes Marketing of Michigan	Final	Telephone	6/30/17	\$63,400	\$51,354	\$0	\$12,046	19.0%
<b>The Marshall University Foundation, Inc.</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$70,901	\$58,584	\$0	\$12,317	17.4%
<b>Medecins Sans Frontieres U.S.A., Inc.</b> Integral Resources	Final	Telephone	2/28/17	\$100,153	\$94,352	\$0	\$5,801	5.8%
InfoCision	Final	Telephone	7/31/17	\$1,766,447	\$156,628	\$0	\$1,609,819	91.1%
SD&A Teleservices	Final	Telephone	12/31/16	\$148,997	\$164,038	\$0	\$(15,041)	-10.1%
Public Interest Communications	Final	Telephone	8/31/17	\$546,864	\$593,896	\$0	\$(47,032)	-8.6%
<b>Media Research Center</b> GiveRight	Final	Telephone	5/30/17	\$2,370	\$5,937	\$0	\$(3,567)	-150.5%
<b>Mel Trotter Ministries</b> Gateway Communications	Final	Telephone	12/31/16	\$208,158	\$57,073	\$0	\$151,085	72.6%
<b>Memorial Sloan - Kettering Cancer Center</b> Donor Services Group	Final	Telephone	12/31/16	\$686,072	\$139,618	\$0	\$546,454	79.6%

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<b>Mercy Corps</b>								
MDS Communications	Interim	Telephone	6/30/17	\$202,663	\$354,392	\$0	\$(151,729)	-74.9%
Donor Services Group	Final	Telephone	9/13/17	\$92,999	\$67,021	\$0	\$25,978	27.9%
<b>Mercy Ships</b>								
Gateway Communications	Final	Telephone	9/30/17	\$98,873	\$35,204	\$0	\$63,669	64.4%
<b>Metro Area Animal Adoption Association</b>								
Directele	Interim	Telephone	12/31/16	\$258,736	\$168,178	\$51,747	\$38,810	15.0%
<b>The Metropolitan Museum of Art</b>								
Donor Services Group	Final	Telephone	6/30/17	\$587,210	\$177,734	\$0	\$409,476	69.7%
<b>The Michigan Humane Society</b>								
Falcon Fundraising	Final	Telephone	7/31/17	\$35,741	\$22,738	\$0	\$13,004	36.4%
<b>Michigan Institute of Urology Men's Health Foundation</b>								
JR Turnbull Communications	Final	Internet/Social Media	6/30/16	\$4,972	\$0	\$3,206	\$1,767	35.5%
<b>Michigan Opera Theatre</b>								
SD&A Teleservices	Final	Telephone	12/31/16	\$33,966	\$27,162	\$0	\$6,804	20.0%
<b>Michigan Paralyzed Veterans of America</b>								
Associated Community Services	Final	Telephone	1/3/17	\$4,860	\$3,888	\$0	\$972	20.0%
<b>Michigan Professional Firefighters Union</b>								
Front Line Support	Final	Telephone	12/31/17	\$44,327	\$35,461	\$0	\$8,865	20.0%
United Partners Outreach	Interim	Telephone	12/31/16	\$239,304	\$191,443	\$0	\$47,861	20.0%
<b>Michigan State University</b>								
Falcon Fundraising	Interim	Telephone	7/1/17	\$61,819	\$18,389	\$0	\$43,430	70.3%

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<b>Michigan Veterans Foundation, Inc.</b>								
Great Lakes Marketing of Michigan	Final	Telephone	6/30/16	\$122,292	\$97,834	\$0	\$24,458	20.0%
<b>Michigan Women's Studies Association</b>								
J. Milito & Associates	Final	Telephone	12/31/17	\$32,250	\$2,863	\$0	\$29,387	91.1%
<b>Military Order of the Purple Heart Service Foundation, Inc.</b>								
Lakes Management	Interim	Telephone	3/31/17	\$1,037,611	\$702,374	\$0	\$335,237	32.3%
CWH Services	Final	Other	12/31/16	\$6,543,145	\$1,536,925	\$0	\$5,006,220	76.5%
Front Line Support	Final	Telephone	12/31/17	\$446,077	\$146,077	\$0	\$300,000	67.3%
<b>Minnesota Public Radio, Inc.</b>								
Aria Communications	Final	Telephone	6/30/17	\$167,048	\$195,134	\$0	\$(28,086)	-16.8%
<b>Miracle Flights</b>								
Engage Funding	Final	Telephone	8/31/17	\$458,614	\$366,695	\$0	\$91,919	20.0%
<b>Mission of Hope Cancer Fund</b>								
Ronald F. Doddy & Associates	Final	Telephone	12/31/16	\$473,299	\$378,639	\$0	\$94,660	20.0%
<b>Mitchell Hamline School of Law</b>								
Aria Communications	Final	Telephone	9/30/17	\$18,731	\$13,047	\$0	\$5,684	30.3%
<b>The Monastery of the Blessed Sacrament</b>								
Divine Mercy Development Services	Interim	Direct Mail	6/21/17	\$888,000	\$31,300	\$42,500	\$814,200	91.7%
<b>Montana Tech Foundation</b>								
Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$116,595	\$65,706	\$0	\$50,889	43.6%
<b>Morgan State University Foundation, Inc.</b>								
Ruffalo Noel Levitz	Final	Telephone	5/30/17	\$69,752	\$38,196	\$0	\$31,557	45.2%

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<b>Mother and Unborn Baby Care, Inc.</b> Kimberly Byrne	Final	Other	12/31/16	\$0	\$2,500	\$0	\$0	
<b>Mother Waddles Community Outreach, Inc.</b> Charity Funding	Interim	Vehicle Donations	12/31/16	\$3,074,206	\$612,280	\$1,914,090	\$547,836	17.8%
<b>Mothers Against Drunk Driving</b> InfoCision	Final	Telephone	7/14/17	\$36,865	\$47,702	\$0	\$(10,837)	-29.4%
Heritage Company	Interim	Telephone	12/31/16	\$1,614,359	\$894,215	\$0	\$720,144	44.6%
Dialamerica Marketing	Interim	Telephone	12/31/16	\$1,346,698	\$1,205,459	\$0	\$141,239	10.5%
<b>Multiple Sclerosis Association of America, Inc.</b> InfoCision	Final	Telephone	3/31/17	\$20,208	\$18,300	\$0	\$1,908	9.4%
Heritage Company	Interim	Telephone	6/30/17	\$656,906	\$382,726	\$0	\$274,180	41.7%
<b>Muskegon Rescue Mission</b> Gateway Communications	Final	Telephone	12/31/16	\$39,667	\$11,982	\$0	\$27,685	69.8%
<b>National Association of Police Organizations, Inc.</b> Huntsinger & Jeffer	Interim	Direct Mail	1/30/17	\$675,543	\$515,725	\$47,049	\$112,769	16.7%
<b>National Association of the Physically Handicapped - A. Robert Cox Chapter</b> Ronald F. Doddy & Associates	Final	Telephone	12/31/16	\$13,325	\$11,326	\$0	\$1,999	15.0%
<b>National Association of Police Athletic / Activities Leagues, Inc.</b> Front Line Support	Final	Telephone	4/30/17	\$304,209	\$179,209	\$0	\$125,000	41.1%
<b>National Audubon Society, Inc.</b> Donor Services Group	Final	Telephone	8/31/17	\$64,953	\$96,721	\$0	\$(31,768)	-48.9%

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<b>The National Cancer Coalition, Inc.</b>								
Heritage Company	Final	Telephone	12/31/16	\$137,653	\$110,122	\$0	\$27,531	20.0%
Midwest Publishing DN	Final	Telephone	5/31/17	\$125,926	\$107,037	\$0	\$18,889	15.0%
<b>National Caregiving Foundation</b>								
Heritage Company	Interim	Telephone	12/31/16	\$150,611	\$120,489	\$0	\$30,122	20.0%
<b>The National Center on Addiction and Substance Abuse</b>								
Resource & Event Management Ltd.	Final	Telephone	6/30/16	\$1,101,600	\$130,000	\$194,583	\$777,017	70.5%
<b>The National Center For Public Policy Research</b>								
Response Dynamics	Final	Direct Mail	12/31/16	\$5,040,560	\$283,718	\$1,103,966	\$3,652,876	72.5%
<b>The National Children's Cancer Society, Inc.</b>								
Heritage Company	Interim	Telephone	12/31/16	\$1,454,322	\$817,654	\$0	\$636,667	43.8%
<b>The National Fund for Alternative Medicine, Inc.</b>								
Direct Response	Interim	Direct Mail	5/1/17	\$469,690	\$10,705	\$289,212	\$169,773	36.1%
<b>National Geographic Society</b>								
SD&A Teleservices	Final	Telephone	3/31/17	\$63,247	\$106,896	\$0	\$(43,649)	-69.0%
<b>National Kidney Foundation, Inc.</b>								
Automotive Recovery Services	Interim	Vehicle Donations	12/31/16	\$3,718,753	\$921,817	\$0	\$2,796,936	75.2%
<b>National LGBTQ Task Force</b>								
Public Interest Communications	Final	Telephone	1/1/17	\$47,828	\$23,598	\$0	\$24,231	50.7%
<b>National Multiple Sclerosis Society</b>								
Event 360	Final	Internet/Social Media	12/31/16	\$3,046,529	\$1,726,976	\$212,500	\$1,107,053	36.3%
InfoCision	Final	Telephone	8/31/17	\$210,725	\$166,310	\$0	\$44,415	21.1%

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<b>National Parks Conservation Association</b>								
SD&A Teleservices	Final	Telephone	4/30/17	\$68,171	\$67,342	\$0	\$829	1.2%
Donor Services Group	Final	Telephone	10/23/17	\$55,920	\$97,801	\$0	\$(41,881)	-74.9%
<b>National Psoriasis Foundation</b>								
Aria Communications	Final	Telephone	10/31/17	\$19,125	\$26,202	\$0	\$(7,077)	-37.0%
<b>The National Rifle Association of America</b>								
HWS Consulting	Interim	Other	6/30/17	\$0	\$360,000	\$0	\$0	
<b>National Wheelchair Basketball Association</b>								
Heritage Company	Interim	Telephone	12/31/16	\$233,616	\$157,717	\$0	\$75,899	32.5%
<b>National Wildlife Federation</b>								
Donor Services Group	Final	Telephone	10/31/17	\$63,218	\$152,198	\$0	\$(88,980)	-140.8%
<b>Natural Resources Defense Council, Inc.</b>								
Donor Services Group	Final	Telephone	12/31/16	\$111,866	\$160,366	\$0	\$(48,500)	-43.4%
SD&A Teleservices	Final	Telephone	7/31/17	\$15,922	\$39,128	\$0	\$(23,206)	-145.7%
Your Voice Media	Interim	Telephone	6/30/17	\$21,358	\$19,634	\$0	\$1,724	8.1%
<b>The Nature Conservancy</b>								
Fine Line Communications	Interim	Other	9/16/16	\$310,122	\$7,472	\$0	\$302,650	97.6%
MDS Communications	Final	Telephone	12/31/17	\$0	\$0	\$0	\$0	
Donor Services Group	Final	Telephone	7/31/17	\$0	\$170,893	\$0	\$(170,893)	
<b>Neumann University</b>								
Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$9,964	\$24,460	\$0	\$(14,495)	-145.5%
<b>New Beginning Children's Homes, Inc.</b>								
FaithNet Funding	Interim	Direct Mail	6/30/17	\$7,155,558	\$387,989	\$6,382,569	\$385,000	5.4%

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<b>New England Historic Genealogical Society</b> TSM Donor Engagement Team	Final	Telephone	7/31/17	\$248,050	\$163,294	\$0	\$84,757	34.2%
<b>The New Hope Foundation, Inc.</b> Bee LC	Interim	Telephone	2/10/17	\$135,916	\$117,629	\$3,666	\$14,622	10.8%
<b>New Year's Fest of Kalamazoo, Inc.</b> Kalamazoo Experiential Learning Center	Interim	Telephone	3/31/17	\$92,249	\$15,436	\$75,254	\$1,560	1.7%
<b>NFIB Small Business Legal Center</b> National Capital Teleservices	Final	Telephone	12/31/16	\$73,870	\$41,547	\$0	\$32,323	43.8%
<b>North Carolina State University Foundation, Inc.</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$902,107	\$192,094	\$0	\$710,012	78.7%
<b>North Shore Animal League America, Inc.</b> InfoCision	Final	Telephone	1/31/17	\$369,258	\$229,417	\$0	\$139,841	37.9%
Donor Services Group	Final	Telephone	12/31/16	\$0	\$0	\$0	\$0	
Donor Care Center	Final	Telephone	12/31/17	\$19,232	\$46,053	\$0	\$(26,821)	-139.5%
<b>Northeast Michigan Crime Stoppers</b> Wolverine Productions	Final	Telephone	6/30/17	\$23,173	\$8,571	\$11,601	\$3,000	12.9%
<b>Northwood University</b> Wilson-Bennett Technology	Interim	Telephone	12/31/16	\$38,435	\$47,528	\$6,962	\$(16,055)	-41.8%
<b>The NRA Foundation, Inc.</b> CWH Services	Interim	Telephone	11/14/16	\$1,548,779	\$367,727	\$0	\$1,181,052	76.3%
<b>NRA Special Contribution Fund</b> Allegiance Creative Group	Interim	Direct Mail	4/30/17	\$958,895	\$150,000	\$224,129	\$584,766	61.0%

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<b>Oblate Missionary Society, Inc.</b>								
Donor Care Center	Final	Telephone	12/31/17	\$82,048	\$83,503	\$0	\$(1,455)	-1.8%
Heritage Company	Interim	Telephone	11/20/17	\$0	\$0	\$0	\$0	
<b>Ocean Conservancy, Inc.</b>								
Donor Services Group	Final	Telephone	3/31/17	\$45,676	\$67,114	\$0	\$(21,438)	-46.9%
<b>The Ohio University Foundation</b>								
Wilson-Bennett Technology	Interim	Telephone	12/31/16	\$294,275	\$498,957	\$0	\$(204,682)	-69.6%
<b>OneHope, Inc.</b>								
Donor Care Center	Final	Telephone	3/31/17	\$1,621	\$4,804	\$0	\$(3,183)	-196.4%
<b>Open Doors with Brother Andrew, Inc.</b>								
InfoCision	Final	Telephone	10/31/17	\$155,835	\$54,668	\$0	\$101,167	64.9%
<b>Operation Smile, Inc.</b>								
CommSense	Final	Telephone	7/31/17	\$15,200	\$9,319	\$0	\$5,881	38.7%
MDS Communications	Final	Telephone	6/9/17	\$1,846,659	\$1,156,283	\$0	\$690,376	37.4%
<b>The Organ Donation and Transplant Association of America, Inc.</b>								
Associated Community Services	Interim	Telephone	6/22/17	\$137,135	\$71,456	\$38,471	\$27,208	19.8%
<b>Organic Consumers Association</b>								
Hudson Bay Company of IL	Interim	Telephone	9/30/17	\$229,831	\$147,111	\$0	\$82,720	36.0%
<b>Others First, Inc.</b>								
Charity Funding	Interim	Vehicle Donations	12/31/16	\$7,125,675	\$579,887	\$4,989,448	\$1,556,340	21.8%
<b>Otsego Memorial Hospital Foundation</b>								
Falcon Fundraising	Final	Telephone	1/10/17	\$3,155	\$1,372	\$0	\$1,783	56.5%



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<b>Oxfam America, Inc.</b>								
Donor Services Group	Final	Telephone	3/31/17	\$106,189	\$163,000	\$0	\$(56,811)	-53.5%
Public Interest Communications	Final	Telephone	10/19/17	\$68,354	\$137,447	\$0	\$(69,093)	-101.1%
<b>The Parade Company</b>								
Fulkerson Group	Final	Telephone	1/31/17	\$4,030,050	\$140,400	\$3,025,190	\$864,460	21.5%
<b>Pathfinder International</b>								
Donor Services Group	Final	Telephone	7/31/17	\$8,372	\$20,040	\$0	\$(11,668)	-139.4%
<b>Paws With A Cause</b>								
J. Milito & Associates	Final	Telephone	8/23/16	\$8,235	\$1,032	\$1,150	\$6,053	73.5%
<b>People for the American Way Foundation</b>								
Public Interest Communications	Final	Telephone	1/14/16	\$40,035	\$36,989	\$0	\$3,046	7.6%
<b>People for Ethical Treatment of Animals, Inc.</b>								
SD&A Teleservices	Final	Telephone	1/31/17	\$91,219	\$135,410	\$0	\$(44,191)	-48.4%
Public Interest Communications	Final	Telephone	2/28/17	\$26,415	\$34,814	\$0	\$(8,399)	-31.8%
Donor Services Group	Final	Telephone	8/31/17	\$145,320	\$267,197	\$0	\$(121,877)	-83.9%
<b>Pet Angel Adoption &amp; Rescue Inc.</b>								
Directele	Interim	Telephone	12/31/16	\$71,876	\$46,000	\$14,375	\$11,500	16.0%
<b>PFLAG, Inc.</b>								
Donor Services Group	Final	Telephone	7/31/17	\$7,966	\$6,968	\$0	\$998	12.5%
<b>The Phi Kappa Tau Foundation</b>								
Aria Communications	Final	Telephone	9/30/17	\$2,754	\$1,948	\$0	\$806	29.3%

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<b>Philadelphia College of Osteopathic Medicine</b> Ruffalo Noel Levitz	Final	Telephone	5/31/17	\$28,149	\$30,047	\$0	\$(1,898)	-6.7%
<b>Phoenix Society, Inc.</b> J. Milito & Associates	Final	Telephone	12/31/17	\$0	\$2,328	\$0	\$0	
<b>Physicians Committee for Responsible Medicine, Inc.</b> Donor Services Group	Final	Telephone	12/31/16	\$40,026	\$39,066	\$0	\$960	2.4%
<b>Pine Rest Christian Mental Health Services</b> J. Milito & Associates	Final	Telephone	1/29/17	\$10,575	\$2,562	\$1,150	\$6,863	64.9%
<b>The Planetary Society</b> Harris Marketing Group	Final	Telephone	9/30/17	\$0	\$0	\$0	\$0	
<b>Planned Parenthood Federation of America, Inc.</b> Gordon & Schwenkmeyer	Final	Telephone	6/30/17	\$337,226	\$360,415	\$0	\$(23,189)	-6.9%
SD&A Teleservices	Final	Telephone	6/30/17	\$276,033	\$283,379	\$0	\$(7,346)	-2.7%
Integral Resources	Final	Telephone	6/30/17	\$267,991	\$350,648	\$0	\$(82,657)	-30.8%
Donor Services Group	Final	Telephone	6/30/17	\$1,407,843	\$1,361,176	\$0	\$46,667	3.3%
<b>Police Officers Association of Michigan, Inc.</b> Front Line Support	Final	Telephone	12/31/17	\$46,224	\$39,290	\$0	\$6,934	15.0%
<b>Pretty Lake Vacation Camp, Inc.</b> Kalamazoo Experiential Learning Center	Final	Telephone	12/31/16	\$66,262	\$9,364	\$38,914	\$17,983	27.1%
<b>Prevention Works, Inc.</b> Kalamazoo Experiential Learning Center	Final	Telephone	2/1/17	\$0	\$9,527	\$0	\$0	

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<b>Priests for Life</b> American Target Advertising	Interim	Direct Mail	12/31/16	\$6,272,907	\$787,091	\$4,462,885	\$1,022,931	16.3%
<b>Prison Fellowship Ministries</b> InfoCision	Final	Telephone	6/30/17	\$257,036	\$168,945	\$0	\$88,091	34.3%
<b>Project Hope - People-to-People Health Foundation, Inc.</b> MDS Communications	Interim	Telephone	7/13/17	\$0	\$0	\$0	\$0	
<b>Project ORBIS International, Inc.</b> Public Interest Communications	Final	Telephone	5/31/17	\$3,861	\$10,233	\$0	\$(6,372)	-165.0%
<b>ProMedica Foundation</b> TSM Donor Engagement Team	Interim	Telephone	4/30/17	\$21,787	\$156,855	\$0	\$(135,069)	-620.0%
<b>Protestant Episcopal Cathedral Foundation</b> Donor Care Center	Final	Other	4/30/17	\$56,620	\$48,480	\$0	\$8,140	14.4%
<b>Public Citizen, Inc.</b> SD&A Teleservices	Final	Telephone	9/30/17	\$6,864	\$20,930	\$0	\$(14,066)	-204.9%
<b>The Quiet Hour, Incorporated, A Michigan Nonprofit Religious Corp.</b> Public Interest Communications	Final	Telephone	8/31/17	\$19,534	\$11,672	\$0	\$7,862	40.2%
<b>Rainforest Action Network</b> SD&A Teleservices	Final	Telephone	7/31/17	\$6,155	\$12,460	\$0	\$(6,305)	-102.4%
<b>Reconciling Ministries Network</b> Aria Communications	Final	Telephone	6/30/17	\$3,725	\$7,555	\$0	\$(3,830)	-102.8%

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<b>Reggie Jacksons Determined to Assist Foundation, Inc.</b>								
Prolanthropy LLC	Interim	Special Event	12/31/16	\$162,501	\$16,222	\$74,748	\$71,531	44.0%
<b>Reserve Police Officers Association</b>								
Outreach Calling	Interim	Telephone	6/30/17	\$736,948	\$666,938	\$0	\$70,010	9.5%
Residential Programs	Interim	Telephone	8/31/17	\$164,732	\$145,754	\$0	\$18,978	11.5%
<b>Retired Police Canine Foundation Inc.</b>								
Direct Response	Interim	Direct Mail	9/29/17	\$122,554	\$125,273	\$0	\$0	0.0%
<b>Rhonda Walker Foundation</b>								
JR Turnbull Communications	Final	Telephone	8/1/17	\$63,377	\$15,000	\$20,831	\$27,546	43.5%
<b>Rutgers University Foundation</b>								
Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$925,077	\$845,747	\$0	\$79,330	8.6%
<b>SADD, Inc.</b>								
Heritage Company	Final	Telephone	12/31/16	\$43,184	\$30,229	\$0	\$12,955	30.0%
<b>Saginaw Valley Naval Ship Museum Committee</b>								
Great Lakes Marketing of Michigan	Final	Telephone	6/30/17	\$10,971	\$8,777	\$0	\$2,194	20.0%
<b>Saint Peter's University</b>								
Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$66,370	\$69,333	\$0	\$(2,963)	-4.5%
<b>Salesians Missions</b>								
Heritage Company	Interim	Telephone	11/6/17	\$15,605	\$15,605	\$0	\$0	0.0%
<b>Samaritas</b>								
J. Milito & Associates	Final	Telephone	1/9/17	\$23,880	\$3,159	\$1,150	\$19,571	82.0%

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<b>Santa's Cupboard</b>								
Ronald F. Doddy & Associates	Final	Telephone	12/31/16	\$67,188	\$53,751	\$0	\$13,438	20.0%
<b>Sarett Nature Center</b>								
Robert Smith	Interim	Other	6/30/17	\$5,500	\$310	\$0	\$5,190	94.4%
<b>Save the Children Federation, Inc.</b>								
Donor Services Group	Interim	Telephone	5/31/17	\$3,325,814	\$248,079	\$0	\$3,077,735	92.5%
Donor Care Center	Final	Other	1/31/17	\$159,608	\$200,367	\$0	\$(40,759)	-25.5%
MDS Communications	Final	Telephone	12/31/16	\$315,280	\$312,322	\$0	\$2,958	0.9%
TSM Donor Engagement Team	Final	Telephone	7/31/17	\$36,026	\$11,081	\$0	\$24,945	69.2%
<b>Share Our Strength</b>								
SD&A Teleservices	Final	Telephone	7/31/17	\$3,193	\$18,797	\$0	\$(15,604)	-488.7%
<b>Sigma Nu Educational Foundation, Inc.</b>								
Harris Marketing Group	Interim	Telephone	2/16/17	\$101,910	\$65,699	\$0	\$36,211	35.5%
<b>Smile Train, Inc.</b>								
InfoCision	Final	Telephone	8/31/17	\$972,959	\$938,320	\$0	\$34,639	3.6%
Donor Services Group	Final	Telephone	12/31/16	\$66,170	\$109,486	\$0	\$(43,316)	-65.5%
<b>Society for Christian Instruction at Allendale, Mich.</b>								
J. Milito & Associates	Final	Telephone	1/31/17	\$8,385	\$730	\$239	\$7,416	88.4%
<b>Soldiers Angels</b>								
Corporations for Character	Interim	Telephone	10/21/16	\$12,057	\$10,753	\$0	\$1,264	10.5%
<b>SOS Children's Villages - USA, Inc.</b>								
Public Interest Communications	Final	Telephone	7/31/17	\$44,191	\$16,436	\$0	\$27,755	62.8%

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<b>South Christian High School Association</b>								
J. Milito & Associates	Final	Telephone	6/30/17	\$25,820	\$5,447	\$1,819	\$18,555	71.9%
<b>Special Olympics, Inc.</b>								
InfoCision	Final	Telephone	12/31/16	\$0	\$0	\$0	\$0	
MDS Communications	Final	Telephone	12/31/16	\$15,927	\$22,298	\$0	\$0	0.0%
Heritage Company	Final	Telephone	12/31/16	\$7,778,335	\$1,834,734	\$0	\$5,943,601	76.4%
Donor Services Group	Interim	Telephone	10/31/17	\$612,700	\$122,401	\$0	\$490,300	80.0%
<b>Special Olympics Michigan, Inc.</b>								
Heritage Company	Interim	Telephone	12/31/16	\$319,915	\$167,790	\$0	\$152,125	47.6%
Dialamerica Marketing	Interim	Telephone	6/30/17	\$148,121	\$132,949	\$0	\$15,172	10.2%
<b>St. Hugo of the Hills Catholic Church</b>								
J. Milito & Associates	Final	Telephone	12/31/17	\$19,925	\$1,274	\$0	\$18,651	93.6%
<b>St. Mary Queen of Creation Roman Catholic Church</b>								
Automotive Recovery Services	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
<b>St. Patrick St. Anthony Catholic Community</b>								
J. Milito & Associates	Final	Telephone	12/31/17	\$11,170	\$2,491	\$565	\$8,114	72.6%
<b>St. Stephen Catholic Church</b>								
J. Milito & Associates	Final	Telephone	12/31/17	\$24,480	\$1,465	\$0	\$23,015	94.0%
<b>State Lodge of Michigan Fraternal Order of Police</b>								
Corporations for Character	Final	Telephone	10/31/16	\$185,703	\$129,992	\$0	\$55,711	30.0%
Residential Programs	Interim	Telephone	7/31/17	\$633,463	\$553,212	\$0	\$80,251	12.7%
<b>State University of Iowa Alumni Association</b>								
Aria Communications	Final	Telephone	1/27/17	\$9,555	\$22,085	\$0	\$(12,530)	-131.1%

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<b>The State University of Iowa Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$394,337	\$67,603	\$0	\$326,735	82.9%
<b>The Student Conservation Association, Inc.</b> Public Interest Communications	Final	Telephone	6/30/17	\$4,920	\$6,448	\$0	\$(1,528)	-31.1%
<b>Students for Life of America, Inc.</b> American Target Advertising	Interim	Direct Mail	12/31/16	\$580,786	\$71,981	\$499,295	\$9,510	1.6%
MDS Communications	Interim	Telephone	12/31/16	\$385,118	\$289,701	\$0	\$95,417	24.8%
<b>Sunset Manor, Inc.</b> J. Milito & Associates	Final	Telephone	6/30/17	\$40,540	\$1,906	\$450	\$38,184	94.2%
<b>The Susan G. Komen Breast Cancer Foundation, Inc.</b> Event 360	Interim	Special Event	12/31/16	\$19,853,209	\$4,762,428	\$6,943,396	\$8,147,385	41.0%
<b>Trustees of Boston University</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$6,784	\$12,199	\$0	\$(5,414)	-79.8%
<b>Trustees of Hamline University of Minnesota</b> Ruffalo Noel Levitz	Final	Telephone	8/31/17	\$0	\$0	\$0	\$0	
<b>Trustees of Tufts College</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$958,772	\$141,469	\$0	\$817,303	85.2%
<b>Union of Concerned Scientists, Inc.</b> Donor Services Group	Final	Telephone	11/30/16	\$82,995	\$135,990	\$0	\$(52,995)	-63.9%
Aria Communications	Final	Telephone	2/28/17	\$11,403	\$2,294	\$0	\$9,109	79.9%

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<b>The Unitarian Universalist Service Committee, Inc.</b>								
Public Interest Communications	Final	Telephone	8/14/17	\$122,489	\$57,384	\$0	\$65,106	53.2%
SD&A Teleservices	Final	Telephone	9/8/17	\$0	\$1,000	\$0	\$(1,000)	
<b>United Breast Cancer Foundation</b>								
Heritage Company	Interim	Telephone	11/11/17	\$216,474	\$131,540	\$0	\$84,934	39.2%
Associated Community Services	Interim	Telephone	7/19/17	\$9,067,965	\$5,163,410	\$2,493,678	\$1,410,877	15.6%
<b>United Cancer Support Foundation</b>								
Associated Community Services	Interim	Telephone	2/5/17	\$4,485,858	\$2,467,222	\$1,345,758	\$672,879	15.0%
Outreach Calling	Interim	Telephone	6/30/17	\$998,770	\$898,893	\$0	\$99,877	10.0%
<b>United Service Organizations, Inc.</b>								
SD&A Teleservices	Final	Telephone	3/31/17	\$56,868	\$93,119	\$0	\$(36,251)	-63.7%
<b>United States Association for UNHCR</b>								
InfoCision	Interim	Telephone	5/31/17	\$167,856	\$53,738	\$0	\$114,118	68.0%
<b>United States Deputy Sheriffs Association</b>								
American Target Advertising	Interim	Direct Mail	12/31/16	\$3,971,691	\$566,877	\$3,108,980	\$295,833	7.4%
<b>United States Fund for UNICEF</b>								
InfoCision	Final	Telephone	6/30/17	\$531,024	\$86,965	\$0	\$444,059	83.6%
Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$840,487	\$465,963	\$0	\$374,524	44.6%
<b>United States Navy Memorial Foundation</b>								
Donor Care Center	Final	Telephone	9/30/17	\$90,240	\$80,273	\$0	\$9,968	11.0%
<b>United States Olympic and Paralympic Foundation</b>								
InfoCision	Final	Telephone	5/31/17	\$4,890	\$3,212	\$0	\$1,678	34.3%



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<b>The University of Maryland Foundation Inc.</b> Ruffalo Noel Levitz	Interim	Telephone	9/5/17	\$141,670	\$180,524	\$0	\$(38,854)	-27.4%
<b>The University of Montana Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$332,594	\$61,956	\$0	\$270,638	81.4%
<b>The University of Baltimore Foundation, Inc.</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$101,261	\$163,502	\$0	\$(62,241)	-61.5%
<b>University of Colorado Foundation</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$965,586	\$577,282	\$640,254	\$(251,950)	-26.1%
<b>The University of Connecticut Foundation, Inc.</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$403,029	\$149,523	\$0	\$253,506	62.9%
<b>University of Dayton</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$674,873	\$156,989	\$0	\$517,884	76.7%
<b>University of Florida Foundation, Inc.</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$1,069,825	\$409,800	\$0	\$660,025	61.7%
<b>The University of Mississippi Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$396,523	\$142,628	\$0	\$253,894	64.0%
<b>University of Nebraska Foundation</b> Ruffalo Noel Levitz	Final	Telephone	6/30/17	\$381,851	\$260,229	\$0	\$121,622	31.9%
<b>University of Nevada, Las Vegas Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$180,343	\$102,986	\$0	\$77,357	42.9%

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<b>University of Northern Iowa Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$387,315	\$27,752	\$0	\$359,563	92.8%
<b>University of Northwestern - St. Paul</b> MDS Communications	Interim	Telephone	4/16/17	\$141,961	\$56,008	\$0	\$85,953	60.5%
<b>The University of Tennessee Foundation, Inc.</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$93,974	\$69,972	\$0	\$24,002	25.5%
<b>University of Texas M.D. Anderson Cancer Center</b> TSM Donor Engagement Team	Interim	Telephone	3/7/17	\$440,456	\$281,596	\$0	\$158,860	36.1%
<b>U. S. Charitable Gift Trust</b> Eaton Vance Distributors	Interim	Telephone	12/31/16	\$125,878,338	\$3,689,137	\$85,205,747	\$36,983,454	29.4%
<b>USAFA Endowment Inc</b> Ruffalo Noel Levitz	Final	Telephone	12/31/16	\$350,296	\$121,615	\$0	\$228,681	65.3%
<b>Van Andel Institute (VAI)</b> J. Milito & Associates	Final	Telephone	1/30/17	\$13,980	\$8,775	\$1,350	\$3,856	27.6%
<b>Veterans Assistance Foundation, Inc.</b> Outreach Calling	Final	Telephone	12/31/16	\$60,513	\$54,462	\$0	\$6,051	10.0%
<b>Veterans Employment Training Services</b> Front Line Support	Final	Telephone	12/31/16	\$422,447	\$276,561	\$0	\$145,886	34.5%
<b>Veterans of Foreign Wars National Home for Children</b> Huntsinger & Jeffer	Final	Direct Mail	6/30/17	\$1,126,866	\$84,000	\$479,891	\$562,975	50.0%

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<b>Veterans of Foreign Wars of the United States</b> Telefund	Final	Telephone	6/30/16	\$36,816	\$43,277	\$0	\$(6,461)	-17.6%
<b>Veterans Support Foundation</b> Associated Community Services	Interim	Telephone	6/30/17	\$2,361,152	\$1,293,944	\$708,346	\$358,863	15.2%
JAK Productions	Interim	Telephone	11/30/17	\$1,679,640	\$1,427,694	\$0	\$251,946	15.0%
<b>Vietnam Veterans of Michigan, Inc.</b> Associated Community Services	Interim	Telephone	12/31/17	\$18,209	\$14,567	\$0	\$3,642	20.0%
<b>VietNow National Headquarters</b> Corporations for Character	Interim	Telephone	3/14/17	\$15,135	\$13,016	\$0	\$2,119	14.0%
Innovative Teleservices	Final	Telephone	11/30/17	\$24,823	\$21,100	\$0	\$3,723	15.0%
GSI Inc	Final	Telephone	12/31/16	\$12,732	\$10,822	\$0	\$1,910	15.0%
Front Line Support	Final	Telephone	3/31/17	\$253,249	\$215,261	\$0	\$37,987	15.0%
<b>Washington State University Foundation</b> Ruffalo Noel Levitz	Interim	Telephone	6/30/17	\$675,310	\$185,644	\$0	\$489,667	72.5%
<b>WAY Media, Inc.</b> InfoCision	Final	Telephone	4/30/17	\$3,604,600	\$82,406	\$0	\$3,522,194	97.7%
MDS Communications	Final	Telephone	11/15/17	\$106,247	\$120,872	\$0	\$(14,625)	-13.8%
<b>Wayne State University</b> Ruffalo Noel Levitz	Final	Telephone	9/30/17	\$726,446	\$156,594	\$0	\$569,852	78.4%
<b>Webster University</b> Ruffalo Noel Levitz	Final	Telephone	5/31/17	\$41,926	\$44,092	\$0	\$(2,166)	-5.2%
<b>West Michigan Symphony</b> J. Milito & Associates	Final	Telephone	12/31/17	\$4,970	\$996	\$0	\$3,974	80.0%

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<b>Western Michigan Christian High School</b>								
J. Milito & Associates	Final	Telephone	7/27/17	\$24,055	\$2,157	\$1,150	\$20,748	86.3%
<b>WGVU/WGVK West Michigan Public Broadcasting</b>								
Donor Development Strategies	Final	Door to Door	6/30/17	\$147,624	\$178,218	\$0	\$(30,593)	-20.7%
Center for Car Donations LLC	Final	Vehicle Donations	6/30/17	\$9,304	\$1,666	\$970	\$6,667	71.7%
Aria Communications	Final	Telephone	5/9/17	\$36,456	\$58,882	\$0	\$(22,426)	-61.5%
<b>The Wilderness Society</b>								
Donor Services Group	Final	Telephone	11/29/16	\$48,131	\$46,357	\$0	\$1,774	3.7%
<b>Window to the World Communications, Inc.</b>								
Artsmarketing Services	Final	Telephone	5/30/17	\$66,340	\$69,388	\$0	\$(3,048)	-4.6%
Your Voice Media	Interim	Telephone	12/31/16	\$133,498	\$105,522	\$0	\$27,976	21.0%
Aria Communications	Final	Telephone	6/30/17	\$15,220	\$19,039	\$0	\$(3,819)	-25.1%
Harris Marketing Group	Final	Telephone	3/12/17	\$17,034	\$23,315	\$0	\$(6,281)	-36.9%
<b>WNMU-FM/TV (Northern Michigan University)</b>								
Aria Communications	Final	Telephone	6/9/17	\$5,739	\$2,695	\$0	\$3,044	53.0%
<b>Women for Women International</b>								
Public Interest Communications	Final	Telephone	9/17/17	\$241,311	\$75,271	\$0	\$166,040	68.8%
<b>Word of Life Fellowship, Inc.</b>								
Gateway Communications	Final	Telephone	8/31/17	\$5,325	\$3,605	\$0	\$1,719	32.3%
<b>World Animal Protection</b>								
SD&A Teleservices	Final	Telephone	9/14/17	\$41,601	\$53,370	\$0	\$(11,769)	-28.3%

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<b>World Wildlife Fund, Inc.</b>								
Donor Services Group	Final	Telephone	6/30/17	\$17	\$200	\$0	\$(183)	-1077.9%
Public Interest Communications	Final	Telephone	6/30/17	\$36,859	\$34,638	\$0	\$2,221	6.0%
<b>Wycliffe Associates, Inc.</b>								
Donor Care Center	Final	Telephone	12/31/17	\$70,789	\$51,956	\$0	\$18,834	26.6%
<b>Wycliffe Bible Translators, Inc.</b>								
Donor Care Center	Final	Telephone	3/31/17	\$16,614	\$15,553	\$0	\$1,060	6.4%
<b>Yosemite Foundation</b>								
Donor Services Group	Final	Telephone	5/31/17	\$42,369	\$79,588	\$0	\$(37,219)	-87.8%

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<b>Charity</b>								
<b>Allegiance Creative Group</b>								
AOPA Foundation	Interim	Direct Mail	12/31/16	\$2,810,178	\$192,000	\$609,718	\$2,008,460	71.5%
NRA Special Contribution Fund	Interim	Direct Mail	4/30/17	\$958,895	\$150,000	\$224,129	\$584,766	61.0%
<b>American Target Advertising</b>								
American Civil Rights Union	Interim	Direct Mail	12/31/16	\$1,283,052	\$141,870	\$1,081,831	\$59,350	4.6%
Center for Security Policy	Interim	Direct Mail	12/31/16	\$1,151,553	\$97,801	\$1,013,977	\$39,775	3.5%
Fidelis	Interim	Direct Mail	12/31/16	\$2,870,232	\$325,240	\$2,110,793	\$434,199	15.1%
Priests for Life	Interim	Direct Mail	12/31/16	\$6,272,907	\$787,091	\$4,462,885	\$1,022,931	16.3%
Students for Life America	Interim	Direct Mail	12/31/16	\$580,786	\$71,981	\$499,295	\$9,510	1.6%
US Deputy Sheriffs' Association	Interim	Direct Mail	12/31/16	\$3,971,691	\$566,877	\$3,108,980	\$295,833	7.4%
<b>Anne Lewis Strategies</b>								
First Book	Final	Other	1/31/17	\$88,356	\$39,980	\$0	\$48,376	54.8%
<b>Aria Communications</b>								
Actionaid USA	Final	Telephone	10/31/17	\$13,894	\$2,763	\$0	\$11,131	80.1%
AFS-USA	Final	Telephone	11/14/17	\$3,400	\$6,693	\$0	\$(3,293)	-96.8%
Alpha Gamma Delta Foundation	Final	Telephone	2/28/17	\$42,827	\$19,891	\$0	\$22,936	53.6%
Delta Tau Delta Educational Foundation	Final	Telephone	4/30/17	\$38,813	\$39,101	\$0	\$(288)	-0.7%
Delta Upsilon Educational Foundation	Final	Telephone	2/14/17	\$15,235	\$12,794	\$0	\$2,441	16.0%
Foundation for National Progress	Final	Telephone	9/19/17	\$25,153	\$18,655	\$0	\$6,497	25.8%
Kappa Kappa Gamma Found	Final	Telephone	1/31/17	\$44,999	\$18,792	\$0	\$26,207	58.2%
Lambda Chi Alpha Education Foundation	Final	Telephone	1/31/17	\$26,384	\$20,087	\$0	\$6,297	23.9%
Lutheran World Relief	Final	Telephone	4/30/17	\$56,637	\$36,712	\$0	\$19,925	35.2%
Minnesota Public Radio	Final	Telephone	6/30/17	\$167,048	\$195,134	\$0	\$(28,086)	-16.8%
National Psoriasis Foundation	Final	Telephone	10/31/17	\$19,125	\$26,202	\$0	\$(7,077)	-37.0%

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<b>Charity</b>								
Northern MI University	Final	Telephone	6/9/17	\$5,739	\$2,695	\$0	\$3,044	53.0%
Phi Kappa Tau Foundation	Final	Telephone	9/30/17	\$2,754	\$1,948	\$0	\$806	29.3%
Reconciling Ministries	Final	Telephone	6/30/17	\$3,725	\$7,555	\$0	\$(3,830)	-102.8%
State University of Iowa Alumni Association	Final	Telephone	1/27/17	\$9,555	\$22,085	\$0	\$(12,530)	-131.1%
Union of Concerned Scientists	Final	Telephone	2/28/17	\$11,403	\$2,294	\$0	\$9,109	79.9%
WGVU Public Media Grand Valley State U	Final	Telephone	5/9/17	\$36,456	\$58,882	\$0	\$(22,426)	-61.5%
William Mitchell College of Law	Final	Telephone	9/30/17	\$18,731	\$13,047	\$0	\$5,684	30.3%
Window to the World Communications	Final	Telephone	6/30/17	\$15,220	\$19,039	\$0	\$(3,819)	-25.1%
<b>Artsmarketing Services</b>								
Window to the World Communications	Final	Telephone	5/30/17	\$66,340	\$69,388	\$0	\$(3,048)	-4.6%
<b>Associated Community Services</b>								
American Children's Cancer Foundation	Interim	Telephone	10/14/17	\$291,247	\$167,464	\$80,090	\$43,692	15.0%
Autism Spectrum Disorder Foundation	Interim	Telephone	11/30/17	\$2,065,413	\$1,062,090	\$578,316	\$425,007	20.6%
Children's Cancer Recovery Foundation	Interim	Telephone	4/30/17	\$2,814,569	\$1,531,226	\$844,371	\$438,973	15.6%
Children's Leukemia Research Association	Interim	Telephone	4/30/17	\$1,710,348	\$933,308	\$503,112	\$273,928	16.0%
Firefighters Charitable Foundation	Interim	Telephone	5/31/17	\$2,082,180	\$1,769,853	\$0	\$312,327	15.0%
Foundation for American Veterans	Final	Telephone	10/11/17	\$5,315,942	\$2,923,768	\$1,594,783	\$797,391	15.0%
Organ Donation & Transplant Association	Interim	Telephone	6/22/17	\$137,135	\$71,456	\$38,471	\$27,208	19.8%
Paralyzed Veterans America - MI Chapter	Final	Telephone	1/3/17	\$4,860	\$3,888	\$0	\$972	20.0%
The Breast Cancer Charities of America	Interim	Telephone	12/31/16	\$5,845,385	\$2,956,997	\$1,753,615	\$1,134,773	19.4%
United Breast Cancer Foundation	Interim	Telephone	7/19/17	\$9,067,965	\$5,163,410	\$2,493,678	\$1,410,877	15.6%
United Cancer Support Foundation	Interim	Telephone	2/5/17	\$4,485,858	\$2,467,222	\$1,345,758	\$672,879	15.0%
Veterans Support Foundation	Interim	Telephone	6/30/17	\$2,361,152	\$1,293,944	\$708,346	\$358,863	15.2%
Vietnam Veterans of Michigan	Interim	Telephone	12/31/17	\$18,209	\$14,567	\$0	\$3,642	20.0%

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<b>Charity</b>								
<b>Automotive Recovery Services</b>								
American Diabetes Association	Interim	Vehicle Donations	12/31/16	\$436,120	\$169,356	\$0	\$266,764	61.2%
Humane Society of the United States	Interim	Vehicle Donations	12/31/16	\$630,362	\$119,016	\$0	\$511,346	81.1%
National Kidney Foundation	Interim	Vehicle Donations	12/31/16	\$3,718,753	\$921,817	\$0	\$2,796,936	75.2%
St Mary Queen of Creation Roman Cath.Ch.	Final	Vehicle Donations	9/15/16	\$0	\$0	\$0	\$0	
The Bravo Foundation	Interim	Vehicle Donations	7/7/17	\$150	\$179	\$0	\$0	0.0%
<b>Bee LC</b>								
Heart Support of America	Final	Telephone	9/30/17	\$18,324	\$15,778	\$2,546	\$2,546	13.9%
Help the Vets	Interim	Telephone	2/19/17	\$62,775	\$52,424	\$385	\$9,966	15.9%
New Hope Foundation	Interim	Telephone	2/10/17	\$135,916	\$117,629	\$3,666	\$14,622	10.8%
<b>Bennett Direct</b>								
Detroit Symphony Orchestra	Final	Telephone	8/31/17	\$592,328	\$257,576	\$0	\$334,752	56.5%
<b>Calder Group</b>								
Center for Independent Employees	Interim	Telephone	6/30/17	\$1,002,575	\$84,750	\$51,300	\$866,525	86.4%
<b>Capitol Resources</b>								
American Leprosy Missions	Final	Telephone	12/31/16	\$26,159	\$25,262	\$0	\$897	3.4%
Care Net	Final	Telephone	12/31/16	\$21,713	\$17,696	\$0	\$4,017	18.5%
<b>Causeworx</b>								
International Fellowship of Christians & Jews	Interim	Telephone	12/31/16	\$42,088	\$26,661	\$0	\$15,428	36.7%
<b>Center for Car Donations LLC</b>								
WGVU-Grand Valley State University	Final	Vehicle Donations	6/30/17	\$9,304	\$1,666	\$970	\$6,667	71.7%
<b>Charity Funding</b>								



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<b>Charity</b>								
Mother Waddles Community Outreach	Interim	Vehicle Donations	12/31/16	\$3,074,206	\$612,280	\$1,914,090	\$547,836	17.8%
Others First	Interim	Vehicle Donations	12/31/16	\$7,125,675	\$579,887	\$4,989,448	\$1,556,340	21.8%
<b>CommSense</b>								
Operation Smile	Final	Telephone	7/31/17	\$15,200	\$9,319	\$0	\$5,881	38.7%
<b>Community Cares United</b>								
American Veterans Foundation	Interim	Telephone	6/30/17	\$123,184	\$104,706	\$0	\$18,478	15.0%
<b>Corporations for Character</b>								
Breast Cancer Outreach Foundation	Interim	Telephone	8/2/16	\$68,711	\$60,734	\$0	\$7,977	11.6%
Soldiers Angels	Interim	Telephone	10/21/16	\$12,057	\$10,753	\$0	\$1,264	10.5%
State Lodge of MI Fraternal Order of Police	Final	Telephone	10/31/16	\$185,703	\$129,992	\$0	\$55,711	30.0%
VietNow National Headquarters	Interim	Telephone	3/14/17	\$15,135	\$13,016	\$0	\$2,119	14.0%
<b>CWH Services</b>								
Military Order of the Purple Heart Service Fnd	Final	Other	12/31/16	\$6,543,145	\$1,536,925	\$0	\$5,006,220	76.5%
NRA Foundation	Interim	Telephone	11/14/16	\$1,548,779	\$367,727	\$0	\$1,181,052	76.3%
<b>DCM</b>								
Detroit Symphony Orchestra Inc.	Final	Telephone	1/31/17	\$232,771	\$145,386	\$0	\$87,384	37.5%
<b>Debbie Lopez</b>								
American Veterans Foundation	Final	Telephone	12/31/16	\$9,790	\$7,832	\$0	\$1,958	20.0%
Association for Firefighters & Paramedics	Final	Telephone	12/31/16	\$3,695	\$3,289	\$0	\$406	11.0%
<b>Dialamerica Marketing</b>								
Mothers Against Drunk Driving	Interim	Telephone	12/31/16	\$1,346,698	\$1,205,459	\$0	\$141,239	10.5%
Special Olympics Michigan	Interim	Telephone	6/30/17	\$148,121	\$132,949	\$0	\$15,172	10.2%



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<b>Charity</b>								
American Assn for Advancement of Science	Final	Telephone	11/14/17	\$14,505	\$21,552	\$0	\$(7,047)	-48.6%
American Bible Society	Final	Direct Mail	6/30/17	\$11,192	\$13,886	\$0	\$(2,694)	-24.1%
American Family Association	Final	Other	6/14/17	\$294,933	\$189,079	\$0	\$105,854	35.9%
American Indian College Fund	Final	Other	3/31/17	\$106,512	\$37,881	\$0	\$68,631	64.4%
Back to God Ministries International	Final	Other	8/31/17	\$36,682	\$17,420	\$0	\$19,263	52.5%
Christian Advocates Serving Evangelism	Final	Telephone	5/31/17	\$934,080	\$176,923	\$0	\$757,157	81.1%
Christian Appalachian Project	Final	Other	2/28/17	\$59,834	\$24,130	\$0	\$35,703	59.7%
Cross International	Interim	Telephone	12/31/17	\$370,904	\$303,733	\$0	\$67,171	18.1%
Dayspring International	Final	Telephone	10/31/17	\$5,022	\$10,474	\$0	\$(5,452)	-108.6%
Foundation for a Christian Civilization	Final	Other	1/31/17	\$71,439	\$114,368	\$0	\$(42,928)	-60.1%
Life Action Ministries	Final	Telephone	8/31/17	\$15,485	\$9,968	\$0	\$5,517	35.6%
Life Outreach Int'l Assn of Churches	Final	Telephone	6/14/17	\$173,022	\$129,402	\$0	\$43,620	25.2%
North Shore Animal League America	Final	Telephone	12/31/17	\$19,232	\$46,053	\$0	\$(26,821)	-139.5%
Oblate Missionary Society	Final	Telephone	12/31/17	\$82,048	\$83,503	\$0	\$(1,455)	-1.8%
OneHope, Inc.	Final	Telephone	3/31/17	\$1,621	\$4,804	\$0	\$(3,183)	-196.4%
Protestant Episcopal Cathedral Foundation	Final	Other	4/30/17	\$56,620	\$48,480	\$0	\$8,140	14.4%
Save the Children Federation	Final	Other	1/31/17	\$159,608	\$200,367	\$0	\$(40,759)	-25.5%
United States Navy Memorial Foundation	Final	Telephone	9/30/17	\$90,240	\$80,273	\$0	\$9,968	11.0%
Wycliffe Associates	Final	Telephone	12/31/17	\$70,789	\$51,956	\$0	\$18,834	26.6%
Wycliffe Bible Translators	Final	Telephone	3/31/17	\$16,614	\$15,553	\$0	\$1,060	6.4%
<b>Donor Development Strategies</b>								
WGVU-WGVK West MI Public Broadcasting	Final	Door to Door	6/30/17	\$147,624	\$178,218	\$0	\$(30,593)	-20.7%
<b>Donor Services Group</b>								
Am Assoc for the Advancement of Science	Final	Telephone	11/30/16	\$131,760	\$97,090	\$0	\$34,670	26.3%

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<b>Charity</b>								
Am Soc for Prevention of Cruelty to Animals	Final	Telephone	12/31/16	\$4,040,556	\$1,664,646	\$0	\$2,375,909	58.8%
American Civil Liberties Union Foundation	Final	Telephone	3/31/17	\$10,850	\$8,956	\$0	\$1,894	17.5%
American Film Institute	Final	Telephone	2/28/17	\$7,775	\$11,187	\$0	\$(3,412)	-43.9%
American Parkinson Disease Association	Interim	Telephone	2/28/17	\$1,306	\$5,117	\$0	\$(3,811)	-291.8%
American Red Cross	Final	Telephone	9/30/17	\$768,640	\$181,738	\$0	\$586,902	76.4%
AmeriCares Foundation	Final	Telephone	6/30/17	\$1,882,155	\$430,346	\$0	\$1,451,809	77.1%
Amnesty International of the USA	Final	Telephone	9/30/17	\$31,754	\$20,537	\$0	\$11,217	35.3%
Avon Breast Cancer Crusade	Final	Telephone	10/31/16	\$24,048	\$104,837	\$0	\$(80,789)	-335.9%
Earthjustice	Final	Telephone	10/31/17	\$51,372	\$81,782	\$0	\$(33,108)	-64.4%
Environmental Defense Fund	Final	Telephone	7/29/17	\$232,839	\$203,971	\$0	\$28,868	12.4%
Foundation for AIDS Research	Final	Telephone	8/31/17	\$6,762	\$29,504	\$0	\$(22,742)	-336.3%
Fund for Animals	Interim	Telephone	12/31/16	\$5,519	\$10,381	\$0	\$(4,862)	-88.1%
Greenpeace Fund	Final	Telephone	1/31/17	\$0	\$0	\$0	\$0	
Habitat for Humanity International	Final	Telephone	12/31/16	\$3,334,639	\$1,131,935	\$0	\$2,202,704	66.1%
Hadassah, the Women's Zionist Organization	Final	Telephone	12/31/16	\$0	\$0	\$0	\$0	
Humane Society International	Final	Telephone	12/31/16	\$9,578	\$24,729	\$0	\$(15,151)	-158.2%
Humane Society of the United States	Final	Telephone	12/31/16	\$1,028,424	\$1,293,735	\$0	\$(265,311)	-25.8%
International Rescue Committee	Final	Telephone	4/30/17	\$34,434	\$71,705	\$0	\$(37,271)	-108.2%
Jane Goodall Institute	Final	Telephone	11/20/16	\$25,310	\$39,850	\$0	\$(14,540)	-57.4%
Memorial Sloan Kettering Cancer Center	Final	Telephone	12/31/16	\$686,072	\$139,618	\$0	\$546,454	79.6%
Mercy Corps	Final	Telephone	9/13/17	\$92,999	\$67,021	\$0	\$25,978	27.9%
Metropolitan Museum of Art	Final	Telephone	6/30/17	\$587,210	\$177,734	\$0	\$409,476	69.7%
National Audubon Society	Final	Telephone	8/31/17	\$64,953	\$96,721	\$0	\$(31,768)	-48.9%
National Parks Conservation Association	Final	Telephone	10/23/17	\$55,920	\$97,801	\$0	\$(41,881)	-74.9%
National Wildlife Federation	Final	Telephone	10/31/17	\$63,218	\$152,198	\$0	\$(88,980)	-140.8%

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<b>Charity</b>								
Natural Resources Defense Council	Final	Telephone	12/31/16	\$111,866	\$160,366	\$0	\$(48,500)	-43.4%
North Shore Animal League America	Final	Telephone	12/31/16	\$0	\$0	\$0	\$0	
Ocean Conservancy	Final	Telephone	3/31/17	\$45,676	\$67,114	\$0	\$(21,438)	-46.9%
Oxfam America	Final	Telephone	3/31/17	\$106,189	\$163,000	\$0	\$(56,811)	-53.5%
Pathfinder International	Final	Telephone	7/31/17	\$8,372	\$20,040	\$0	\$(11,668)	-139.4%
People for Ethical Treatment of Animals	Final	Telephone	8/31/17	\$145,320	\$267,197	\$0	\$(121,877)	-83.9%
PFLAG	Final	Telephone	7/31/17	\$7,966	\$6,968	\$0	\$998	12.5%
Physicians Comm. for Responsible Medicine	Final	Telephone	12/31/16	\$40,026	\$39,066	\$0	\$960	2.4%
Planned Parenthood Federation of America	Final	Telephone	6/30/17	\$1,407,843	\$1,361,176	\$0	\$46,667	3.3%
Save the Children Federation	Interim	Telephone	5/31/17	\$3,325,814	\$248,079	\$0	\$3,077,735	92.5%
Smile Train	Final	Telephone	12/31/16	\$66,170	\$109,486	\$0	\$(43,316)	-65.5%
Special Olympics	Interim	Telephone	10/31/17	\$612,700	\$122,401	\$0	\$490,300	80.0%
The Nature Conservancy	Final	Telephone	7/31/17	\$0	\$170,893	\$0	\$(170,893)	
Union of Concerned Scientists	Final	Telephone	11/30/16	\$82,995	\$135,990	\$0	\$(52,995)	-63.9%
Wilderness Society	Final	Telephone	11/29/16	\$48,131	\$46,357	\$0	\$1,774	3.7%
World Wildlife Fund	Final	Telephone	6/30/17	\$17	\$200	\$0	\$(183)	-1077.9%
Yosemite Conservancy	Final	Telephone	5/31/17	\$42,369	\$79,588	\$0	\$(37,219)	-87.8%
<b>Eaton Vance Distributors</b>								
US Charitable Gift Trust	Interim	Telephone	12/31/16	\$125,878,338	\$3,689,137	\$85,205,747	\$36,983,454	29.4%
<b>Engage Funding</b>								
American Children's Society	Final	Telephone	8/3/16	\$334,686	\$0	\$284,483	\$50,203	15.0%
Cancer Recovery Foundation International	Final	Telephone	6/30/17	\$3,947	\$3,355	\$0	\$592	15.0%
Children's Cancer Recovery Foundation	Final	Telephone	12/31/16	\$240,213	\$204,181	\$0	\$36,032	15.0%
Miracle Flights for Kids	Final	Telephone	8/31/17	\$458,614	\$366,695	\$0	\$91,919	20.0%

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<b>Charity</b>								
<b>Event 360</b>								
National Multiple Sclerosis Society	Final	Internet/Social Media	12/31/16	\$3,046,529	\$1,726,976	\$212,500	\$1,107,053	36.3%
Susan G. Komen Breast Cancer Found.	Interim	Special Event	12/31/16	\$19,853,209	\$4,762,428	\$6,943,396	\$8,147,385	41.0%
<b>FaithNet Funding</b>								
New Beginning Children's Homes	Interim	Direct Mail	6/30/17	\$7,155,558	\$387,989	\$6,382,569	\$385,000	5.4%
<b>Falcon Fundraising</b>								
Delta College Foundation	Interim	Telephone	2/1/17	\$16,152	\$5,926	\$0	\$10,227	63.3%
Detroit Institute of Arts	Interim	Telephone	2/16/17	\$56,167	\$17,127	\$0	\$39,040	69.5%
Michigan Humane Society	Final	Telephone	7/31/17	\$35,741	\$22,738	\$0	\$13,004	36.4%
Michigan State University (WKAR)	Interim	Telephone	7/1/17	\$61,819	\$18,389	\$0	\$43,430	70.3%
Otsego Memorial Hospital Foundation	Final	Telephone	1/10/17	\$3,155	\$1,372	\$0	\$1,783	56.5%
<b>Fine Line Communications</b>								
The Humane Society of the United States	Final	Other	6/3/16	\$476,555	\$24,591	\$0	\$451,964	94.8%
The Nature Conservancy	Interim	Other	9/16/16	\$310,122	\$7,472	\$0	\$302,650	97.6%
<b>Front Line Support</b>								
American Association State Troopers	Interim	Telephone	12/31/16	\$395,913	\$330,552	\$0	\$65,361	16.5%
Committee for Missing Children	Final	Telephone	12/31/16	\$295,360	\$251,056	\$0	\$44,304	15.0%
Dept of MI Veterans of Foreign Wars	Final	Telephone	10/31/17	\$97,659	\$47,659	\$0	\$50,000	51.2%
Michigan Professional Fire Fighters Union	Final	Telephone	12/31/17	\$44,327	\$35,461	\$0	\$8,865	20.0%
Military Order Purple Heart Service Fnd	Final	Telephone	12/31/17	\$446,077	\$146,077	\$0	\$300,000	67.3%
Nat'l Assn of Police Athletic Activities Leagues	Final	Telephone	4/30/17	\$304,209	\$179,209	\$0	\$125,000	41.1%
Police Officers Association Michigan	Final	Telephone	12/31/17	\$46,224	\$39,290	\$0	\$6,934	15.0%
Veterans Employment Training Services	Final	Telephone	12/31/16	\$422,447	\$276,561	\$0	\$145,886	34.5%

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<b>Charity</b>								
Vietnow National Headquarters	Final	Telephone	3/31/17	\$253,249	\$215,261	\$0	\$37,987	15.0%
<b>Fulkerson Group</b>								
Detroit Jazz Festival Foundation	Interim	Direct Mail	10/31/16	\$849,600	\$99,000	\$212,400	\$538,200	63.3%
Henry Ford Health System	Interim	Special Event	12/31/16	\$354,100	\$57,200	\$0	\$296,900	83.8%
Parade Company	Final	Telephone	1/31/17	\$4,030,050	\$140,400	\$3,025,190	\$864,460	21.5%
<b>Gateway Communications</b>								
Carriage Town Ministries	Final	Telephone	12/31/16	\$30,903	\$13,736	\$0	\$17,167	55.6%
Cherry Street Mission Ministries	Final	Telephone	12/31/16	\$83,989	\$32,674	\$0	\$51,315	61.1%
City Rescue Mission of Saginaw	Final	Telephone	12/31/16	\$50,218	\$22,402	\$0	\$27,816	55.4%
Forgotten Harvest	Final	Telephone	12/31/16	\$65,654	\$23,812	\$0	\$41,842	63.7%
Guiding Light Mission	Final	Telephone	12/31/16	\$22,931	\$10,511	\$0	\$12,420	54.2%
Holland Rescue Mission	Final	Telephone	12/31/16	\$58,499	\$16,862	\$0	\$41,637	71.2%
Kalamazoo Gospel Mission	Final	Telephone	12/31/16	\$17,039	\$7,757	\$0	\$9,282	54.5%
Mel Trotter Ministries	Final	Telephone	12/31/16	\$208,158	\$57,073	\$0	\$151,085	72.6%
Mercy Ships	Final	Telephone	9/30/17	\$98,873	\$35,204	\$0	\$63,669	64.4%
Muskegon Rescue Mission	Final	Telephone	12/31/16	\$39,667	\$11,982	\$0	\$27,685	69.8%
Word of Life Fellowship	Final	Telephone	8/31/17	\$5,325	\$3,605	\$0	\$1,719	32.3%
<b>GiveRight</b>								
Media Research Center	Final	Telephone	5/30/17	\$2,370	\$5,937	\$0	\$(3,567)	-150.5%
The Heritage Foundation	Final	Telephone	12/31/16	\$3,374,100	\$931,356	\$0	\$2,442,744	72.4%
<b>Gordon &amp; Schwenkmeyer</b>								
American Association of University Women	Final	Telephone	12/31/16	\$59,687	\$87,024	\$0	\$(27,337)	-45.8%
Environmental Defense Fund	Final	Telephone	12/31/16	\$71,031	\$164,937	\$0	\$(93,905)	-132.2%

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<b>Charity</b>								
Planned Parenthood Federation of America	Final	Telephone	6/30/17	\$337,226	\$360,415	\$0	\$(23,189)	-6.9%
<b>Great Lakes Marketing of Michigan</b>								
American Legion Post 18	Final	Telephone	6/30/17	\$51,991	\$38,574	\$0	\$13,418	25.8%
Marine Corps League Dept of Michigan	Final	Telephone	6/30/17	\$63,400	\$51,354	\$0	\$12,046	19.0%
Michigan Veterans Foundation	Final	Telephone	6/30/16	\$122,292	\$97,834	\$0	\$24,458	20.0%
Saginaw Valley Naval Ship Museum Comm.	Final	Telephone	6/30/17	\$10,971	\$8,777	\$0	\$2,194	20.0%
<b>GSI Inc</b>								
The American Children's Society	Final	Telephone	2/28/17	\$828	\$704	\$0	\$124	15.0%
Vietnow National Headquarters	Final	Telephone	12/31/16	\$12,732	\$10,822	\$0	\$1,910	15.0%
<b>Harris Marketing Group</b>								
American Jewish Committee	Final	Telephone	9/14/17	\$19,881	\$13,775	\$0	\$6,106	30.7%
Amnesty International USA	Final	Telephone	9/30/17	\$0	\$0	\$0	\$0	
Planetary Society	Final	Telephone	9/30/17	\$0	\$0	\$0	\$0	
Sigma Nu Educational Foundation	Interim	Telephone	2/16/17	\$101,910	\$65,699	\$0	\$36,211	35.5%
Window to the World Communications	Final	Telephone	3/12/17	\$17,034	\$23,315	\$0	\$(6,281)	-36.9%
<b>Heritage Company</b>								
ALSA	Interim	Telephone	9/30/17	\$82,441	\$65,901	\$0	\$16,540	20.1%
American Diabetes Association	Interim	Telephone	1/31/17	\$38,013	\$26,034	\$0	\$11,979	31.5%
American Legion Convention Corp of Mich	Interim	Telephone	12/31/16	\$45,738	\$37,889	\$0	\$7,849	17.2%
AMVETS	Interim	Telephone	8/31/17	\$938,854	\$652,355	\$0	\$286,499	30.5%
Autism Spectrum Disorder Found.	Final	Telephone	12/31/16	\$179,451	\$125,616	\$0	\$53,835	30.0%
Care Net	Interim	Telephone	12/31/16	\$79,526	\$65,270	\$0	\$14,256	17.9%
Children's Wish Foundation International	Interim	Telephone	12/31/16	\$3,300,765	\$1,980,459	\$0	\$1,320,306	40.0%



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<b>Charity</b>								
Feeding America	Interim	Telephone	5/31/17	\$0	\$0	\$0	\$0	
Foundation Fighting Blindness	Interim	Telephone	10/22/17	\$115,589	\$41,692	\$0	\$76,897	66.5%
Help Hospitalized Veterans	Interim	Telephone	9/12/17	\$39,657	\$34,501	\$0	\$5,156	13.0%
Mothers Against Drunk Driving	Interim	Telephone	12/31/16	\$1,614,359	\$894,215	\$0	\$720,144	44.6%
Multiple Sclerosis Association of America	Interim	Telephone	6/30/17	\$656,906	\$382,726	\$0	\$274,180	41.7%
Nat'l Wheelchair Basketball Association	Interim	Telephone	12/31/16	\$233,616	\$157,717	\$0	\$75,899	32.5%
National Cancer Coalition	Final	Telephone	12/31/16	\$137,653	\$110,122	\$0	\$27,531	20.0%
National Caregiving Foundation	Interim	Telephone	12/31/16	\$150,611	\$120,489	\$0	\$30,122	20.0%
National Childrens Cancer Society	Interim	Telephone	12/31/16	\$1,454,322	\$817,654	\$0	\$636,667	43.8%
Oblate Missionary Society	Interim	Telephone	11/20/17	\$0	\$0	\$0	\$0	
SADD	Final	Telephone	12/31/16	\$43,184	\$30,229	\$0	\$12,955	30.0%
Salesian Missions	Interim	Telephone	11/6/17	\$15,605	\$15,605	\$0	\$0	0.0%
Special Olympics	Final	Telephone	12/31/16	\$7,778,335	\$1,834,734	\$0	\$5,943,601	76.4%
Special Olympics Michigan	Interim	Telephone	12/31/16	\$319,915	\$167,790	\$0	\$152,125	47.6%
United Breast Cancer Foundation	Interim	Telephone	11/11/17	\$216,474	\$131,540	\$0	\$84,934	39.2%
<b>Hudson Bay Company of IL</b>								
9 to 5 Working Women Education Fund	Interim	Telephone	9/30/17	\$5,635	\$4,252	\$0	\$1,383	24.5%
Government Accountability Project	Final	Telephone	12/31/16	\$40,654	\$27,360	\$0	\$13,294	32.7%
Organic Consumers Association	Interim	Telephone	9/30/17	\$229,831	\$147,111	\$0	\$82,720	36.0%
<b>Huntsinger &amp; Jeffer</b>								
National Association of Police Organizations	Interim	Direct Mail	1/30/17	\$675,543	\$515,725	\$47,049	\$112,769	16.7%
VFW National Home for Children	Final	Direct Mail	6/30/17	\$1,126,866	\$84,000	\$479,891	\$562,975	50.0%
<b>HWS Consulting</b>								
National Rifle Association of America	Interim	Other	6/30/17	\$0	\$360,000	\$0	\$0	

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<b>Charity</b>								
<b>InfoCision</b>								
Alliance Defending Freedom	Final	Telephone	8/31/17	\$122,324	\$23,307	\$0	\$99,017	80.9%
ALSAC	Interim	Telephone	6/30/17	\$5,212,679	\$4,974,534	\$0	\$238,144	4.6%
American Diabetes Association	Interim	Telephone	12/31/16	\$878,639	\$629,879	\$0	\$248,760	28.3%
American Heart Association	Final	Telephone	9/30/17	\$5,977,303	\$3,606,746	\$0	\$2,370,558	39.7%
American Institute for Cancer Research	Interim	Telephone	12/31/16	\$2,186,926	\$1,532,164	\$0	\$654,762	29.9%
American Lung Association	Final	Telephone	9/30/17	\$519,353	\$306,797	\$0	\$212,556	40.9%
AOPA Foundation	Final	Telephone	7/31/17	\$77,926	\$70,413	\$0	\$7,514	9.6%
Arthritis Foundation	Final	Telephone	5/31/17	\$164,551	\$101,193	\$0	\$63,358	38.5%
ChildFund International USA	Final	Telephone	6/30/17	\$6,005,736	\$221,784	\$0	\$5,783,952	96.3%
Christian Advocates Serving Evangelism	Final	Telephone	5/31/17	\$924,647	\$118,805	\$0	\$805,843	87.2%
Concerned Women for America	Final	Telephone	6/30/17	\$299,189	\$172,991	\$0	\$126,198	42.2%
Detroit Educational TV Foundation	Final	Telephone	7/31/17	\$134,490	\$116,004	\$0	\$18,486	13.7%
Easter Seal Society	Final	Telephone	7/4/17	\$1,100,915	\$700,348	\$0	\$400,567	36.4%
Environmental Defense Fund	Final	Telephone	6/30/17	\$172,735	\$238,750	\$0	\$(66,015)	-38.2%
Feed the Children	Interim	Telephone	12/31/16	\$520,917	\$376,168	\$0	\$144,748	27.8%
Focus on Family	Final	Telephone	12/13/16	\$63,361	\$45,871	\$0	\$17,490	27.6%
Food for the Poor	Final	Telephone	9/30/17	\$3,682,719	\$63,393	\$0	\$3,619,326	98.3%
Good News Broadcasting Assoc.	Final	Telephone	10/31/15	\$5,760	\$8,296	\$0	\$(2,536)	-44.0%
International Fellowship of Christians & Jews	Final	Telephone	12/31/16	\$2,106,071	\$872,309	\$0	\$1,233,761	58.6%
Jewish Voice Ministries International	Final	Telephone	9/30/17	\$2,970,498	\$485,474	\$0	\$2,485,025	83.7%
LeSEA Global Feed the Hungry	Final	Telephone	1/31/17	\$67,361	\$21,521	\$0	\$45,840	68.1%
Medecins Sans Frontieres U.S.A., Inc.	Final	Telephone	7/31/17	\$1,766,447	\$156,628	\$0	\$1,609,819	91.1%
Mothers Against Drunk Driving	Final	Telephone	7/14/17	\$36,865	\$47,702	\$0	\$(10,837)	-29.4%
Multiple Sclerosis Association of America	Final	Telephone	3/31/17	\$20,208	\$18,300	\$0	\$1,908	9.4%

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<b>Charity</b>								
National Multiple Sclerosis Society	Final	Telephone	8/31/17	\$210,725	\$166,310	\$0	\$44,415	21.1%
North Shore Animal League	Final	Telephone	1/31/17	\$369,258	\$229,417	\$0	\$139,841	37.9%
Open Doors Brother Andrew	Final	Telephone	10/31/17	\$155,835	\$54,668	\$0	\$101,167	64.9%
Prison Fellowship Ministries	Final	Telephone	6/30/17	\$257,036	\$168,945	\$0	\$88,091	34.3%
Smile Train	Final	Telephone	8/31/17	\$972,959	\$938,320	\$0	\$34,639	3.6%
Special Olympics	Final	Telephone	12/31/16	\$0	\$0	\$0	\$0	
U.S. Olympic and Paralympic Foundation	Final	Telephone	5/31/17	\$4,890	\$3,212	\$0	\$1,678	34.3%
United States Association for UNHCR	Interim	Telephone	5/31/17	\$167,856	\$53,738	\$0	\$114,118	68.0%
United States Fund for UNICEF	Final	Telephone	6/30/17	\$531,024	\$86,965	\$0	\$444,059	83.6%
WAY Media	Final	Telephone	4/30/17	\$3,604,600	\$82,406	\$0	\$3,522,194	97.7%
<b>Innovative Teleservices</b>								
Cancer Survivor's Fund	Interim	Telephone	5/31/17	\$37,265	\$33,538	\$0	\$3,727	10.0%
Firefighters Support Foundation	Interim	Telephone	6/1/17	\$65,263	\$58,736	\$0	\$6,527	10.0%
Vietnow National Headquarters	Final	Telephone	11/30/17	\$24,823	\$21,100	\$0	\$3,723	15.0%
<b>Integral Resources</b>								
Medecins Sans Frontieres U.S.A.	Final	Telephone	2/28/17	\$100,153	\$94,352	\$0	\$5,801	5.8%
Planned Parenthood Federation of America	Final	Telephone	6/30/17	\$267,991	\$350,648	\$0	\$(82,657)	-30.8%
<b>J. Milito &amp; Associates</b>								
Binder Park Zoological Society	Final	Telephone	12/31/17	\$17,060	\$1,409	\$0	\$15,651	91.7%
Calvin Theological Seminary	Final	Telephone	7/29/17	\$81,120	\$13,432	\$0	\$67,689	83.4%
Cath.Sec. Schools Greater Gr. Rapids	Final	Telephone	12/4/17	\$41,392	\$5,220	\$0	\$36,173	87.4%
Christian Reformed Board of Home Missions	Final	Telephone	1/16/17	\$22,125	\$3,744	\$1,150	\$17,231	77.9%
Conductive Learning Center	Final	Telephone	1/28/17	\$11,075	\$4,396	\$600	\$6,079	54.9%
Dutton Christian School	Final	Telephone	1/9/17	\$14,842	\$2,792	\$1,150	\$10,900	73.4%

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<b>Charity</b>								
Fremont Christian School	Final	Telephone	6/30/17	\$12,235	\$1,720	\$0	\$10,515	85.9%
Gilda's Club Grand Rapids	Final	Telephone	12/27/16	\$24,330	\$9,863	\$1,450	\$13,017	53.5%
Grand Rapids Christian Schools	Final	Telephone	6/7/17	\$29,738	\$4,503	\$1,250	\$23,985	80.7%
Grand Rapids Civic Theatre	Final	Telephone	7/8/17	\$23,740	\$2,818	\$0	\$20,922	88.1%
Guest House	Final	Telephone	12/2/17	\$18,500	\$15,465	\$0	\$3,035	16.4%
Henry Ford Health System	Final	Telephone	10/24/16	\$94,660	\$17,589	\$1,450	\$75,621	79.9%
Holland Christian Education Society	Final	Telephone	6/30/17	\$0	\$0	\$0	\$0	
Jenison Christian School	Final	Telephone	6/30/17	\$54,136	\$3,267	\$0	\$50,869	94.0%
Kalamazoo Christian School Association	Final	Telephone	12/1/16	\$61,566	\$4,246	\$1,250	\$56,070	91.1%
Lakeshore Habitat for Humanity	Final	Telephone	7/27/17	\$3,823	\$2,045	\$0	\$1,778	46.5%
Michigan Women's Studies Association	Final	Telephone	12/31/17	\$32,250	\$2,863	\$0	\$29,387	91.1%
Paws with a Cause	Final	Telephone	8/23/16	\$8,235	\$1,032	\$1,150	\$6,053	73.5%
Phoenix Society for Burn Survivors	Final	Telephone	12/31/17	\$0	\$2,328	\$0	\$0	
Pine Rest Christian Mental Health Services	Final	Telephone	1/29/17	\$10,575	\$2,562	\$1,150	\$6,863	64.9%
Samaritas	Final	Telephone	1/9/17	\$23,880	\$3,159	\$1,150	\$19,571	82.0%
Society for Christian Instruction at Allendale	Final	Telephone	1/31/17	\$8,385	\$730	\$239	\$7,416	88.4%
South Christian High School	Final	Telephone	6/30/17	\$25,820	\$5,447	\$1,819	\$18,555	71.9%
St Hugo of Hills Catholic Church	Final	Telephone	12/31/17	\$19,925	\$1,274	\$0	\$18,651	93.6%
St. Patrick - St. Anthony Catholic Parish	Final	Telephone	12/31/17	\$11,170	\$2,491	\$565	\$8,114	72.6%
St. Stephen Catholic Church	Final	Telephone	12/31/17	\$24,480	\$1,465	\$0	\$23,015	94.0%
Sunset Manor	Final	Telephone	6/30/17	\$40,540	\$1,906	\$450	\$38,184	94.2%
The Grand Rapids Symphony Society	Interim	Telephone	2/28/17	\$62,863	\$10,958	\$0	\$51,905	82.6%
Van Andel Institute	Final	Telephone	1/30/17	\$13,980	\$8,775	\$1,350	\$3,856	27.6%
West Michigan Symphony	Final	Telephone	12/31/17	\$4,970	\$996	\$0	\$3,974	80.0%
Western Michigan Christian High School	Final	Telephone	7/27/17	\$24,055	\$2,157	\$1,150	\$20,748	86.3%

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<b>Charity</b>								
<b>JAK Productions</b>								
Cancer Survivors' Fund	Interim	Telephone	10/31/17	\$453,848	\$399,530	\$0	\$54,318	12.0%
Defeat Diabetes Foundation	Interim	Telephone	4/30/17	\$555,170	\$488,549	\$0	\$66,620	12.0%
Firefighters Charitable Foundation	Interim	Telephone	5/31/17	\$1,686,826	\$1,484,407	\$0	\$202,419	12.0%
International Union of Police Assns	Interim	Telephone	4/14/17	\$161,579	\$145,421	\$0	\$16,158	10.0%
Veterans Support Foundation	Interim	Telephone	11/30/17	\$1,679,640	\$1,427,694	\$0	\$251,946	15.0%
<b>JR Turnbull Communications</b>								
Detroit Cristo Rey High School	Final	Telephone	5/31/16	\$302,756	\$20,000	\$83,601	\$199,155	65.8%
MI Institute of Urology Men's Health Found.	Final	Internet/Social Media	6/30/16	\$4,972	\$0	\$3,206	\$1,767	35.5%
Rhonda Walker Foundation	Final	Telephone	8/1/17	\$63,377	\$15,000	\$20,831	\$27,546	43.5%
<b>Kalamazoo Experiential Learning Center</b>								
Downtown Kalamazoo	Final	Telephone	12/31/16	\$58,250	\$22,594	\$50,051	\$(14,395)	-24.7%
New Year's Fest of Kalamazoo	Interim	Telephone	3/31/17	\$92,249	\$15,436	\$75,254	\$1,560	1.7%
Pretty Lake Camp	Final	Telephone	12/31/16	\$66,262	\$9,364	\$38,914	\$17,983	27.1%
Prevention Works	Final	Telephone	2/1/17	\$0	\$9,527	\$0	\$0	
The Community Healing Centers	Interim	Telephone	5/31/17	\$101,321	\$10,289	\$6,259	\$84,775	83.7%
<b>Kimberly Byrne</b>								
Mother & Unborn Baby Care	Final	Other	12/31/16	\$0	\$2,500	\$0	\$0	
<b>Lakes Management</b>								
Military Order Purple Heart Service Found.	Interim	Telephone	3/31/17	\$1,037,611	\$702,374	\$0	\$335,237	32.3%
<b>MDS Communications</b>								
Alliance Defending Freedom	Interim	Telephone	9/6/17	\$201,152	\$117,227	\$0	\$83,925	41.7%
Am. Soc. for Prevention of Cruelty to Animals	Final	Telephone	11/29/16	\$185,635	\$56,930	\$0	\$128,705	69.3%

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<b>Charity</b>								
Americans United for Life	Final	Telephone	5/31/17	\$0	\$0	\$0	\$0	
Arthritis Foundation	Final	Telephone	12/31/16	\$80,650	\$55,925	\$0	\$24,725	30.7%
CARE	Final	Telephone	6/30/17	\$924,967	\$534,547	\$0	\$390,420	42.2%
Christian Advocates Serving Evangelism	Final	Telephone	12/31/16	\$2,364,491	\$259,890	\$0	\$2,104,601	89.0%
Consumers Union of US	Final	Telephone	4/1/17	\$48,550	\$47,309	\$0	\$1,241	2.6%
Family Research Council	Final	Telephone	6/30/17	\$253,572	\$256,524	\$0	\$(2,952)	-1.2%
Feeding America	Interim	Telephone	4/18/17	\$610,248	\$500,999	\$0	\$109,249	17.9%
First Liberty Institute	Interim	Telephone	3/29/17	\$69,946	\$60,501	\$0	\$9,445	13.5%
Food for the Hungry	Final	Telephone	6/23/17	\$177,262	\$110,518	\$0	\$66,744	37.7%
Heifer Project International	Interim	Telephone	6/26/17	\$4,067,767	\$2,143,101	\$0	\$1,924,666	47.3%
Holt Int'l Children's Services	Final	Telephone	7/28/17	\$68,718	\$34,292	\$0	\$34,426	50.1%
John Hancock Committee for the States	Final	Telephone	3/9/17	\$0	\$0	\$0	\$0	
Life Issues Institute	Final	Telephone	2/28/17	\$4,253	\$2,806	\$0	\$1,447	34.0%
Mercy Corps International	Interim	Telephone	6/30/17	\$202,663	\$354,392	\$0	\$(151,729)	-74.9%
Operation Smile	Final	Telephone	6/9/17	\$1,846,659	\$1,156,283	\$0	\$690,376	37.4%
Project HOPE	Interim	Telephone	7/13/17	\$0	\$0	\$0	\$0	
Save the Children Federation	Final	Telephone	12/31/16	\$315,280	\$312,322	\$0	\$2,958	0.9%
Special Olympics	Final	Telephone	12/31/16	\$15,927	\$22,298	\$0	\$0	0.0%
Students for Life of America	Interim	Telephone	12/31/16	\$385,118	\$289,701	\$0	\$95,417	24.8%
The Nature Conservancy	Final	Telephone	12/31/17	\$0	\$0	\$0	\$0	
University of Northwestern-St. Paul	Interim	Telephone	4/16/17	\$141,961	\$56,008	\$0	\$85,953	60.5%
WAY Media	Final	Telephone	11/15/17	\$106,247	\$120,872	\$0	\$(14,625)	-13.8%
<b>Midwest Publishing DN</b>								
Am. Fed. of Police & Concerned Citizens	Interim	Telephone	12/31/16	\$746,730	\$657,122	\$0	\$89,608	12.0%
Breast Cancer Survivors Foundation	Final	Telephone	5/31/17	\$85,727	\$77,154	\$0	\$8,573	10.0%

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<b>Charity</b>								
Cancer Survivors' Fund	Interim	Telephone	12/31/16	\$339,233	\$305,309	\$0	\$33,923	10.0%
Committee for Missing Children	Interim	Telephone	12/31/16	\$387,326	\$335,037	\$0	\$52,289	13.5%
Firefighters Charitable Foundation	Interim	Telephone	12/31/16	\$482,187	\$419,503	\$0	\$62,684	13.0%
National Cancer Coalition	Final	Telephone	5/31/17	\$125,926	\$107,037	\$0	\$18,889	15.0%
<b>Midwest Recycling</b>								
AFPD	Interim	Other	12/31/16	\$11,551	\$0	\$0	\$11,551	100.0%
American National Red Cross	Interim	Other	12/31/16	\$21,586	\$0	\$0	\$21,586	100.0%
Hero of Washtenaw County	Interim	Other	12/31/16	\$2,729	\$0	\$0	\$2,729	100.0%
Kids in Distress Services	Interim	Other	12/31/16	\$9,241	\$0	\$0	\$9,241	100.0%
<b>National Capital Teleservices</b>								
NFIB Small Business Legal Center	Final	Telephone	12/31/16	\$73,870	\$41,547	\$0	\$32,323	43.8%
<b>National Fundraising Management</b>								
Car Donation Foundation	Interim	Vehicle Donations	12/31/16	\$35,306,034	\$7,994,021	\$9,444,493	\$17,867,520	50.6%
<b>Omaze</b>								
Lumos Foundation USA	Final	Internet/Social Media	9/30/17	\$40,437	\$6,123	\$9,820	\$24,494	60.6%
<b>Outreach Calling</b>								
Breast Cancer Survivors Foundation	Final	Telephone	9/15/16	\$1,203,215	\$1,082,893	\$0	\$120,321	10.0%
Committee for Missing Children	Interim	Telephone	3/14/17	\$32,227	\$29,005	\$0	\$3,223	10.0%
Crisis Relief Network	Interim	Telephone	5/31/17	\$524,024	\$471,622	\$0	\$52,402	10.0%
Defeat Diabetes Foundation	Interim	Telephone	10/31/17	\$91,085	\$77,422	\$0	\$13,663	15.0%
Disabled Police and Sheriffs Foundation	Interim	Telephone	8/3/17	\$3,261,253	\$2,935,128	\$0	\$326,125	10.0%
Firefighters Support Foundation	Interim	Telephone	8/24/17	\$6,954,488	\$6,259,039	\$0	\$695,449	10.0%
Healing Heroes Network	Interim	Telephone	2/2/17	\$1,308,213	\$1,177,391	\$0	\$130,821	10.0%

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<b>Charity</b>								
International Union of Police Associations	Interim	Telephone	12/31/16	\$4,318,908	\$3,887,017	\$0	\$431,891	10.0%
Law Enforcement Officers Relief Fund	Final	Telephone	4/14/17	\$1,809,021	\$1,628,207	\$0	\$180,814	10.0%
Reserve Police Officers Association	Interim	Telephone	6/30/17	\$736,948	\$666,938	\$0	\$70,010	9.5%
United Cancer Support Foundation	Interim	Telephone	6/30/17	\$998,770	\$898,893	\$0	\$99,877	10.0%
Veterans Assistance Foundation	Final	Telephone	12/31/16	\$60,513	\$54,462	\$0	\$6,051	10.0%
<b>Peak Productions</b>								
Institute for the Arts & Education	Interim	Special Event	12/31/16	\$33,166	\$0	\$35,636	\$(2,470)	-7.4%
<b>Prolanthropy LLC</b>								
Reggie Jacksons Determined to Assist Fnd	Interim	Special Event	12/31/16	\$162,501	\$16,222	\$74,748	\$71,531	44.0%
<b>Public Interest Communications</b>								
Air Force Association	Final	Telephone	6/14/17	\$3,656	\$15,249	\$0	\$(11,593)	-317.1%
ALSAC	Final	Telephone	6/30/17	\$2,019,823	\$1,033,923	\$0	\$985,900	48.8%
Center for Reproductive Rights	Final	Telephone	2/13/17	\$19,265	\$42,716	\$0	\$(23,451)	-121.7%
Center for Victims of Torture	Final	Telephone	10/14/16	\$15,022	\$14,327	\$0	\$695	4.6%
Christian Appalachian Project	Final	Telephone	4/14/17	\$46,594	\$88,116	\$0	\$(41,522)	-89.1%
Defenders of Wildlife	Final	Telephone	9/30/17	\$85,092	\$156,400	\$0	\$(71,307)	-83.8%
Disabled American Veterans	Final	Telephone	4/30/17	\$252,925	\$287,847	\$0	\$(34,922)	-13.8%
Environmental Defense Fund	Final	Telephone	3/31/17	\$97,709	\$72,260	\$0	\$25,449	26.0%
Epilepsy Foundation of America	Final	Telephone	11/30/16	\$3,502	\$5,728	\$0	\$(2,226)	-63.6%
Farm Sanctuary	Final	Telephone	4/14/17	\$71,075	\$98,177	\$0	\$(27,102)	-38.1%
FINCA International	Final	Telephone	9/15/17	\$23,528	\$39,658	\$0	\$(16,130)	-68.6%
Food & Water Watch	Final	Telephone	12/14/16	\$24,391	\$38,583	\$0	\$(14,192)	-58.2%
Galapagos Conservancy	Final	Telephone	1/31/17	\$1,940	\$4,209	\$0	\$(2,269)	-117.0%
Greenpeace Fund	Final	Telephone	5/31/16	\$18,385	\$5,320	\$0	\$13,065	71.1%



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<b>Charity</b>								
Help Me See	Final	Telephone	10/31/16	\$19,090	\$25,458	\$0	\$(6,368)	-33.4%
Humane Society International	Final	Telephone	12/31/16	\$1,325	\$11,319	\$0	\$(9,994)	-754.3%
International Rescue Committee	Final	Telephone	1/31/16	\$90,781	\$14,903	\$0	\$75,878	83.6%
Jane Goodall Institute	Final	Telephone	11/14/16	\$29,491	\$29,728	\$0	\$(238)	-0.8%
Medecins Sans Frontieres U.S.A.	Final	Telephone	8/31/17	\$546,864	\$593,896	\$0	\$(47,032)	-8.6%
Nat'l Gay and Lesbian Task Force Found.	Final	Telephone	1/1/17	\$47,828	\$23,598	\$0	\$24,231	50.7%
Oxfam America	Final	Telephone	10/19/17	\$68,354	\$137,447	\$0	\$(69,093)	-101.1%
People for Ethical Treatment of Animals	Final	Telephone	2/28/17	\$26,415	\$34,814	\$0	\$(8,399)	-31.8%
People for the American Way Foundation	Final	Telephone	1/14/16	\$40,035	\$36,989	\$0	\$3,046	7.6%
Project ORBIS International	Final	Telephone	5/31/17	\$3,861	\$10,233	\$0	\$(6,372)	-165.0%
Quiet Hour Ministries	Final	Telephone	8/31/17	\$19,534	\$11,672	\$0	\$7,862	40.2%
SOS Children's Villages - USA	Final	Telephone	7/31/17	\$44,191	\$16,436	\$0	\$27,755	62.8%
Student Conservation Association	Final	Telephone	6/30/17	\$4,920	\$6,448	\$0	\$(1,528)	-31.1%
Unitarian Universalist Service Committee	Final	Telephone	8/14/17	\$122,489	\$57,384	\$0	\$65,106	53.2%
Women for Women International	Final	Telephone	9/17/17	\$241,311	\$75,271	\$0	\$166,040	68.8%
World Wildlife Fund	Final	Telephone	6/30/17	\$36,859	\$34,638	\$0	\$2,221	6.0%
<b>Public Sector Consultants</b>								
Great Lakes Fishery Trust	Interim	Telephone	12/31/16	\$184,856	\$0	\$0	\$184,856	100.0%
<b>Residential Programs</b>								
Breast Cancer Survivors Foundation	Interim	Telephone	1/5/17	\$10	\$9	\$0	\$1	10.0%
Reserve Police Officers Association	Interim	Telephone	8/31/17	\$164,732	\$145,754	\$0	\$18,978	11.5%
State Lodge of MI Fraternal Order of Police	Interim	Telephone	7/31/17	\$633,463	\$553,212	\$0	\$80,251	12.7%
<b>Resource &amp; Event Management Ltd.</b>								
Nat Ctr on Addiction and Substance Abuse	Final	Telephone	6/30/16	\$1,101,600	\$130,000	\$194,583	\$777,017	70.5%

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<b>Charity</b>								
<b>Response Dynamics</b>								
Nat'l Center for Public Policy Research	Final	Direct Mail	12/31/16	\$5,040,560	\$283,718	\$1,103,966	\$3,652,876	72.5%
<b>Robert Smith</b>								
Sarett Nature Center	Interim	Other	6/30/17	\$5,500	\$310	\$0	\$5,190	94.4%
<b>Ronald F. Doddy &amp; Associates</b>								
Defeat Diabetes Foundation	Final	Telephone	12/31/16	\$14,131	\$11,305	\$0	\$2,826	20.0%
Disability Services Resource Center	Final	Telephone	12/31/16	\$32,710	\$26,168	\$0	\$6,542	20.0%
Fish Tales	Final	Telephone	12/31/16	\$133,645	\$39,515	\$0	\$94,130	70.4%
Mission of Hope Cancer Fund	Final	Telephone	12/31/16	\$473,299	\$378,639	\$0	\$94,660	20.0%
Nat'l Assn. of the Physically Handicapped	Final	Telephone	12/31/16	\$13,325	\$11,326	\$0	\$1,999	15.0%
Santa's Cupboard	Final	Telephone	12/31/16	\$67,188	\$53,751	\$0	\$13,438	20.0%
<b>Ruffalo Noel Levitz</b>								
A. T. Still University of Health Sciences	Final	Telephone	6/30/17	\$85,757	\$56,475	\$0	\$29,282	34.1%
Administrators of Tulane Educational Fund	Interim	Telephone	6/30/17	\$372,179	\$52,050	\$0	\$320,129	86.0%
Aquinas College	Interim	Telephone	4/30/17	\$90,484	\$78,000	\$0	\$12,484	13.8%
Assoc.Former Students of Texas A&M Univ.	Interim	Telephone	6/30/17	\$1,499,667	\$543,178	\$0	\$956,489	63.8%
Associate Alumnae of Douglas College	Final	Telephone	6/30/17	\$19,418	\$0	\$0	\$19,418	100.0%
Colorado Seminary	Final	Telephone	12/31/16	\$23,862,300	\$189,308	\$0	\$23,672,992	99.2%
Des Moines University	Final	Telephone	3/31/17	\$74,672	\$42,170	\$0	\$32,502	43.5%
Florida State University Foundation	Final	Telephone	6/30/17	\$605,460	\$288,800	\$0	\$316,660	52.3%
Hamline University	Final	Telephone	8/31/17	\$0	\$0	\$0	\$0	
Hunter College Foundation	Final	Telephone	5/31/17	\$132,317	\$142,741	\$0	\$(10,424)	-7.9%
Illinois State University Foundation	Interim	Telephone	6/30/17	\$517,463	\$139,056	\$0	\$378,407	73.1%

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<b>Charity</b>								
Johns Hopkins University	Interim	Telephone	6/30/17	\$1,258,138	\$255,433	\$0	\$1,002,706	79.7%
Kansas State University Foundation	Interim	Telephone	6/30/17	\$1,639,199	\$156,451	\$0	\$1,482,748	90.5%
Kappa Alpha Theta Foundation	Final	Telephone	6/30/17	\$96,034	\$68,270	\$0	\$27,764	28.9%
Kirkwood Community College Foundation	Final	Telephone	6/30/17	\$10,743	\$12,560	\$0	\$(1,817)	-16.9%
Loras College	Final	Telephone	6/30/16	\$262,435	\$58,368	\$0	\$204,067	77.8%
LSU Foundation	Interim	Telephone	6/30/17	\$412,555	\$191,634	\$0	\$220,922	53.5%
Marshall University Foundation	Final	Telephone	6/30/17	\$70,901	\$58,584	\$0	\$12,317	17.4%
Montana Tech Foundation	Final	Telephone	6/30/17	\$116,595	\$65,706	\$0	\$50,889	43.6%
Morgan State University Foundation	Final	Telephone	5/30/17	\$69,752	\$38,196	\$0	\$31,557	45.2%
Neumann University	Final	Telephone	6/30/17	\$9,964	\$24,460	\$0	\$(14,495)	-145.5%
North Carolina State University Foundation	Interim	Telephone	6/30/17	\$902,107	\$192,094	\$0	\$710,012	78.7%
Philadelphia College Osteopathic Medicine	Final	Telephone	5/31/17	\$28,149	\$30,047	\$0	\$(1,898)	-6.7%
Rutgers University Foundation	Final	Telephone	6/30/17	\$925,077	\$845,747	\$0	\$79,330	8.6%
Saint Peters University	Final	Telephone	6/30/17	\$66,370	\$69,333	\$0	\$(2,963)	-4.5%
State University of Iowa Foundation	Interim	Telephone	6/30/17	\$394,337	\$67,603	\$0	\$326,735	82.9%
Trustees of Boston University	Final	Telephone	6/30/17	\$6,784	\$12,199	\$0	\$(5,414)	-79.8%
Trustees of Tufts College	Interim	Telephone	6/30/17	\$958,772	\$141,469	\$0	\$817,303	85.2%
United States Fund for UNICEF	Final	Telephone	6/30/17	\$840,487	\$465,963	\$0	\$374,524	44.6%
University of Connecticut Foundation	Final	Telephone	6/30/17	\$403,029	\$149,523	\$0	\$253,506	62.9%
University of Montana Foundation	Interim	Telephone	6/30/17	\$332,594	\$61,956	\$0	\$270,638	81.4%
University of Baltimore Foundation	Final	Telephone	6/30/17	\$101,261	\$163,502	\$0	\$(62,241)	-61.5%
University of Colorado Foundation	Final	Telephone	6/30/17	\$965,586	\$577,282	\$640,254	\$(251,950)	-26.1%
University of Dayton	Final	Telephone	6/30/17	\$674,873	\$156,989	\$0	\$517,884	76.7%
University of Florida Foundation	Final	Telephone	6/30/17	\$1,069,825	\$409,800	\$0	\$660,025	61.7%
University of Mississippi Foundation	Interim	Telephone	6/30/17	\$396,523	\$142,628	\$0	\$253,894	64.0%

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<b>Charity</b>								
University of Nebraska Foundation	Final	Telephone	6/30/17	\$381,851	\$260,229	\$0	\$121,622	31.9%
University of Nevada Las Vegas Foundation	Interim	Telephone	6/30/17	\$180,343	\$102,986	\$0	\$77,357	42.9%
University of Northern Iowa Foundation	Interim	Telephone	6/30/17	\$387,315	\$27,752	\$0	\$359,563	92.8%
University of Tennessee Foundation	Interim	Telephone	6/30/17	\$93,974	\$69,972	\$0	\$24,002	25.5%
University System of Maryland Foundation	Interim	Telephone	9/5/17	\$141,670	\$180,524	\$0	\$(38,854)	-27.4%
USAFA Endowment	Final	Telephone	12/31/16	\$350,296	\$121,615	\$0	\$228,681	65.3%
Washington State University Foundation	Interim	Telephone	6/30/17	\$675,310	\$185,644	\$0	\$489,667	72.5%
Wayne State University	Final	Telephone	9/30/17	\$726,446	\$156,594	\$0	\$569,852	78.4%
Webster University	Final	Telephone	5/31/17	\$41,926	\$44,092	\$0	\$(2,166)	-5.2%
<b>SD&amp;A Teleservices</b>								
American Association of University Women	Final	Telephone	10/31/17	\$11,297	\$7,117	\$0	\$4,180	37.0%
Art Institute of Chicago	Final	Telephone	12/31/16	\$60,270	\$44,403	\$0	\$15,867	26.3%
Carnegie Hall Society	Final	Telephone	7/31/16	\$830,315	\$402,828	\$0	\$427,487	51.5%
Chicago Symphony Orchestra	Final	Telephone	7/31/16	\$1,400,669	\$531,196	\$0	\$869,483	62.1%
Defenders of Wildlife	Final	Telephone	9/30/17	\$35,992	\$79,304	\$0	\$(43,312)	-120.3%
Detroit Opera House	Final	Telephone	12/31/16	\$33,966	\$27,162	\$0	\$6,804	20.0%
Disabled American Veterans	Final	Telephone	12/31/16	\$90,558	\$136,157	\$0	\$(45,599)	-50.4%
FINCA International	Final	Telephone	6/30/17	\$11,508	\$26,225	\$0	\$(14,717)	-127.9%
Four Paws International	Final	Telephone	1/31/17	\$3,119	\$15,950	\$0	\$(12,831)	-411.4%
Green America	Final	Telephone	8/31/16	\$9,367	\$4,347	\$0	\$5,020	53.6%
Greenpeace Fund	Final	Telephone	6/30/17	\$801,658	\$608,348	\$0	\$193,309	24.1%
Human Rights Watch	Final	Telephone	9/30/16	\$2,091	\$10,868	\$0	\$(8,777)	-419.8%
International Fund for Animal Welfare	Interim	Telephone	10/31/17	\$3,182	\$71,809	\$0	\$(68,627)	-2156.7%
Jane Goodall Institute	Final	Telephone	12/31/16	\$15,951	\$23,925	\$0	\$(7,974)	-50.0%
Lambda Legal Defense and Education	Final	Telephone	6/6/17	\$2,634	\$5,169	\$0	\$(2,535)	-96.2%

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<b>Charity</b>								
Medecins Sans Frontieres U.S.A.	Final	Telephone	12/31/16	\$148,997	\$164,038	\$0	\$(15,041)	-10.1%
National Geographic Society	Final	Telephone	3/31/17	\$63,247	\$106,896	\$0	\$(43,649)	-69.0%
National Parks Conservation Association	Final	Telephone	4/30/17	\$68,171	\$67,342	\$0	\$829	1.2%
Natural Resources Defense Council	Final	Telephone	7/31/17	\$15,922	\$39,128	\$0	\$(23,206)	-145.7%
People for the Ethical Treatment of Animals	Final	Telephone	1/31/17	\$91,219	\$135,410	\$0	\$(44,191)	-48.4%
Planned Parenthood Federation of America	Final	Telephone	6/30/17	\$276,033	\$283,379	\$0	\$(7,346)	-2.7%
Public Citizen	Final	Telephone	9/30/17	\$6,864	\$20,930	\$0	\$(14,066)	-204.9%
Rainforest Action Network	Final	Telephone	7/31/17	\$6,155	\$12,460	\$0	\$(6,305)	-102.4%
Share Our Strength	Final	Telephone	7/31/17	\$3,193	\$18,797	\$0	\$(15,604)	-488.7%
Unitarian Universalist Service Committee	Final	Telephone	9/8/17	\$0	\$1,000	\$0	\$(1,000)	
United Service Organizations	Final	Telephone	3/31/17	\$56,868	\$93,119	\$0	\$(36,251)	-63.7%
World Animal Protection	Final	Telephone	9/14/17	\$41,601	\$53,370	\$0	\$(11,769)	-28.3%
<b>Smith Educational Associates</b>								
Bark Angels	Interim	Other	6/30/17	\$0	\$100	\$0	\$0	
<b>Soldon Ferguson &amp; Associates</b>								
100 Black Men of Greater Detroit	Final	Internet/Social Media	12/31/16	\$61,399	\$4,298	\$0	\$57,101	93.0%
<b>TC Group</b>								
Alternatives of Kalamazoo	Final	Special Event	6/30/17	\$24,265	\$5,125	\$2,139	\$17,001	70.1%
Bangla Ministries Worldwide	Final	Special Event	9/15/16	\$69,045	\$10,293	\$8,603	\$50,149	72.6%
Camp Beechpoint	Final	Special Event	12/31/16	\$34,546	\$6,649	\$9,524	\$18,373	53.2%
Covenant Hills Camp & Retreat	Final	Special Event	6/30/16	\$34,809	\$11,114	\$1,671	\$22,025	63.3%
Flames Sports Academy & Training	Final	Special Event	12/31/16	\$13,581	\$5,500	\$0	\$8,081	59.5%
Heritage Christian Academy	Final	Special Event	12/31/17	\$52,887	\$20,722	\$2,352	\$29,813	56.4%

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<b>Charity</b>								
<b>Telefund</b>								
Am Soc for Prevention of Cruelty to Animals	Final	Telephone	12/31/16	\$1,033,185	\$254,771	\$0	\$778,414	75.3%
International Rescue Committee	Final	Telephone	12/31/16	\$19,275	\$31,829	\$0	\$(12,554)	-65.1%
Veterans of Foreign Wars of the United States	Final	Telephone	6/30/16	\$36,816	\$43,277	\$0	\$(6,461)	-17.6%
<b>Thriving Children Advocates</b>								
Child Fund International	Interim	Other	6/30/17	\$451,112	\$119,520	\$0	\$331,592	73.5%
<b>TSM Donor Engagement Team</b>								
New England Historic Genealogical Society	Final	Telephone	7/31/17	\$248,050	\$163,294	\$0	\$84,757	34.2%
ProMedica Foundation	Interim	Telephone	4/30/17	\$21,787	\$156,855	\$0	\$(135,069)	-620.0%
Save the Children Federation	Final	Telephone	7/31/17	\$36,026	\$11,081	\$0	\$24,945	69.2%
The Cleveland Clinic Foundation	Interim	Telephone	3/6/17	\$337,315	\$392,399	\$0	\$(55,084)	-16.3%
University of Texas MD Anderson Cancer Cent	Interim	Telephone	3/7/17	\$440,456	\$281,596	\$0	\$158,860	36.1%
<b>TVI</b>								
Easter Seals Northern Ohio	Interim	Other	5/30/17	\$11,723	\$0	\$0	\$11,723	100.0%
<b>United Partners Outreach</b>								
MI Professional Firefighters Union	Interim	Telephone	12/31/16	\$239,304	\$191,443	\$0	\$47,861	20.0%
<b>Valor Nonprofit Fundraising</b>								
Bay Future	Final	Other	12/31/16	\$409,741	\$74,500	\$24,266	\$310,975	75.9%
<b>Venio</b>								
Children's Defense Fund	Final	Direct Mail	6/30/17	\$0	\$14	\$0	\$0	
Easter Seals	Final	Direct Mail	6/30/17	\$0	\$0	\$0	\$0	
<b>Wilson-Bennett Technology</b>								

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<b>Charity</b>								
Alma College	Interim	Telephone	12/31/16	\$170,251	\$44,339	\$6,245	\$119,667	70.3%
Colonial Williamsburg Found	Interim	Telephone	6/30/17	\$90,164	\$45,000	\$20,805	\$24,359	27.0%
Kalamazoo College	Interim	Telephone	12/31/16	\$304,508	\$68,928	\$23,543	\$212,037	69.6%
Northwood University	Interim	Telephone	12/31/16	\$38,435	\$47,528	\$6,962	\$(16,055)	-41.8%
Ohio University Foundation	Interim	Telephone	12/31/16	\$294,275	\$498,957	\$0	\$(204,682)	-69.6%
<b>Wolverine Productions</b>								
Crime Stoppers of Gladwin County	Final	Telephone	6/15/17	\$36,565	\$19,432	\$11,579	\$5,554	15.2%
Northeast Michigan Crime Stoppers Inc	Final	Telephone	6/30/17	\$23,173	\$8,571	\$11,601	\$3,000	12.9%
<b>Your Voice Media</b>								
Earthjustice	Interim	Telephone	12/31/16	\$14,953	\$10,272	\$0	\$4,681	31.3%
Jane Goodall Institute	Interim	Telephone	12/31/16	\$23,545	\$22,058	\$0	\$1,487	6.3%
Natural Resources Defense Council	Interim	Telephone	6/30/17	\$21,358	\$19,634	\$0	\$1,724	8.1%
Window to the World Communications	Interim	Telephone	12/31/16	\$133,498	\$105,522	\$0	\$27,976	21.0%

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Charity	Fundraiser	Fundraising Method	Report End Date	Gross Receipts	PFR Fees & Other Costs	Net Amount to Charity	% of Gross to Charity
The Leukemia & Lymphoma Society Inc.	Dialamerica Marketing	Telephone	6/30/17	\$27,858	\$0	\$27,858	100.0%
AFPD	Midwest Recycling	Other	12/31/16	\$11,551	\$0	\$11,551	100.0%
American National Red Cross	Midwest Recycling	Other	12/31/16	\$21,586	\$0	\$21,586	100.0%
Hero of Washtenaw County	Midwest Recycling	Other	12/31/16	\$2,729	\$0	\$2,729	100.0%
Kids in Distress Services	Midwest Recycling	Other	12/31/16	\$9,241	\$0	\$9,241	100.0%
Great Lakes Fishery Trust	Public Sector Consultants	Telephone	12/31/16	\$184,856	\$0	\$184,856	100.0%
Associate Alumnae of Douglas College	Ruffalo Noel Levitz	Telephone	6/30/17	\$19,418	\$0	\$19,418	100.0%
Easter Seals Northern Ohio	TVI	Other	5/30/17	\$11,723	\$0	\$11,723	100.0%
Colorado Seminary	Ruffalo Noel Levitz	Telephone	12/31/16	\$23,862,300	\$189,308	\$23,672,992	99.2%
Food for the Poor	InfoCision	Telephone	9/30/17	\$3,682,719	\$63,393	\$3,619,326	98.3%
WAY Media	InfoCision	Telephone	4/30/17	\$3,604,600	\$82,406	\$3,522,194	97.7%
The Nature Conservancy	Fine Line Communications	Other	9/16/16	\$310,122	\$7,472	\$302,650	97.6%
ChildFund International USA	InfoCision	Telephone	6/30/17	\$6,005,736	\$221,784	\$5,783,952	96.3%
The Humane Society of the United States	Fine Line Communications	Other	6/3/16	\$476,555	\$24,591	\$451,964	94.8%
Sarett Nature Center	Robert Smith	Other	6/30/17	\$5,500	\$310	\$5,190	94.4%
Sunset Manor	J. Milito & Associates	Telephone	6/30/17	\$40,540	\$2,356	\$38,184	94.2%
St. Stephen Catholic Church	J. Milito & Associates	Telephone	12/31/17	\$24,480	\$1,465	\$23,015	94.0%
Jenison Christian School	J. Milito & Associates	Telephone	6/30/17	\$54,136	\$3,267	\$50,869	94.0%
St Hugo of Hills Catholic Church	J. Milito & Associates	Telephone	12/31/17	\$19,925	\$1,274	\$18,651	93.6%
100 Black Men of Greater Detroit	Soldon Ferguson & Associates	Internet / Social Media	12/31/16	\$61,399	\$4,298	\$57,101	93.0%
University of Northern Iowa Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$387,315	\$27,752	\$359,563	92.8%
Save the Children Federation	Donor Services Group	Telephone	5/31/17	\$3,325,814	\$248,079	\$3,077,735	92.5%
Binder Park Zoological Society	J. Milito & Associates	Telephone	12/31/17	\$17,060	\$1,409	\$15,651	91.7%
Monastery of the Blessed Sacrament	Divine Mercy Development Services	Direct Mail	6/21/17	\$888,000	\$73,800	\$814,200	91.7%
Medecins Sans Frontieres U.S.A., Inc.	InfoCision	Telephone	7/31/17	\$1,766,447	\$156,628	\$1,609,819	91.1%
Michigan Women's Studies Association	J. Milito & Associates	Telephone	12/31/17	\$32,250	\$2,863	\$29,387	91.1%
Kalamazoo Christian School Association	J. Milito & Associates	Telephone	12/1/16	\$61,566	\$5,496	\$56,070	91.1%
Kansas State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$1,639,199	\$156,451	\$1,482,748	90.5%
Christian Advocates Serving Evangelism	MDS Communications	Telephone	12/31/16	\$2,364,491	\$259,890	\$2,104,601	89.0%



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Society for Christian Instruction at Allendale	J. Milito & Associates	Telephone	1/31/17	\$8,385	\$969	\$7,416	88.4%
Grand Rapids Civic Theatre	J. Milito & Associates	Telephone	7/8/17	\$23,740	\$2,818	\$20,922	88.1%
Cath.Sec. Schools Greater Gr. Rapids	J. Milito & Associates	Telephone	12/4/17	\$41,392	\$5,220	\$36,173	87.4%
Christian Advocates Serving Evangelism	InfoCision	Telephone	5/31/17	\$924,647	\$118,805	\$805,843	87.2%
Center for Independent Employees	Calder Group	Telephone	6/30/17	\$1,002,575	\$136,050	\$866,525	86.4%
Western Michigan Christian High School	J. Milito & Associates	Telephone	7/27/17	\$24,055	\$3,307	\$20,748	86.3%
Administrators of Tulane Educational Fund	Ruffalo Noel Levitz	Telephone	6/30/17	\$372,179	\$52,050	\$320,129	86.0%
Fremont Christian School	J. Milito & Associates	Telephone	6/30/17	\$12,235	\$1,720	\$10,515	85.9%
Trustees of Tufts College	Ruffalo Noel Levitz	Telephone	6/30/17	\$958,772	\$141,469	\$817,303	85.2%
Henry Ford Health System	Fulkerson Group	Special Event	12/31/16	\$354,100	\$57,200	\$296,900	83.8%
The Community Healing Centers	Kalamazoo Experiential Learning Ctr	Telephone	5/31/17	\$101,321	\$16,548	\$84,775	83.7%
Jewish Voice Ministries International	InfoCision	Telephone	9/30/17	\$2,970,498	\$485,474	\$2,485,025	83.7%
United States Fund for UNICEF	InfoCision	Telephone	6/30/17	\$531,024	\$86,965	\$444,059	83.6%
International Rescue Committee	Public Interest Communications	Telephone	1/31/16	\$90,781	\$14,903	\$75,878	83.6%
Calvin Theological Seminary	J. Milito & Associates	Telephone	7/29/17	\$81,120	\$13,432	\$67,689	83.4%
American Assn Nurse Anesthetists Foundation	DirectLine Technologies	Telephone	6/30/17	\$200,927	\$34,200	\$166,727	83.0%
State University of Iowa Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$394,337	\$67,603	\$326,735	82.9%
The Grand Rapids Symphony Society	J. Milito & Associates	Telephone	2/28/17	\$62,863	\$10,958	\$51,905	82.6%
Samaritas	J. Milito & Associates	Telephone	1/9/17	\$23,880	\$4,309	\$19,571	82.0%
University Montana Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$332,594	\$61,956	\$270,638	81.4%
Humane Society of the United States	Automotive Recovery Services	Vehicle Donations	12/31/16	\$630,362	\$119,016	\$511,346	81.1%
Christian Advocates Serving Evangelism	Donor Care Center	Telephone	5/31/17	\$934,080	\$176,923	\$757,157	81.1%
Alliance Defending Freedom	InfoCision	Telephone	8/31/17	\$122,324	\$23,307	\$99,017	80.9%
Grand Rapids Christian Schools	J. Milito & Associates	Telephone	6/7/17	\$29,738	\$5,753	\$23,985	80.7%
Actionaid USA	Aria Communications	Telephone	10/31/17	\$13,894	\$2,763	\$11,131	80.1%
Special Olympics	Donor Services Group	Telephone	10/31/17	\$612,700	\$122,401	\$490,300	80.0%
West Michigan Symphony	J. Milito & Associates	Telephone	12/31/17	\$4,970	\$996	\$3,974	80.0%
Henry Ford Health System	J. Milito & Associates	Telephone	10/24/16	\$94,660	\$19,039	\$75,621	79.9%
Union of Concerned Scientists	Aria Communications	Telephone	2/28/17	\$11,403	\$2,294	\$9,109	79.9%

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Johns Hopkins University	Ruffalo Noel Levitz	Telephone	6/30/17	\$1,258,138	\$255,433	\$1,002,706	79.7%
Memorial Sloan Kettering Cancer Center	Donor Services Group	Telephone	12/31/16	\$686,072	\$139,618	\$546,454	79.6%
North Carolina State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$902,107	\$192,094	\$710,012	78.7%
Wayne State University	Ruffalo Noel Levitz	Telephone	9/30/17	\$726,446	\$156,594	\$569,852	78.4%
Christian Reformed Board of Home Missions	J. Milito & Associates	Telephone	1/16/17	\$22,125	\$4,894	\$17,231	77.9%
Loras College	Ruffalo Noel Levitz	Telephone	6/30/16	\$262,435	\$58,368	\$204,067	77.8%
AmeriCares Foundation	Donor Services Group	Telephone	6/30/17	\$1,882,155	\$430,346	\$1,451,809	77.1%
University of Dayton	Ruffalo Noel Levitz	Telephone	6/30/17	\$674,873	\$156,989	\$517,884	76.7%
Military Order of the Purple Heart Service Fnd	CWH Services	Other	12/31/16	\$6,543,145	\$1,536,925	\$5,006,220	76.5%
Special Olympics	Heritage Company	Telephone	12/31/16	\$7,778,335	\$1,834,734	\$5,943,601	76.4%
American Red Cross	Donor Services Group	Telephone	9/30/17	\$768,640	\$181,738	\$586,902	76.4%
NRA Foundation	CWH Services	Telephone	11/14/16	\$1,548,779	\$367,727	\$1,181,052	76.3%
Bay Future	Valor Nonprofit Fundraising	Other	12/31/16	\$409,741	\$98,766	\$310,975	75.9%
Am Soc for the Prevention of Cruelty to Animals	Telefund	Telephone	12/31/16	\$1,033,185	\$254,771	\$778,414	75.3%
National Kidney Foundation	Automotive Recovery Services	Vehicle Donations	12/31/16	\$3,718,753	\$921,817	\$2,796,936	75.2%
Child Fund International	Thriving Children Advocates	Other	6/30/17	\$451,112	\$119,520	\$331,592	73.5%
Paws with a Cause	J. Milito & Associates	Telephone	8/23/16	\$8,235	\$2,182	\$6,053	73.5%
Dutton Christian School	J. Milito & Associates	Telephone	1/9/17	\$14,842	\$3,942	\$10,900	73.4%
Illinois State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$517,463	\$139,056	\$378,407	73.1%
St. Patrick - St. Anthony Catholic Parish	J. Milito & Associates	Telephone	12/31/17	\$11,170	\$3,056	\$8,114	72.6%
Bangla Ministries Worldwide	TC Group	Special Event	9/15/16	\$69,045	\$18,896	\$50,149	72.6%
Mel Trotter Ministries	Gateway Communications	Telephone	12/31/16	\$208,158	\$57,073	\$151,085	72.6%
Washington State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$675,310	\$185,644	\$489,667	72.5%
Nat'l Center for Public Policy Research	Response Dynamics	Direct Mail	12/31/16	\$5,040,560	\$1,387,684	\$3,652,876	72.5%
The Heritage Foundation	GiveRight	Telephone	12/31/16	\$3,374,100	\$931,356	\$2,442,744	72.4%
South Christian High School	J. Milito & Associates	Telephone	6/30/17	\$25,820	\$7,265	\$18,555	71.9%
WGVU-Grand Valley State University	Center for Car Donations LLC	Vehicle Donations	6/30/17	\$9,304	\$2,636	\$6,667	71.7%
AOPA Foundation	Allegiance Creative Group	Direct Mail	12/31/16	\$2,810,178	\$801,718	\$2,008,460	71.5%

**Michigan Department of Attorney General  
Charitable Trust Section  
Professional Fundraising Charitable Solicitation Report**

**Sorted by Percentage of Gross to Charity**

**December 31, 2017**

<b>Charity</b>	<b>Fundraiser</b>	<b>Fundraising Method</b>	<b>Report End Date</b>	<b>Gross Receipts</b>	<b>PFR Fees &amp; Other Costs</b>	<b>Net Amount to Charity</b>	<b>% of Gross to Charity</b>
Holland Rescue Mission	Gateway Communications	Telephone	12/31/16	\$58,499	\$16,862	\$41,637	71.2%
Greenpeace Fund	Public Interest Communications	Telephone	5/31/16	\$18,385	\$5,320	\$13,065	71.1%
Nat Ctr on Addiction and Substance Abuse	Resource & Event Management Ltd.	Telephone	6/30/16	\$1,101,600	\$324,583	\$777,017	70.5%
Fish Tales	Ronald F. Doddy & Associates	Telephone	12/31/16	\$133,645	\$39,515	\$94,130	70.4%
Alma College	Wilson-Bennett Technology	Telephone	12/31/16	\$170,251	\$50,584	\$119,667	70.3%
Michigan State University (WKAR)	Falcon Fundraising	Telephone	7/1/17	\$61,819	\$18,389	\$43,430	70.3%
Alternatives of Kalamazoo	TC Group	Special Event	6/30/17	\$24,265	\$7,264	\$17,001	70.1%
Muskegon Rescue Mission	Gateway Communications	Telephone	12/31/16	\$39,667	\$11,982	\$27,685	69.8%
Metropolitan Museum of Art	Donor Services Group	Telephone	6/30/17	\$587,210	\$177,734	\$409,476	69.7%
Kalamazoo College	Wilson-Bennett Technology	Telephone	12/31/16	\$304,508	\$92,471	\$212,037	69.6%
Detroit Institute of Arts	Falcon Fundraising	Telephone	2/16/17	\$56,167	\$17,127	\$39,040	69.5%
Am. Soc. for Prevention of Cruelty to Animals	MDS Communications	Telephone	11/29/16	\$185,635	\$56,930	\$128,705	69.3%
Save the Children Federation	TSM Donor Engagement Team	Telephone	7/31/17	\$36,026	\$11,081	\$24,945	69.2%
Women for Women International	Public Interest Communications	Telephone	9/17/17	\$241,311	\$75,271	\$166,040	68.8%
Alumni Association of the University of MI	DirectLine Technologies	Telephone	7/31/17	\$110,880	\$35,000	\$75,880	68.4%
LeSEA Global Feed the Hungry	InfoCision	Telephone	1/31/17	\$67,361	\$21,521	\$45,840	68.1%
United States Association for UNHCR	InfoCision	Telephone	5/31/17	\$167,856	\$53,738	\$114,118	68.0%
Military Order Purple Heart Service Fnd	Front Line Support	Telephone	12/31/17	\$446,077	\$146,077	\$300,000	67.3%
Foundation Fighting Blindness	Heritage Company	Telephone	10/22/17	\$115,589	\$41,692	\$76,897	66.5%
Habitat for Humanity International	Donor Services Group	Telephone	12/31/16	\$3,334,639	\$1,131,935	\$2,202,704	66.1%
Detroit Cristo Rey High School	JR Turnbull Communications	Telephone	5/31/16	\$302,756	\$103,601	\$199,155	65.8%
USAFA Endowment	Ruffalo Noel Levitz	Telephone	12/31/16	\$350,296	\$121,615	\$228,681	65.3%
Open Doors Brother Andrew	InfoCision	Telephone	10/31/17	\$155,835	\$54,668	\$101,167	64.9%
Pine Rest Christian Mental Health Services	J. Milito & Associates	Telephone	1/29/17	\$10,575	\$3,712	\$6,863	64.9%
American Indian College Fund	Donor Care Center	Other	3/31/17	\$106,512	\$37,881	\$68,631	64.4%
Mercy Ships	Gateway Communications	Telephone	9/30/17	\$98,873	\$35,204	\$63,669	64.4%
University of Mississippi Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$396,523	\$142,628	\$253,894	64.0%
Assoc.Former Students of Texas A&M Univ.	Ruffalo Noel Levitz	Telephone	6/30/17	\$1,499,667	\$543,178	\$956,489	63.8%
Forgotten Harvest	Gateway Communications	Telephone	12/31/16	\$65,654	\$23,812	\$41,842	63.7%
Detroit Jazz Festival Foundation	Fulkerson Group	Direct Mail	10/31/16	\$849,600	\$311,400	\$538,200	63.3%

**Michigan Department of Attorney General  
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**Sorted by Percentage of Gross to Charity**

**December 31, 2017**

<b>Charity</b>	<b>Fundraiser</b>	<b>Fundraising Method</b>	<b>Report End Date</b>	<b>Gross Receipts</b>	<b>PFR Fees &amp; Other Costs</b>	<b>Net Amount to Charity</b>	<b>% of Gross to Charity</b>
Delta College Foundation	Falcon Fundraising	Telephone	2/1/17	\$16,152	\$5,926	\$10,227	63.3%
Covenant Hills Camp & Retreat	TC Group	Special Event	6/30/16	\$34,809	\$12,784	\$22,025	63.3%
Univ. of Connecticut Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$403,029	\$149,523	\$253,506	62.9%
SOS Children's Villages - USA	Public Interest Communications	Telephone	7/31/17	\$44,191	\$16,436	\$27,755	62.8%
Chicago Symphony Orchestra	SD&A Teleservices	Telephone	7/31/16	\$1,400,669	\$531,196	\$869,483	62.1%
University of Florida Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$1,069,825	\$409,800	\$660,025	61.7%
American Diabetes Association	Automotive Recovery Services	Vehicle Donations	12/31/16	\$436,120	\$169,356	\$266,764	61.2%
Cherry Street Mission Ministries	Gateway Communications	Telephone	12/31/16	\$83,989	\$32,674	\$51,315	61.1%
NRA Special Contribution Fund	Allegiance Creative Group	Direct Mail	4/30/17	\$958,895	\$374,129	\$584,766	61.0%
Lumos Foundation USA	Omaze	Internet / Social Media	9/30/17	\$40,437	\$15,943	\$24,494	60.6%
University of Northwestern-St. Paul	MDS Communications	Telephone	4/16/17	\$141,961	\$56,008	\$85,953	60.5%
Christian Appalachian Project	Donor Care Center	Other	2/28/17	\$59,834	\$24,130	\$35,703	59.7%
Flames Sports Academy & Training	TC Group	Special Event	12/31/16	\$13,581	\$5,500	\$8,081	59.5%
Am Soc for Prevention of Cruelty to Animals	Donor Services Group	Telephone	12/31/16	\$4,040,556	\$1,664,646	\$2,375,909	58.8%
International Fellowship of Christians & Jews	InfoCision	Telephone	12/31/16	\$2,106,071	\$872,309	\$1,233,761	58.6%
Kappa Kappa Gamma Found	Aria Communications	Telephone	1/31/17	\$44,999	\$18,792	\$26,207	58.2%
Detroit Symphony Orchestra	Bennett Direct	Telephone	8/31/17	\$592,328	\$257,576	\$334,752	56.5%
Otsego Memorial Hospital Foundation	Falcon Fundraising	Telephone	1/10/17	\$3,155	\$1,372	\$1,783	56.5%
Heritage Christian Academy	TC Group	Special Event	12/31/17	\$52,887	\$23,074	\$29,813	56.4%
Carriage Town Ministries	Gateway Communications	Telephone	12/31/16	\$30,903	\$13,736	\$17,167	55.6%
City Rescue Mission of Saginaw	Gateway Communications	Telephone	12/31/16	\$50,218	\$22,402	\$27,816	55.4%
Conductive Learning Center	J. Milito & Associates	Telephone	1/28/17	\$11,075	\$4,996	\$6,079	54.9%
First Book	Anne Lewis Strategies	Other	1/31/17	\$88,356	\$39,980	\$48,376	54.8%
Kalamazoo Gospel Mission	Gateway Communications	Telephone	12/31/16	\$17,039	\$7,757	\$9,282	54.5%
Guiding Light Mission	Gateway Communications	Telephone	12/31/16	\$22,931	\$10,511	\$12,420	54.2%
Green America	SD&A Teleservices	Telephone	8/31/16	\$9,367	\$4,347	\$5,020	53.6%
Alpha Gamma Delta Foundation	Aria Communications	Telephone	2/28/17	\$42,827	\$19,891	\$22,936	53.6%
LSU Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$412,555	\$191,634	\$220,922	53.5%

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Charity	Fundraiser	Fundraising Method	Report End Date	Gross Receipts	PFR Fees & Other Costs	Net Amount to Charity	% of Gross to Charity
Gilda's Club Grand Rapids	J. Milito & Associates	Telephone	12/27/16	\$24,330	\$11,313	\$13,017	53.5%
Camp Beechpoint	TC Group	Special Event	12/31/16	\$34,546	\$16,173	\$18,373	53.2%
Unitarian Universalist Service Committee	Public Interest Communications	Telephone	8/14/17	\$122,489	\$57,384	\$65,106	53.2%
Northern MI University	Aria Communications	Telephone	6/9/17	\$5,739	\$2,695	\$3,044	53.0%
Back to God Ministries Int'l	Donor Care Center	Other	8/31/17	\$36,682	\$17,420	\$19,263	52.5%
Florida State University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$605,460	\$288,800	\$316,660	52.3%
Carnegie Hall Society	SD&A Teleservices	Telephone	7/31/16	\$830,315	\$402,828	\$427,487	51.5%
Dept of MI Veterans of Foreign Wars	Front Line Support	Telephone	10/31/17	\$97,659	\$47,659	\$50,000	51.2%
Nat'l Gay and Lesbian Task Force Found.	Public Interest Communications	Telephone	1/1/17	\$47,828	\$23,598	\$24,231	50.7%
Car Donation Foundation	National Fundraising Management	Vehicle Donations	12/31/16	\$35,306,034	\$17,438,514	\$17,867,520	50.6%
Lupus Alliance of America, Michigan Indiana	Donation Line	Vehicle Donations	12/31/16	\$365	\$181	\$184	50.4%
Holt Int'l Children's Services	MDS Communications	Telephone	7/28/17	\$68,718	\$34,292	\$34,426	50.1%
VFW National Home Children	Huntsinger & Jeffer	Direct Mail	6/30/17	\$1,126,866	\$563,891	\$562,975	50.0%
ALSAC	Public Interest Communications	Telephone	6/30/17	\$2,019,823	\$1,033,923	\$985,900	48.8%
Special Olympics Michigan	Heritage Company	Telephone	12/31/16	\$319,915	\$167,790	\$152,125	47.6%
Heifer Project International	MDS Communications	Telephone	6/26/17	\$4,067,767	\$2,143,101	\$1,924,666	47.3%
Lakeshore Habitat for Humanity	J. Milito & Associates	Telephone	7/27/17	\$3,823	\$2,045	\$1,778	46.5%
Morgan State University Foundation	Ruffalo Noel Levitz	Telephone	5/30/17	\$69,752	\$38,196	\$31,557	45.2%
Mothers Against Drunk Driving	Heritage Company	Telephone	12/31/16	\$1,614,359	\$894,215	\$720,144	44.6%
United States Fund for UNICEF	Ruffalo Noel Levitz	Telephone	6/30/17	\$840,487	\$465,963	\$374,524	44.6%
Reggie Jacksons Determined to Assist Fnd	Prolanthropy LLC	Special Event	12/31/16	\$162,501	\$90,970	\$71,531	44.0%
National Childrens Cancer Society	Heritage Company	Telephone	12/31/16	\$1,454,322	\$817,654	\$636,667	43.8%
NFIB Small Business Legal Center	National Capital Teleservices	Telephone	12/31/16	\$73,870	\$41,547	\$32,323	43.8%
Montana Tech Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$116,595	\$65,706	\$50,889	43.6%
Des Moines University	Ruffalo Noel Levitz	Telephone	3/31/17	\$74,672	\$42,170	\$32,502	43.5%
Rhonda Walker Foundation	JR Turnbull Communications	Telephone	8/1/17	\$63,377	\$35,831	\$27,546	43.5%
University of Nevada Las Vegas Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$180,343	\$102,986	\$77,357	42.9%
CARE	MDS Communications	Telephone	6/30/17	\$924,967	\$534,547	\$390,420	42.2%

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Concerned Women for America	InfoCision	Telephone	6/30/17	\$299,189	\$172,991	\$126,198	42.2%
Multiple Sclerosis Association of America	Heritage Company	Telephone	6/30/17	\$656,906	\$382,726	\$274,180	41.7%
Alliance Defending Freedom	MDS Communications	Telephone	9/6/17	\$201,152	\$117,227	\$83,925	41.7%
Nat'l Assn of Police Athletic Activities Leagues	Front Line Support	Telephone	4/30/17	\$304,209	\$179,209	\$125,000	41.1%
Susan G. Komen Breast Cancer Found.	Event 360	Special Event	12/31/16	\$19,853,209	\$11,705,824	\$8,147,385	41.0%
American Lung Association	InfoCision	Telephone	9/30/17	\$519,353	\$306,797	\$212,556	40.9%
Quiet Hour Ministries	Public Interest Communications	Telephone	8/31/17	\$19,534	\$11,672	\$7,862	40.2%
Children's Wish Foundation International	Heritage Company	Telephone	12/31/16	\$3,300,765	\$1,980,459	\$1,320,306	40.0%
American Heart Association	InfoCision	Telephone	9/30/17	\$5,977,303	\$3,606,746	\$2,370,558	39.7%
United Breast Cancer Foundation	Heritage Company	Telephone	11/11/17	\$216,474	\$131,540	\$84,934	39.2%
Operation Smile	CommSense	Telephone	7/31/17	\$15,200	\$9,319	\$5,881	38.7%
Arthritis Foundation	InfoCision	Telephone	5/31/17	\$164,551	\$101,193	\$63,358	38.5%
North Shore Animal League	InfoCision	Telephone	1/31/17	\$369,258	\$229,417	\$139,841	37.9%
Food for the Hungry	MDS Communications	Telephone	6/23/17	\$177,262	\$110,518	\$66,744	37.7%
Detroit Symphony Orchestra Inc.	DCM	Telephone	1/31/17	\$232,771	\$145,386	\$87,384	37.5%
Operation Smile	MDS Communications	Telephone	6/9/17	\$1,846,659	\$1,156,283	\$690,376	37.4%
American Association of University Women	SD&A Teleservices	Telephone	10/31/17	\$11,297	\$7,117	\$4,180	37.0%
International Fellowship of Christians & Jews	Causeworx	Telephone	12/31/16	\$42,088	\$26,661	\$15,428	36.7%
Easter Seal Society	InfoCision	Telephone	7/4/17	\$1,100,915	\$700,348	\$400,567	36.4%
Michigan Humane Society	Falcon Fundraising	Telephone	7/31/17	\$35,741	\$22,738	\$13,004	36.4%
National Multiple Sclerosis Society	Event 360	Internet / Social Media	12/31/16	\$3,046,529	\$1,939,476	\$1,107,053	36.3%
National Fund for Alternative Medicine	Direct Response	Direct Mail	5/1/17	\$469,690	\$299,917	\$169,773	36.1%
University of Texas MD Anderson Cancer Center	TSM Donor Engagement Team	Telephone	3/7/17	\$440,456	\$281,596	\$158,860	36.1%
Organic Consumers Association	Hudson Bay Company of IL	Telephone	9/30/17	\$229,831	\$147,111	\$82,720	36.0%
American Family Association	Donor Care Center	Other	6/14/17	\$294,933	\$189,079	\$105,854	35.9%
Life Action Ministries	Donor Care Center	Telephone	8/31/17	\$15,485	\$9,968	\$5,517	35.6%
Sigma Nu Educational Foundation	Harris Marketing Group	Telephone	2/16/17	\$101,910	\$65,699	\$36,211	35.5%
MI Institute of Urology Men's Health Found.	JR Turnbull Communications	Internet / Social Media	6/30/16	\$4,972	\$3,206	\$1,767	35.5%

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Amnesty International of the USA	Donor Services Group	Telephone	9/30/17	\$31,754	\$20,537	\$11,217	35.3%
Lutheran World Relief	Aria Communications	Telephone	4/30/17	\$56,637	\$36,712	\$19,925	35.2%
Veterans Employment Training Services	Front Line Support	Telephone	12/31/16	\$422,447	\$276,561	\$145,886	34.5%
U.S. Olympic and Paralympic Foundation	InfoCision	Telephone	5/31/17	\$4,890	\$3,212	\$1,678	34.3%
Prison Fellowship Ministries	InfoCision	Telephone	6/30/17	\$257,036	\$168,945	\$88,091	34.3%
New England Historic Genealogical Society	TSM Donor Engagement Team	Telephone	7/31/17	\$248,050	\$163,294	\$84,757	34.2%
A. T. Still University of Health Sciences	Ruffalo Noel Levitz	Telephone	6/30/17	\$85,757	\$56,475	\$29,282	34.1%
Life Issues Institute	MDS Communications	Telephone	2/28/17	\$4,253	\$2,806	\$1,447	34.0%
Government Accountability Project	Hudson Bay Company of IL	Telephone	12/31/16	\$40,654	\$27,360	\$13,294	32.7%
Nat'l Wheelchair Basketball Association	Heritage Company	Telephone	12/31/16	\$233,616	\$157,717	\$75,899	32.5%
Military Order Purple Heart Service Found.	Lakes Management	Telephone	3/31/17	\$1,037,611	\$702,374	\$335,237	32.3%
Word of Life Fellowship	Gateway Communications	Telephone	8/31/17	\$5,325	\$3,605	\$1,719	32.3%
University of Nebraska Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$381,851	\$260,229	\$121,622	31.9%
American Diabetes Association	Heritage Company	Telephone	1/31/17	\$38,013	\$26,034	\$11,979	31.5%
Earthjustice	Your Voice Media	Telephone	12/31/16	\$14,953	\$10,272	\$4,681	31.3%
Heart Center of America	Direct Response	Direct Mail	5/1/17	\$1,575,591	\$1,082,582	\$493,009	31.3%
American Jewish Committee	Harris Marketing Group	Telephone	9/14/17	\$19,881	\$13,775	\$6,106	30.7%
Arthritis Foundation	MDS Communications	Telephone	12/31/16	\$80,650	\$55,925	\$24,725	30.7%
AMVETS	Heritage Company	Telephone	8/31/17	\$938,854	\$652,355	\$286,499	30.5%
William Mitchell College of Law	Aria Communications	Telephone	9/30/17	\$18,731	\$13,047	\$5,684	30.3%
SADD	Heritage Company	Telephone	12/31/16	\$43,184	\$30,229	\$12,955	30.0%
State Lodge of MI Fraternal Order of Police	Corporations for Character	Telephone	10/31/16	\$185,703	\$129,992	\$55,711	30.0%
Autism Spectrum Disorder Found.	Heritage Company	Telephone	12/31/16	\$179,451	\$125,616	\$53,835	30.0%
American Institute for Cancer Research	InfoCision	Telephone	12/31/16	\$2,186,926	\$1,532,164	\$654,762	29.9%
US Charitable Gift Trust	Eaton Vance Distributors	Telephone	12/31/16	\$125,878,338	\$88,894,884	\$36,983,454	29.4%
Phi Kappa Tau Foundation	Aria Communications	Telephone	9/30/17	\$2,754	\$1,948	\$806	29.3%
Kappa Alpha Theta Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$96,034	\$68,270	\$27,764	28.9%
American Diabetes Association	InfoCision	Telephone	12/31/16	\$878,639	\$629,879	\$248,760	28.3%
Mercy Corps	Donor Services Group	Telephone	9/13/17	\$92,999	\$67,021	\$25,978	27.9%
Feed the Children	InfoCision	Telephone	12/31/16	\$520,917	\$376,168	\$144,748	27.8%

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Focus on Family	InfoCision	Telephone	12/13/16	\$63,361	\$45,871	\$17,490	27.6%
Van Andel Institute	J. Milito & Associates	Telephone	1/30/17	\$13,980	\$10,125	\$3,856	27.6%
Pretty Lake Camp	Kalamazoo Experiential Learning Ce	Telephone	12/31/16	\$66,262	\$48,278	\$17,983	27.1%
Colonial Williamsburg Found	Wilson-Bennett Technology	Telephone	6/30/17	\$90,164	\$65,805	\$24,359	27.0%
Wycliffe Associates	Donor Care Center	Telephone	12/31/17	\$70,789	\$51,956	\$18,834	26.6%
Art Institute of Chicago	SD&A Teleservices	Telephone	12/31/16	\$60,270	\$44,403	\$15,867	26.3%
Am Assoc for the Advancement of Science	Donor Services Group	Telephone	11/30/16	\$131,760	\$97,090	\$34,670	26.3%
Environmental Defense Fund	Public Interest Communications	Telephone	3/31/17	\$97,709	\$72,260	\$25,449	26.0%
Foundation for National Progress	Aria Communications	Telephone	9/19/17	\$25,153	\$18,655	\$6,497	25.8%
American Legion Post 18	Great Lakes Marketing of Michigan	Telephone	6/30/17	\$51,991	\$38,574	\$13,418	25.8%
University of Tennessee Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$93,974	\$69,972	\$24,002	25.5%
Christian People Pulling Together Ministries	Donation Line	Vehicle Donations	12/31/16	\$110	\$82	\$28	25.5%
Life Outreach Int'l Assn of Churches	Donor Care Center	Telephone	6/14/17	\$173,022	\$129,402	\$43,620	25.2%
Students for Life of America	MDS Communications	Telephone	12/31/16	\$385,118	\$289,701	\$95,417	24.8%
9 to 5 Working Women Education Fund	Hudson Bay Company of IL	Telephone	9/30/17	\$5,635	\$4,252	\$1,383	24.5%
Greenpeace Fund	SD&A Teleservices	Telephone	6/30/17	\$801,658	\$608,348	\$193,309	24.1%
Lambda Chi Alpha Education Foundation	Aria Communications	Telephone	1/31/17	\$26,384	\$20,087	\$6,297	23.9%
Others First	Charity Funding	Vehicle Donations	12/31/16	\$7,125,675	\$5,569,335	\$1,556,340	21.8%
Parade Company	Fulkerson Group	Telephone	1/31/17	\$4,030,050	\$3,165,590	\$864,460	21.5%
National Multiple Sclerosis Society	InfoCision	Telephone	8/31/17	\$210,725	\$166,310	\$44,415	21.1%
Window to the World Communications	Your Voice Media	Telephone	12/31/16	\$133,498	\$105,522	\$27,976	21.0%
Autism Spectrum Disorder Foundation	Associated Community Services	Telephone	11/30/17	\$2,065,413	\$1,640,406	\$425,007	20.6%
ALSA	Heritage Company	Telephone	9/30/17	\$82,441	\$65,901	\$16,540	20.1%
Miracle Flights for Kids	Engage Funding	Telephone	8/31/17	\$458,614	\$366,695	\$91,919	20.0%
Detroit Opera House	SD&A Teleservices	Telephone	12/31/16	\$33,966	\$27,162	\$6,804	20.0%
Michigan Professional Fire Fighters Union	Front Line Support	Telephone	12/31/17	\$44,327	\$35,461	\$8,865	20.0%
Santa's Cupboard	Ronald F. Doddy & Associates	Telephone	12/31/16	\$67,188	\$53,751	\$13,438	20.0%
Dept of MI Veterans of Foreign Wars of US	Directele	Telephone	12/31/16	\$364,590	\$291,672	\$72,918	20.0%



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Charity	Fundraiser	Fundraising Method	Report End Date	Gross Receipts	PFR Fees & Other Costs	Net Amount to Charity	% of Gross to Charity
Paralyzed Veterans America - MI Chapter	Associated Community Services	Telephone	1/3/17	\$4,860	\$3,888	\$972	20.0%
American Veterans Foundation	Debbie Lopez	Telephone	12/31/16	\$9,790	\$7,832	\$1,958	20.0%
Saginaw Valley Naval Ship Museum Comm.	Great Lakes Marketing of Michigan	Telephone	6/30/17	\$10,971	\$8,777	\$2,194	20.0%
National Cancer Coalition	Heritage Company	Telephone	12/31/16	\$137,653	\$110,122	\$27,531	20.0%
National Caregiving Foundation	Heritage Company	Telephone	12/31/16	\$150,611	\$120,489	\$30,122	20.0%
Defeat Diabetes Foundation	Ronald F. Doddy & Associates	Telephone	12/31/16	\$14,131	\$11,305	\$2,826	20.0%
Disability Services Resource Center	Ronald F. Doddy & Associates	Telephone	12/31/16	\$32,710	\$26,168	\$6,542	20.0%
Mission of Hope Cancer Fund	Ronald F. Doddy & Associates	Telephone	12/31/16	\$473,299	\$378,639	\$94,660	20.0%
MI Professional Firefighters Union	United Partners Outreach	Telephone	12/31/16	\$239,304	\$191,443	\$47,861	20.0%
Vietnam Veterans of Michigan	Associated Community Services	Telephone	12/31/17	\$18,209	\$14,567	\$3,642	20.0%
Michigan Veterans Foundation	Great Lakes Marketing of Michigan	Telephone	6/30/16	\$122,292	\$97,834	\$24,458	20.0%
Organ Donation & Transplant Assoc.	Associated Community Services	Telephone	6/22/17	\$137,135	\$109,927	\$27,208	19.8%
The Breast Cancer Charities of America	Associated Community Services	Telephone	12/31/16	\$5,845,385	\$4,710,612	\$1,134,773	19.4%
Marine Corps League Dept of Michigan	Great Lakes Marketing of Michigan	Telephone	6/30/17	\$63,400	\$51,354	\$12,046	19.0%
Care Net	Capitol Resources	Telephone	12/31/16	\$21,713	\$17,696	\$4,017	18.5%
Cross International	Donor Care Center	Telephone	12/31/17	\$370,904	\$303,733	\$67,171	18.1%
Care Net	Heritage Company	Telephone	12/31/16	\$79,526	\$65,270	\$14,256	17.9%
Feeding America	MDS Communications	Telephone	4/18/17	\$610,248	\$500,999	\$109,249	17.9%
Mother Waddles Community Outreach	Charity Funding	Vehicle Donations	12/31/16	\$3,074,206	\$2,526,370	\$547,836	17.8%
American Civil Liberties Union Foundation	Donor Services Group	Telephone	3/31/17	\$10,850	\$8,956	\$1,894	17.5%
Marshall University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$70,901	\$58,584	\$12,317	17.4%
American Legion Convention Corp of Mich	Heritage Company	Telephone	12/31/16	\$45,738	\$37,889	\$7,849	17.2%
Law Enforcement Education Program	Directele	Telephone	12/31/16	\$145,072	\$120,409	\$24,662	17.0%
National Association of Police Organizations	Huntsinger & Jeffer	Direct Mail	1/30/17	\$675,543	\$562,774	\$112,769	16.7%
American Association State Troopers	Front Line Support	Telephone	12/31/16	\$395,913	\$330,552	\$65,361	16.5%
Guest House	J. Milito & Associates	Telephone	12/2/17	\$18,500	\$15,465	\$3,035	16.4%
Priests for Life	American Target Advertising	Direct Mail	12/31/16	\$6,272,907	\$5,249,976	\$1,022,931	16.3%
Delta Upsilon Educational Foundation	Aria Communications	Telephone	2/14/17	\$15,235	\$12,794	\$2,441	16.0%
Children's Leukemia Research Assn	Associated Community Services	Telephone	4/30/17	\$1,710,348	\$1,436,420	\$273,928	16.0%

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Pet Angel Adoption & Rescue	Directele	Telephone	12/31/16	\$71,876	\$60,376	\$11,500	16.0%
Help the Vets	Bee LC	Telephone	2/19/17	\$62,775	\$52,809	\$9,966	15.9%
Children's Cancer Recovery Foundation	Associated Community Services	Telephone	4/30/17	\$2,814,569	\$2,375,596	\$438,973	15.6%
United Breast Cancer Foundation	Associated Community Services	Telephone	7/19/17	\$9,067,965	\$7,657,088	\$1,410,877	15.6%
Veterans Support Foundation	Associated Community Services	Telephone	6/30/17	\$2,361,152	\$2,002,289	\$358,863	15.2%
Crime Stoppers of Gladwin County	Wolverine Productions	Telephone	6/15/17	\$36,565	\$31,011	\$5,554	15.2%
Fidelis	American Target Advertising	Direct Mail	12/31/16	\$2,870,232	\$2,436,033	\$434,199	15.1%
American Children's Cancer Foundation	Associated Community Services	Telephone	10/14/17	\$291,247	\$247,555	\$43,692	15.0%
The American Children's Society	GSI Inc	Telephone	2/28/17	\$828	\$704	\$124	15.0%
Vietnow National Headquarters	GSI Inc	Telephone	12/31/16	\$12,732	\$10,822	\$1,910	15.0%
American Veterans Foundation	Community Cares United	Telephone	6/30/17	\$123,184	\$104,706	\$18,478	15.0%
Defeat Diabetes Foundation	Outreach Calling	Telephone	10/31/17	\$91,085	\$77,422	\$13,663	15.0%
National Cancer Coalition	Midwest Publishing DN	Telephone	5/31/17	\$125,926	\$107,037	\$18,889	15.0%
Committee for Missing Children	Front Line Support	Telephone	12/31/16	\$295,360	\$251,056	\$44,304	15.0%
American Children's Society	Engage Funding	Telephone	8/3/16	\$334,686	\$284,483	\$50,203	15.0%
Veterans Support Foundation	JAK Productions	Telephone	11/30/17	\$1,679,640	\$1,427,694	\$251,946	15.0%
Firefighters Charitable Foundation	Directele	Telephone	12/31/16	\$76,113	\$64,696	\$11,417	15.0%
Metro Area Animal Adoption Association	Directele	Telephone	12/31/16	\$258,736	\$219,925	\$38,810	15.0%
Cancer Recovery Foundation International	Engage Funding	Telephone	6/30/17	\$3,947	\$3,355	\$592	15.0%
Children's Cancer Recovery Foundation	Engage Funding	Telephone	12/31/16	\$240,213	\$204,181	\$36,032	15.0%
Police Officers Association Michigan	Front Line Support	Telephone	12/31/17	\$46,224	\$39,290	\$6,934	15.0%
Nat'l Assn. of the Physically Handicapped	Ronald F. Doddy & Associates	Telephone	12/31/16	\$13,325	\$11,326	\$1,999	15.0%
Vietnow National Headquarters	Front Line Support	Telephone	3/31/17	\$253,249	\$215,261	\$37,987	15.0%
Firefighters Charitable Foundation	Associated Community Services	Telephone	5/31/17	\$2,082,180	\$1,769,853	\$312,327	15.0%
United Cancer Support Foundation	Associated Community Services	Telephone	2/5/17	\$4,485,858	\$3,812,980	\$672,879	15.0%
Foundation for American Veterans	Associated Community Services	Telephone	10/11/17	\$5,315,942	\$4,518,551	\$797,391	15.0%
Vietnow National Headquarters	Innovative Teleservices	Telephone	11/30/17	\$24,823	\$21,100	\$3,723	15.0%
Protestant Episcopal Cathedral Foundation	Donor Care Center	Other	4/30/17	\$56,620	\$48,480	\$8,140	14.4%
VietNow National Headquarters	Corporations for Character	Telephone	3/14/17	\$15,135	\$13,016	\$2,119	14.0%
Heart Support of America	Bee LC	Telephone	9/30/17	\$18,324	\$18,324	\$2,546	13.9%

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Aquinas College	Ruffalo Noel Levitz	Telephone	4/30/17	\$90,484	\$78,000	\$12,484	13.8%
Detroit Educational TV Foundation	InfoCision	Telephone	7/31/17	\$134,490	\$116,004	\$18,486	13.7%
First Liberty Institute	MDS Communications	Telephone	3/29/17	\$69,946	\$60,501	\$9,445	13.5%
Committee for Missing Children	Midwest Publishing DN	Telephone	12/31/16	\$387,326	\$335,037	\$52,289	13.5%
Help Hospitalized Veterans	Heritage Company	Telephone	9/12/17	\$39,657	\$34,501	\$5,156	13.0%
Firefighters Charitable Foundation	Midwest Publishing DN	Telephone	12/31/16	\$482,187	\$419,503	\$62,684	13.0%
Northeast Michigan Crime Stoppers Inc	Wolverine Productions	Telephone	6/30/17	\$23,173	\$20,172	\$3,000	12.9%
State Lodge of MI Fraternal Order of Police	Residential Programs	Telephone	7/31/17	\$633,463	\$553,212	\$80,251	12.7%
PFLAG	Donor Services Group	Telephone	7/31/17	\$7,966	\$6,968	\$998	12.5%
Environmental Defense Fund	Donor Services Group	Telephone	7/29/17	\$232,839	\$203,971	\$28,868	12.4%
Kids Wish Network	Directele	Telephone	12/31/16	\$568,850	\$500,588	\$68,262	12.0%
Am. Fed. of Police & Concerned Citizens	Midwest Publishing DN	Telephone	12/31/16	\$746,730	\$657,122	\$89,608	12.0%
Defeat Diabetes Found.	JAK Productions	Telephone	4/30/17	\$555,170	\$488,549	\$66,620	12.0%
Firefighters Charitable Foundation	JAK Productions	Telephone	5/31/17	\$1,686,826	\$1,484,407	\$202,419	12.0%
Cancer Survivors' Fund	JAK Productions	Telephone	10/31/17	\$453,848	\$399,530	\$54,318	12.0%
Breast Cancer Outreach Foundation	Corporations for Character	Telephone	8/2/16	\$68,711	\$60,734	\$7,977	11.6%
Reserve Police Officers Association	Residential Programs	Telephone	8/31/17	\$164,732	\$145,754	\$18,978	11.5%
United States Navy Memorial Foundation	Donor Care Center	Telephone	9/30/17	\$90,240	\$80,273	\$9,968	11.0%
Association for Firefighters & Paramedics	Debbie Lopez	Telephone	12/31/16	\$3,695	\$3,289	\$406	11.0%
New Hope Foundation	Bee LC	Telephone	2/10/17	\$135,916	\$121,295	\$14,622	10.8%
Mothers Against Drunk Driving	Dialamerica Marketing	Telephone	12/31/16	\$1,346,698	\$1,205,459	\$141,239	10.5%
Soldiers Angels	Corporations for Character	Telephone	10/21/16	\$12,057	\$10,753	\$1,264	10.5%
Special Olympics Michigan	Dialamerica Marketing	Telephone	6/30/17	\$148,121	\$132,949	\$15,172	10.2%
Cancer Survivor's Fund	Innovative Teleservices	Telephone	5/31/17	\$37,265	\$33,538	\$3,727	10.0%
Firefighters Support Foundation	Innovative Teleservices	Telephone	6/1/17	\$65,263	\$58,736	\$6,527	10.0%
Veterans Assistance Foundation	Outreach Calling	Telephone	12/31/16	\$60,513	\$54,462	\$6,051	10.0%
Crisis Relief Network	Outreach Calling	Telephone	5/31/17	\$524,024	\$471,622	\$52,402	10.0%
Healing Heroes Network	Outreach Calling	Telephone	2/2/17	\$1,308,213	\$1,177,391	\$130,821	10.0%
Breast Cancer Survivors Foundation	Midwest Publishing DN	Telephone	5/31/17	\$85,727	\$77,154	\$8,573	10.0%
Breast Cancer Survivors Foundation	Residential Programs	Telephone	1/5/17	\$10	\$9	\$1	10.0%

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Firefighters Support Foundation	Outreach Calling	Telephone	8/24/17	\$6,954,488	\$6,259,039	\$695,449	10.0%
Breast Cancer Survivors Foundation	Outreach Calling	Telephone	9/15/16	\$1,203,215	\$1,082,893	\$120,321	10.0%
International Union of Police Associations	Outreach Calling	Telephone	12/31/16	\$4,318,908	\$3,887,017	\$431,891	10.0%
United Cancer Support Foundation	Outreach Calling	Telephone	6/30/17	\$998,770	\$898,893	\$99,877	10.0%
Disabled Police and Sheriffs Foundation	Outreach Calling	Telephone	8/3/17	\$3,261,253	\$2,935,128	\$326,125	10.0%
Cancer Survivors' Fund	Midwest Publishing DN	Telephone	12/31/16	\$339,233	\$305,309	\$33,923	10.0%
Committee for Missing Children	Outreach Calling	Telephone	3/14/17	\$32,227	\$29,005	\$3,223	10.0%
International Union of Police Assns	JAK Productions	Telephone	4/14/17	\$161,579	\$145,421	\$16,158	10.0%
Law Enforcement Officers Relief Fund	Outreach Calling	Telephone	4/14/17	\$1,809,021	\$1,628,207	\$180,814	10.0%
AOPA Foundation	InfoCision	Telephone	7/31/17	\$77,926	\$70,413	\$7,514	9.6%
Reserve Police Officers Association	Outreach Calling	Telephone	6/30/17	\$736,948	\$666,938	\$70,010	9.5%
Multiple Sclerosis Association of America	InfoCision	Telephone	3/31/17	\$20,208	\$18,300	\$1,908	9.4%
Rutgers University Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$925,077	\$845,747	\$79,330	8.6%
Natural Resources Defense Council	Your Voice Media	Telephone	6/30/17	\$21,358	\$19,634	\$1,724	8.1%
People for the American Way Foundation	Public Interest Communications	Telephone	1/14/16	\$40,035	\$36,989	\$3,046	7.6%
US Deputy Sheriffs' Assn	American Target Advertising	Direct Mail	12/31/16	\$3,971,691	\$3,675,857	\$295,833	7.4%
Wycliffe Bible Translators	Donor Care Center	Telephone	3/31/17	\$16,614	\$15,553	\$1,060	6.4%
Jane Goodall Institute	Your Voice Media	Telephone	12/31/16	\$23,545	\$22,058	\$1,487	6.3%
World Wildlife Fund	Public Interest Communications	Telephone	6/30/17	\$36,859	\$34,638	\$2,221	6.0%
Medecins Sans Frontieres U.S.A.	Integral Resources	Telephone	2/28/17	\$100,153	\$94,352	\$5,801	5.8%
New Beginning Children's Homes	FaithNet Funding	Direct Mail	6/30/17	\$7,155,558	\$6,770,558	\$385,000	5.4%
Breast Cancer Outreach Foundation	Direct Response	Direct Mail	3/14/17	\$91,694	\$87,249	\$4,445	4.8%
Center for Victims of Torture	Public Interest Communications	Telephone	10/14/16	\$15,022	\$14,327	\$695	4.6%
American Civil Rights Union	American Target Advertising	Direct Mail	12/31/16	\$1,283,052	\$1,223,702	\$59,350	4.6%
ALSAC	InfoCision	Telephone	6/30/17	\$5,212,679	\$4,974,534	\$238,144	4.6%
Wilderness Society	Donor Services Group	Telephone	11/29/16	\$48,131	\$46,357	\$1,774	3.7%
Smile Train	InfoCision	Telephone	8/31/17	\$972,959	\$938,320	\$34,639	3.6%
Center for Security Policy	American Target Advertising	Direct Mail	12/31/16	\$1,151,553	\$1,111,778	\$39,775	3.5%
American Leprosy Missions	Capitol Resources	Telephone	12/31/16	\$26,159	\$25,262	\$897	3.4%
Planned Parenthood Federation of America	Donor Services Group	Telephone	6/30/17	\$1,407,843	\$1,361,176	\$46,667	3.3%

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Consumers Union of US	MDS Communications	Telephone	4/1/17	\$48,550	\$47,309	\$1,241	2.6%
Physicians Comm. for Responsible Medicine	Donor Services Group	Telephone	12/31/16	\$40,026	\$39,066	\$960	2.4%
New Year's Fest of Kalamazoo	Kalamazoo Experiential Learning Ctr	Telephone	3/31/17	\$92,249	\$90,690	\$1,560	1.7%
Students for Life America	American Target Advertising	Direct Mail	12/31/16	\$580,786	\$571,276	\$9,510	1.6%
National Parks Conservation Association	SD&A Teleservices	Telephone	4/30/17	\$68,171	\$67,342	\$829	1.2%
Save the Children Federation	MDS Communications	Telephone	12/31/16	\$315,280	\$312,322	\$2,958	0.9%
The Bravo Foundation	Automotive Recovery Services	Vehicle Donations	7/7/17	\$150	\$179	\$0	0.0%
Retired Police Canine Foundation	Direct Response	Direct Mail	9/29/17	\$122,554	\$125,273	\$0	0.0%
Salesian Missions	Heritage Company	Telephone	11/6/17	\$15,605	\$15,605	\$0	0.0%
Special Olympics	MDS Communications	Telephone	12/31/16	\$15,927	\$22,298	\$0	0.0%
Delta Tau Delta Educational Found.	Aria Communications	Telephone	4/30/17	\$38,813	\$39,101	\$(288)	-0.7%
Jane Goodall Institute	Public Interest Communications	Telephone	11/14/16	\$29,491	\$29,728	\$(238)	-0.8%
Family Research Council	MDS Communications	Telephone	6/30/17	\$253,572	\$256,524	\$(2,952)	-1.2%
Oblate Missionary Society	Donor Care Center	Telephone	12/31/17	\$82,048	\$83,503	\$(1,455)	-1.8%
Planned Parenthood Federation of America	SD&A Teleservices	Telephone	6/30/17	\$276,033	\$283,379	\$(7,346)	-2.7%
Saint Peters University	Ruffalo Noel Levitz	Telephone	6/30/17	\$66,370	\$69,333	\$(2,963)	-4.5%
Window to the World Communications	Artsmarketing Services	Telephone	5/30/17	\$66,340	\$69,388	\$(3,048)	-4.6%
Webster University	Ruffalo Noel Levitz	Telephone	5/31/17	\$41,926	\$44,092	\$(2,166)	-5.2%
Philadelphia College Osteopathic Medicine	Ruffalo Noel Levitz	Telephone	5/31/17	\$28,149	\$30,047	\$(1,898)	-6.7%
Planned Parenthood Federation of America	Gordon & Schwenkmeyer	Telephone	6/30/17	\$337,226	\$360,415	\$(23,189)	-6.9%
Institute for the Arts & Education	Peak Productions	Special Event	12/31/16	\$33,166	\$35,636	\$(2,470)	-7.4%
Hunter College Foundation	Ruffalo Noel Levitz	Telephone	5/31/17	\$132,317	\$142,741	\$(10,424)	-7.9%
Medecins Sans Frontieres U.S.A.	Public Interest Communications	Telephone	8/31/17	\$546,864	\$593,896	\$(47,032)	-8.6%
Medecins Sans Frontieres U.S.A.	SD&A Teleservices	Telephone	12/31/16	\$148,997	\$164,038	\$(15,041)	-10.1%
WAY Media	MDS Communications	Telephone	11/15/17	\$106,247	\$120,872	\$(14,625)	-13.8%
Disabled American Veterans	Public Interest Communications	Telephone	4/30/17	\$252,925	\$287,847	\$(34,922)	-13.8%
The Cleveland Clinic Foundation	TSM Donor Engagement Team	Telephone	3/6/17	\$337,315	\$392,399	\$(55,084)	-16.3%
Minnesota Public Radio	Aria Communications	Telephone	6/30/17	\$167,048	\$195,134	\$(28,086)	-16.8%
Kirkwood Community College Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$10,743	\$12,560	\$(1,817)	-16.9%

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Veterans of Foreign Wars of the United States	Telefund	Telephone	6/30/16	\$36,816	\$43,277	\$(6,461)	-17.6%
WGVU-WGVK West MI Public Broadcasting	Donor Development Strategies	Door to Door	6/30/17	\$147,624	\$178,218	\$(30,593)	-20.7%
American Bible Society	Donor Care Center	Direct Mail	6/30/17	\$11,192	\$13,886	\$(2,694)	-24.1%
Downtown Kalamazoo	Kalamazoo Experiential Learning Ctr	Telephone	12/31/16	\$58,250	\$72,645	\$(14,395)	-24.7%
Window to the World Communications	Aria Communications	Telephone	6/30/17	\$15,220	\$19,039	\$(3,819)	-25.1%
Save the Children Federation	Donor Care Center	Other	1/31/17	\$159,608	\$200,367	\$(40,759)	-25.5%
Humane Society of the United States	Donor Services Group	Telephone	12/31/16	\$1,028,424	\$1,293,735	\$(265,311)	-25.8%
University of Colorado Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$965,586	\$1,217,536	\$(251,950)	-26.1%
University System of Maryland Foundation	Ruffalo Noel Levitz	Telephone	9/5/17	\$141,670	\$180,524	\$(38,854)	-27.4%
World Animal Protection	SD&A Teleservices	Telephone	9/14/17	\$41,601	\$53,370	\$(11,769)	-28.3%
Mothers Against Drunk Driving	InfoCision	Telephone	7/14/17	\$36,865	\$47,702	\$(10,837)	-29.4%
Planned Parenthood Federation of America	Integral Resources	Telephone	6/30/17	\$267,991	\$350,648	\$(82,657)	-30.8%
Student Conservation Association	Public Interest Communications	Telephone	6/30/17	\$4,920	\$6,448	\$(1,528)	-31.1%
People for Ethical Treatment of Animals	Public Interest Communications	Telephone	2/28/17	\$26,415	\$34,814	\$(8,399)	-31.8%
Help Me See	Public Interest Communications	Telephone	10/31/16	\$19,090	\$25,458	\$(6,368)	-33.4%
Window to the World Communications	Harris Marketing Group	Telephone	3/12/17	\$17,034	\$23,315	\$(6,281)	-36.9%
National Psoriasis Foundation	Aria Communications	Telephone	10/31/17	\$19,125	\$26,202	\$(7,077)	-37.0%
Farm Sanctuary	Public Interest Communications	Telephone	4/14/17	\$71,075	\$98,177	\$(27,102)	-38.1%
Environmental Defense Fund	InfoCision	Telephone	6/30/17	\$172,735	\$238,750	\$(66,015)	-38.2%
Northwood University	Wilson-Bennett Technology	Telephone	12/31/16	\$38,435	\$54,490	\$(16,055)	-41.8%
Natural Resources Defense Council	Donor Services Group	Telephone	12/31/16	\$111,866	\$160,366	\$(48,500)	-43.4%
American Film Institute	Donor Services Group	Telephone	2/28/17	\$7,775	\$11,187	\$(3,412)	-43.9%
Good News Broadcasting Assoc.	InfoCision	Telephone	10/31/15	\$5,760	\$8,296	\$(2,536)	-44.0%
American Association of University Women	Gordon & Schwenkmeyer	Telephone	12/31/16	\$59,687	\$87,024	\$(27,337)	-45.8%
Ocean Conservancy	Donor Services Group	Telephone	3/31/17	\$45,676	\$67,114	\$(21,438)	-46.9%
People for the Ethical Treatment of Animals	SD&A Teleservices	Telephone	1/31/17	\$91,219	\$135,410	\$(44,191)	-48.4%
American Assn for Advancement of Science	Donor Care Center	Telephone	11/14/17	\$14,505	\$21,552	\$(7,047)	-48.6%
National Audubon Society	Donor Services Group	Telephone	8/31/17	\$64,953	\$96,721	\$(31,768)	-48.9%
Jane Goodall Institute	SD&A Teleservices	Telephone	12/31/16	\$15,951	\$23,925	\$(7,974)	-50.0%
Disabled American Veterans	SD&A Teleservices	Telephone	12/31/16	\$90,558	\$136,157	\$(45,599)	-50.4%

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Charity	Fundraiser	Fundraising Method	Report End Date	Gross Receipts	PFR Fees & Other Costs	Net Amount to Charity	% of Gross to Charity
Oxfam America	Donor Services Group	Telephone	3/31/17	\$106,189	\$163,000	\$(56,811)	-53.5%
Jane Goodall Institute	Donor Services Group	Telephone	11/20/16	\$25,310	\$39,850	\$(14,540)	-57.4%
Food & Water Watch	Public Interest Communications	Telephone	12/14/16	\$24,391	\$38,583	\$(14,192)	-58.2%
Foundation for a Christian Civilization	Donor Care Center	Other	1/31/17	\$71,439	\$114,368	\$(42,928)	-60.1%
University of Baltimore Foundation	Ruffalo Noel Levitz	Telephone	6/30/17	\$101,261	\$163,502	\$(62,241)	-61.5%
WGVU Public Media Grand Valley State U	Aria Communications	Telephone	5/9/17	\$36,456	\$58,882	\$(22,426)	-61.5%
Epilepsy Foundation of America	Public Interest Communications	Telephone	11/30/16	\$3,502	\$5,728	\$(2,226)	-63.6%
United Service Organizations	SD&A Teleservices	Telephone	3/31/17	\$56,868	\$93,119	\$(36,251)	-63.7%
Union of Concerned Scientists	Donor Services Group	Telephone	11/30/16	\$82,995	\$135,990	\$(52,995)	-63.9%
Earthjustice	Donor Services Group	Telephone	10/31/17	\$51,372	\$81,782	\$(33,108)	-64.4%
International Rescue Committee	Telefund	Telephone	12/31/16	\$19,275	\$31,829	\$(12,554)	-65.1%
Smile Train	Donor Services Group	Telephone	12/31/16	\$66,170	\$109,486	\$(43,316)	-65.5%
FINCA Int'l	Public Interest Communications	Telephone	9/15/17	\$23,528	\$39,658	\$(16,130)	-68.6%
National Geographic Society	SD&A Teleservices	Telephone	3/31/17	\$63,247	\$106,896	\$(43,649)	-69.0%
Ohio University Foundation	Wilson-Bennett Technology	Telephone	12/31/16	\$294,275	\$498,957	\$(204,682)	-69.6%
Mercy Corps International	MDS Communications	Telephone	6/30/17	\$202,663	\$354,392	\$(151,729)	-74.9%
National Parks Conservation Association	Donor Services Group	Telephone	10/23/17	\$55,920	\$97,801	\$(41,881)	-74.9%
Trustees of Boston University	Ruffalo Noel Levitz	Telephone	6/30/17	\$6,784	\$12,199	\$(5,414)	-79.8%
Defenders of Wildlife	Public Interest Communications	Telephone	9/30/17	\$85,092	\$156,400	\$(71,307)	-83.8%
People for Ethical Treatment of Animals	Donor Services Group	Telephone	8/31/17	\$145,320	\$267,197	\$(121,877)	-83.9%
Yosemite Conservancy	Donor Services Group	Telephone	5/31/17	\$42,369	\$79,588	\$(37,219)	-87.8%
Fund for Animals	Donor Services Group	Telephone	12/31/16	\$5,519	\$10,381	\$(4,862)	-88.1%
Christian Appalachian Project	Public Interest Communications	Telephone	4/14/17	\$46,594	\$88,116	\$(41,522)	-89.1%
Lambda Legal Defense and Education	SD&A Teleservices	Telephone	6/6/17	\$2,634	\$5,169	\$(2,535)	-96.2%
AFS-USA	Aria Communications	Telephone	11/14/17	\$3,400	\$6,693	\$(3,293)	-96.8%
Oxfam America	Public Interest Communications	Telephone	10/19/17	\$68,354	\$137,447	\$(69,093)	-101.1%
Rainforest Action Network	SD&A Teleservices	Telephone	7/31/17	\$6,155	\$12,460	\$(6,305)	-102.4%
Reconciling Ministries	Aria Communications	Telephone	6/30/17	\$3,725	\$7,555	\$(3,830)	-102.8%
International Rescue Committee	Donor Services Group	Telephone	4/30/17	\$34,434	\$71,705	\$(37,271)	-108.2%
Dayspring International	Donor Care Center	Telephone	10/31/17	\$5,022	\$10,474	\$(5,452)	-108.6%

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Galapagos Conservancy	Public Interest Communications	Telephone	1/31/17	\$1,940	\$4,209	\$(2,269)	-117.0%
Defenders of Wildlife	SD&A Teleservices	Telephone	9/30/17	\$35,992	\$79,304	\$(43,312)	-120.3%
Center for Reproductive Rights	Public Interest Communications	Telephone	2/13/17	\$19,265	\$42,716	\$(23,451)	-121.7%
FINCA International	SD&A Teleservices	Telephone	6/30/17	\$11,508	\$26,225	\$(14,717)	-127.9%
State University of Iowa Alumni Association	Aria Communications	Telephone	1/27/17	\$9,555	\$22,085	\$(12,530)	-131.1%
Environmental Defense Fund	Gordon & Schwenkmeyer	Telephone	12/31/16	\$71,031	\$164,937	\$(93,905)	-132.2%
Pathfinder International	Donor Services Group	Telephone	7/31/17	\$8,372	\$20,040	\$(11,668)	-139.4%
North Shore Animal League America	Donor Care Center	Telephone	12/31/17	\$19,232	\$46,053	\$(26,821)	-139.5%
National Wildlife Federation	Donor Services Group	Telephone	10/31/17	\$63,218	\$152,198	\$(88,980)	-140.8%
Neumann University	Ruffalo Noel Levitz	Telephone	6/30/17	\$9,964	\$24,460	\$(14,495)	-145.5%
Natural Resources Defense Council	SD&A Teleservices	Telephone	7/31/17	\$15,922	\$39,128	\$(23,206)	-145.7%
Media Research Center	GiveRight	Telephone	5/30/17	\$2,370	\$5,937	\$(3,567)	-150.5%
Humane Society International	Donor Services Group	Telephone	12/31/16	\$9,578	\$24,729	\$(15,151)	-158.2%
Project ORBIS International	Public Interest Communications	Telephone	5/31/17	\$3,861	\$10,233	\$(6,372)	-165.0%
OneHope, Inc.	Donor Care Center	Telephone	3/31/17	\$1,621	\$4,804	\$(3,183)	-196.4%
Public Citizen	SD&A Teleservices	Telephone	9/30/17	\$6,864	\$20,930	\$(14,066)	-204.9%
American Parkinson Disease Association	Donor Services Group	Telephone	2/28/17	\$1,306	\$5,117	\$(3,811)	-291.8%
Air Force Association	Public Interest Communications	Telephone	6/14/17	\$3,656	\$15,249	\$(11,593)	-317.1%
Avon Breast Cancer Crusade	Donor Services Group	Telephone	10/31/16	\$24,048	\$104,837	\$(80,789)	-335.9%
Foundation for AIDS Research	Donor Services Group	Telephone	8/31/17	\$6,762	\$29,504	\$(22,742)	-336.3%
Four Paws International	SD&A Teleservices	Telephone	1/31/17	\$3,119	\$15,950	\$(12,831)	-411.4%
Human Rights Watch	SD&A Teleservices	Telephone	9/30/16	\$2,091	\$10,868	\$(8,777)	-419.8%
Share Our Strength	SD&A Teleservices	Telephone	7/31/17	\$3,193	\$18,797	\$(15,604)	-488.7%
ProMedica Foundation	TSM Donor Engagement Team	Telephone	4/30/17	\$21,787	\$156,855	\$(135,069)	-620.0%
Humane Society Int'l	Public Interest Communications	Telephone	12/31/16	\$1,325	\$11,319	\$(9,994)	-754.3%
World Wildlife Fund	Donor Services Group	Telephone	6/30/17	\$17	\$200	\$(183)	-1077.9%
International Fund for Animal Welfare	SD&A Teleservices	Telephone	10/31/17	\$3,182	\$71,809	\$(68,627)	-2156.7%
St Mary Queen of Creation Roman Cath.Ch.	Automotive Recovery Services	Vehicle Donations	9/15/16	\$0	\$0	\$0	
Greenpeace Fund	Donor Services Group	Telephone	1/31/17	\$0	\$0	\$0	



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Hadassah, the Women's Zionist Organization	Donor Services Group	Telephone	12/31/16	\$0	\$0	\$0	
North Shore Animal League America	Donor Services Group	Telephone	12/31/16	\$0	\$0	\$0	
The Nature Conservancy	Donor Services Group	Telephone	7/31/17	\$0	\$170,893	\$(170,893)	
Amnesty International USA	Harris Marketing Group	Telephone	9/30/17	\$0	\$0	\$0	
Planetary Society	Harris Marketing Group	Telephone	9/30/17	\$0	\$0	\$0	
Feeding America	Heritage Company	Telephone	5/31/17	\$0	\$0	\$0	
Oblate Missionary Society	Heritage Company	Telephone	11/20/17	\$0	\$0	\$0	
National Rifle Association of America	HWS Consulting	Other	6/30/17	\$0	\$360,000	\$0	
Special Olympics	InfoCision	Telephone	12/31/16	\$0	\$0	\$0	
Holland Christian Education Society	J. Milito & Associates	Telephone	6/30/17	\$0	\$0	\$0	
Phoenix Society for Burn Survivors	J. Milito & Associates	Telephone	12/31/17	\$0	\$2,328	\$0	
Prevention Works	Kalamazoo Experiential Learning Ctr	Telephone	2/1/17	\$0	\$9,527	\$0	
Mother & Unborn Baby Care	Kimberly Byrne	Other	12/31/16	\$0	\$2,500	\$0	
Americans United for Life	MDS Communications	Telephone	5/31/17	\$0	\$0	\$0	
John Hancock Committee for the States	MDS Communications	Telephone	3/9/17	\$0	\$0	\$0	
Project HOPE	MDS Communications	Telephone	7/13/17	\$0	\$0	\$0	
The Nature Conservancy	MDS Communications	Telephone	12/31/17	\$0	\$0	\$0	
Hamline University	Ruffalo Noel Levitz	Telephone	8/31/17	\$0	\$0	\$0	
Unitarian Universalist Service Committee	SD&A Teleservices	Telephone	9/8/17	\$0	\$1,000	\$(1,000)	
Bark Angels	Smith Educational Associates	Other	6/30/17	\$0	\$100	\$0	
Children's Defense Fund	Venio	Direct Mail	6/30/17	\$0	\$14	\$0	
Easter Seals	Venio	Direct Mail	6/30/17	\$0	\$0	\$0	
				\$483,847,216	\$287,853,448	\$196,380,173	40.6%