

Pennsylvania Department of State Bureau of Charitable Organizations

2010 Annual Report



COMMONWEALTH OF PENNSYLVANIA DEPARTMENT OF STATE

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September 30, 2010

Dear Fellow Pennsylvanians:

On behalf of the Department of State, I am pleased to present the 2010 Annual Report for the Bureau of Charitable Organizations. This report provides an overview of the Bureau, its accomplishments over the past year, as well as helpful information for consumers making charitable-giving decisions.

The Bureau's mission is to protect Pennsylvania residents by: (1) providing public disclosure of documents filed by charities and professional fundraisers, (2) providing consumer education, and (3) investigating and prosecuting complaints for reporting violations and fraudulent diversion of charitable funds.

The Bureau provides a wealth of useful information for consumers and for charities on the Department of State's <u>website</u>. Consumers can use the site's searchable database of registered charities to confirm whether a particular charity is registered and to research whether a charity meets their expectations for good financial management. Additionally, consumers will find information about how to file a complaint, disciplinary histories and links to other educational resources.

Charities and fundraising professionals can use the website to learn about their registration and filing responsibilities, access registration materials, and get links to state laws and outside resources.

This and previous annual reports are available on the Bureau's website. If you have any questions about state laws governing charities, or wish to report a fraudulent or deceptive solicitation practice, please contact the Bureau of Charitable Organizations at 1-800-732-0999, or at www.dos.state.pa.us/char.

Thank you for your interest in the Pennsylvania Department of State and the Bureau of Charitable Organizations.

Sincerely,

Basil L. Merenda

Secretary of the Commonwealth

Basil L. Merenda,

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Introduction

The Department of State's Bureau of Charitable Organizations (Bureau) is responsible for the administration and enforcement of the Solicitation of Funds for Charitable Purposes Act, 10 P.S. § 162.1, et seq. (Act).

The Act requires all charitable organizations to register with the Bureau before they solicit contributions in Pennsylvania (unless they are specifically excluded from the Act or exempt from the Act's registration requirements).

The Act also requires professional solicitors to register prior to soliciting on behalf of charitable organizations in Pennsylvania and it requires professional fundraising counsels to register before providing solicitation-related services in the Commonwealth.

Other provisions in the Act include prohibited conduct by persons soliciting for charitable contributions in Pennsylvania and penalties for violating the Act.

Consumer Protection

The intent of the General Assembly is that this Act shall not merely require proper registration of charitable organizations, professional fundraisers and professional solicitors, but shall protect the citizens of this Commonwealth by requiring:

 full public disclosure of the identity of persons who solicit contributions from the public;

- the purposes for which such contributions are solicited;
- the manner in which contributions are actually used;
- consumer education about charitable concerns;
- civil and criminal penalties for deception and/or dishonest statements and conduct in the solicitation;
- reporting of contributions for or in the name of charitable purposes; and
- publicizing matters relating to fraud, deception and misrepresentation perpetrated in the name of charity.

By the Numbers

This Annual Report, covering the period of Sept. 11, 2009, through Sept. 10, 2010, details:

- the number of charitable organizations, professional fundraising counsels, and professional solicitors registered in the Commonwealth;
- the number of organizations ordered to cease and desist solicitation in Pennsylvania; and
- the number of charitable organizations contracting with professional solicitors.

It also provides an overview of the Bureau and its activities. In addition, the report provides data on individual professional solicitors and the amount of compensation they received relative to the funds raised and administrative costs for each campaign. Finally, it contains helpful charts and statistical summaries.

Basic registration and financial information for all charitable organizations registered to solicit contributions in Pennsylvania can be obtained by visiting the Bureau's Web site at www.dos.state.pa.us/char, or by calling the Bureau's toll-free number, 1-800-732-0999, between 8:30 a.m. and 5 p.m. Monday through Friday.

If you are solicited by an organization not listed on the

website, you should contact the Bureau to determine whether the organization has since become registered, is exempt or excluded from the Act, or is engaged in unregistered solicitation in violation of Pennsylvania law.

More detailed information about an organization can be obtained by calling the Bureau, or by reviewing registration files in person.

Performance Highlights

Registration

Since the 2009 Annual Report to the General Assembly, the Bureau has:

- Processed more than 16,200 charitable registration documents for more than 11,200 charities.
 - This year, the total number of active registrants reached a record level of 11,250 charitable organizations. The Bureau anticipates that its increased outreach and education efforts will result in even higher numbers in 2011.
- Reviewed nearly 4,000 professional fundraiser documents filed by more than 422 professional solicitors and professional fundraising counsels.
 - Similarly, during this reporting period, the number registered professional fundraisers also reached a high of 431.
- Received registration information for more than 2,500 Institutions of Purely Public Charity.
- Processed checks totaling more than \$2.1 million.

Enforcement

The Bureau's enforcement actions since the last Annual Report resulted in

- 52 Consent Agreements and Adjudications,
- Ordering payment of fines in the total amount of \$197,500.
 - Since 1998, the Bureau's actions have resulted in 206 Consent Agreements and Adjudications, resulting in total fines of \$1,372,750.
- 67 Cease and Desist Orders. There are currently 292 Orders in effect.

Customer Service

Since the last Annual Report, the Bureau has:

• Fielded nearly 33,300 telephone inquiries and responded to almost 700 written requests for information.

Overview of the Bureau

The Bureau is widely regarded as an innovative and highly effective state charity regulator. Our mission is to protect our citizens from fraud through an emphasis on

- · Accountability and disclosure, and
- Investigation and enforcement.

Three Divisions

The Bureau consists of three divisions:

- Registration and Compliance,
- Investigations, and
- Audits.

The Bureau's key objective is to provide donors with basic information that helps them in making wise charitable-giving decisions.

Transparent, Accountable

The Bureau also protects our citizens from fraud and abuse by ensuring that the fundraising activities of charitable organizations soliciting contributions in the Commonwealth are transparent and accountable.

The Bureau fulfills these duties by:

- Implementing and overseeing the registration requirements of the Act;
- Investigating allegations of misconduct by charitable organizations and professional fundraisers; and
- Enforcing violations through administrative actions that are initiated by the Bureau's prosecuting attorney.

Division of Registration and Compliance

The Bureau's Division of Registration and Compliance oversees the process by which charitable organizations register with the Commonwealth.

Registration

Since the 2009 Annual Report to the General Assembly, the Bureau has processed more than 16,200 charitable registration documents for more than 11,200 charities. During that period, the Bureau processed checks totaling more than \$2.1 million.

The Division of Registration and Compliance also monitors professional solicitors and professional fundraising counsels who contract with charitable organizations that solicit contributions. Solicitors and fundraising counsels are required to provide documentation relating to their activities on behalf of charitable organizations.

Since the 2009 Annual Report to the General Assembly, the Bureau reviewed nearly 4,000 professional fundraiser documents filed by more than 422 professional solicitors and professional fundraising counsels. Institutions of purely public charity are those organizations that are receiving or claiming exemption from real property and/or sales tax and are not otherwise required to register pursuant to the Solicitation Act. During this reporting period, the Bureau received registration information for more than 2,500 of these organizations.

Outreach and Education

Equally important, the Division of Registration and Compliance engages in outreach and education. The Bureau recognizes that there are organizations that may not be aware of the requirements of the Act and/or may require assistance with the registration process. Through proactive outreach and education, this Division is available to assist charitable organizations come into compliance with the Act.

Finally, the Bureau is also the repository for registration information for Institutions of Purely Public Charity, pursuant to the Institutions of Purely Public Charity Act 10 P.S. § 371, et seq.

The Division processed more than 16,200 charitable registration documents for more than 11,200 charities.

Divisions of Investigations and Audits

The Bureau's Divisions of Investigations and Audits pursue those organizations that, despite the Bureau's best efforts, fail to come into compliance with the registration requirements of the Act, or that otherwise engage in fraud or other violations of the Act.

The Bureau's enforcement actions led to **52 Consent Agreements**

and Adjudications, ordering payment of fines in the total amount of \$197,500.

Since 1998, the year the Bureau entered into its first consent agreement, the Bureau's actions have resulted in 206 Consent Agreements and Adjudications, for a total of \$1,372,750 in fines.

Law Enforcement Partnerships

In order to share information, leverage resources and increase investigatory efficiency, the Divisions of Investigations and Audits work closely with federal, state and local law enforcement, i.e., local District Attorneys, State Attorneys General, Internal Revenue Service, Federal Bureau of Investigations, Federal Trade Commission, and the Department of Justice.

Bureau representatives are also

active members of the National Association of State Charities Officials (NASCO), which is the national association for state offices charged with oversight of charitable organizations and professional fundraisers in the United States. Bureau representatives are active members of the board, various NASCO committees and regularly participate as presenters at NASCO's annual conference.

Since 1998, the Bureau's actions have resulted in 206 Consent Agreements and Adjudications, for a total of \$1,372,750 in fines.

Public Information, Customer Service and Proactive Outreach

The Bureau further fosters accountability by charitable organizations by acting as an informational resource for the general public. The Bureau's Web site provides a wealth of information, as well as an online database that enables consumers to research individual charities.

The Bureau strives to provide excellent customer service to our citizens by timely responding to the high volume of public inquiries about charitable organizations.

During this reporting period, the Bureau fielded more than 33,300 telephone inquiries and responded to almost 700 written requests for information.

Through outreach, the Bureau seeks to increase compliance by educating the public and the nonprofit sector on the Act's requirements.

Representatives from the Bureau make frequent appearances at workshops, seminars, expositions, and other forums at which they share their knowledge and expertise and publicize the work of the Bureau.

Registration Information

The number of organizations registered with the Bureau fluctuates throughout the year based upon the renewal dates of the individual organizations. Typically, the high point of the reporting year is reached during the month of May. This year, the total number of active registrants reached a **record level** of **11,250**

Similarly, during this reporting period, the number of **registered**

charitable organizations.

professional fundraisers reached a high of 431. The Bureau anticipates that its increased outreach and education efforts will result in even higher numbers in 2011.

The total number of active registrants reached a record level of 11,250 charitable organizations.

Charitable Organizations

As of Sept. 10, 2010, there were 11,218 charitable organizations registered. Charitable organizations that are soliciting charitable contributions in Pennsylvania and are not otherwise excluded or exempt under the Act must file with the Bureau: (1) annual registration statements, (2) IRS 990 federal informational returns, and (3) financial statements. Depending on the amount of their annual gross contributions, those financial statements may have to be compiled, reviewed or audited.1 Charitable organizations registering for the first time must also file copies of, (1) their organizational charters, (2) bylaws and (3) IRS tax-exempt acknowledgement letters.

The Act defines "solicitation" as any direct or indirect request for a contribution, whether oral or written, where a representation is made that the contribution will be used for a charitable purpose. This includes any communications medium (electronic, Web sites, telephone, radio, television, ads, chances, magazines, tickets or other items of value).

A "contribution" is defined in the Act as any promise, grant, or pledge of money, property or other item in response to a solicitation. This includes the promise to pay for a performance, event, good or service.

While the Act generally requires organizations to register with the Bureau prior to soliciting charitable contributions, certain organizations are specifically and totally **excluded** from the Act. For example, bona fide religious institutions and law enforcement organizations that meet certain criteria are typically excluded from the Act's requirements.

Educational institutions, hospitals, veterans' organizations, volunteer firemen organizations, ambulance associations, rescue squad associations, public nonprofit library organizations, senior citizen centers, nursing homes and parent-teacher associations are typically **exempt** from the Act's registration requirements (provided they meet the applicable criteria set forth in the Act).

Charitable organizations that receive annual contributions of \$25,000 or less and do not compensate any person to conduct fundraising activities are also exempt from the Act's registration requirements. These organizations are still required to comply with all other provisions of the Act, including, but not limited to, keeping true and accurate records of their fiscal activities.

¹ Charitable organizations that receive annual contributions of \$300,000 must have an **audit** of their financial statements performed by an independent, certified or public accountant. Charitable organizations that receive annual contributions of at least \$100,000, but less than \$300,000, must have a **review** (but may submit an audit) of their financial statements performed by an independent, certified or public accountant. Charitable organizations that receive annual contributions of at least \$50,000, but less than \$100,000, must have a **compilation** (but may submit a review or audit) of their financial statements performed by an independent, certified or public accountant. A compilation, audit or review is **optional** for any charitable organization that receives annual contributions of less than \$50,000 but more than \$25,000 must provide **internally prepared financial statements** (but may submit an audit, review, or compilation) to the Bureau as part of its annual registration process.

Professional Solicitors

As of Sept. 10, 2010, there were **98 professional solicitors** registered with the Bureau. Professional solicitors contract with charitable organizations to solicit direct monetary contributions and/or indirect contributions in the form of payment for goods, services, or admissions to fundraising events for charitable purposes. Basically, **solicitors raise funds** on behalf of charitable organizations and **are permitted to have temporary** (no

more than five days) **custody** of those funds.

Professional solicitors must file annual registration statements and copies of their contracts with charitable organizations. In addition, they are required to secure a bond, file a solicitation notice with each contract and, as set forth in the next section, submit campaign financial reports.

Campaign Financial Reports

Professional solicitors must file campaign financial reports for each solicitation campaign they conduct in Pennsylvania. These reports must be filed within 90 days of the campaign's completion or on the anniversary of any campaign lasting more than one year. The reports must list the total

contributions raised during the campaign, the campaign's total expenses, and the amount of the total contributions the charitable organization actually received. This information is summarized in Appendices A and B of this report.

Professional Fundraising Counsels

As of Sept. 10, 2009, there were **324 professional fundraising counsels** registered with the Bureau. Professional fundraising counsels are retained by charitable organizations to plan, manage, advise, consult or prepare solicitation materials. **Unlike** professional solicitors, professional fundraising counsels **do not solicit** contributions or have custody of contributions.

Professional fundraising counsels must file annual registration statements and copies of their contracts with charitable organizations no less than ten working days prior to conducting solicitation campaigns, events, or providing other services to charitable organizations.

Cease and Desist Orders

The Bureau has issued **67 Cease** and Desist Orders since the last Annual Report, and there are **292** Orders in effect. Generally speaking, Cease and Desist Orders are only issued after organizations have been notified of the registration requirement and failed to cooperate

with the Bureau by becoming properly registered or by providing proof of exemption or exclusion from the requirements of registration. A list of all Cease and Desist Orders in effect is available on the Bureau's Web site.

General Information and Questions

Citizens who have any questions about the Solicitation of Funds for Charitable Purpose Act, or need information concerning solicitations by charitable organizations, solicitors, or fundraising counsels can call the Bureau at 1-800-732-0999. Citizens can also write to the Bureau at 207 North Office Building, Harrisburg, PA 17120, or send an email to: ST-CHARITY@state.pa.us.

During this reporting period, the bureau has issued 67 Cease and Desist Orders, and there are 292 Orders in effect.

Statistical Data for Registered Charitable Organizations and Professional Solicitors

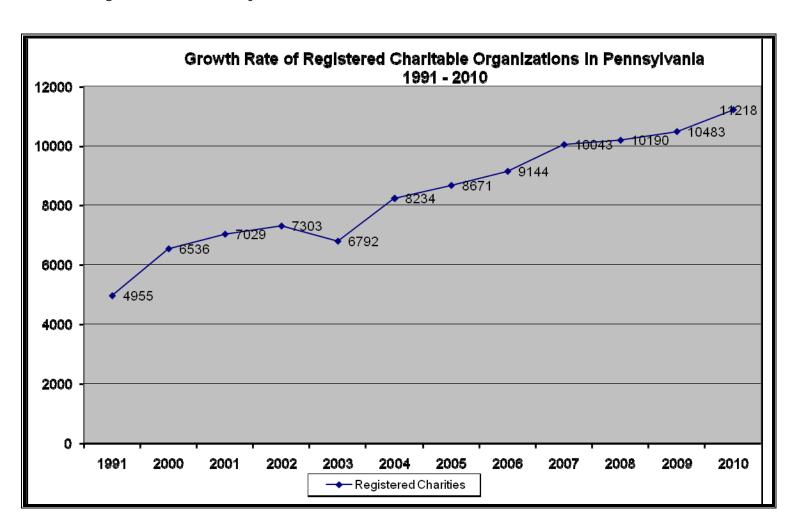
The 2010 Annual Report contains various statistical data for charitable organizations, professional fundraising counsels, and professional solicitors registered in Pennsylvania. It is based upon data submitted by the organizations to the Bureau.

The increase in the number of registered charitable organizations is due, in large part, to the Bureau's ongoing efforts to educate the charitable sector as to the importance of compliance with the registration requirements. As demonstrated by the data presented in the following pages, the rate of registrations for charitable organizations, professional fundraising counsels and professional solicitors continues to increase.

Growth Rate of Registered Charitable Organizations in Pennsylvania

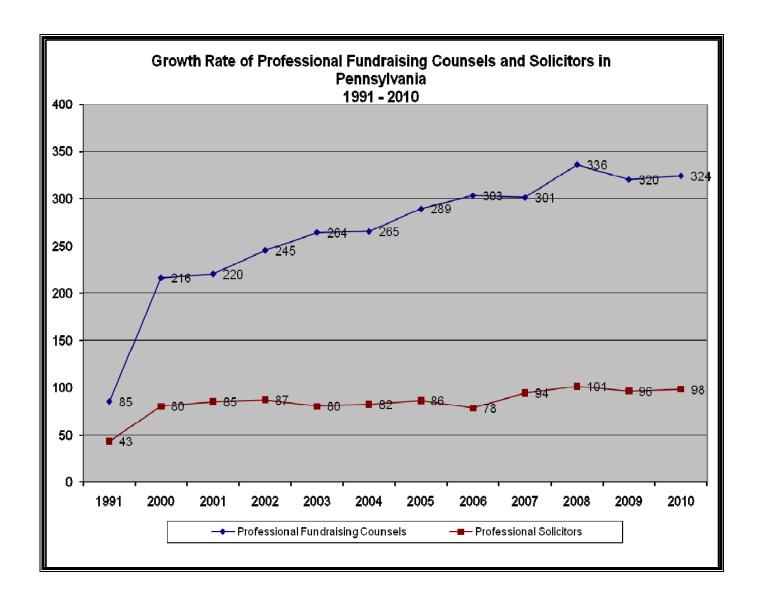
Since 1991 (the year the current version of the Act was enacted), the rate of registrations for charitable organizations has more than doubled, increasing from 4,955 to 11,218. Of notable importance, during this reporting period the number of registered charitable organizations reached a **record high of 11,250**. Based on these historical trends, charitable registrations are expected to continue to increase.

Given the rising trend in charitable registrations, the Department will need to review the necessary resources to accommodate future registrations. This may require technological advances, such as electronic filing of documents. Some states that have experienced increases in charitable registrations are in the early stages of implementing electronic filing, including New York, Michigan and California. Electronic filing has been mandatory in Colorado since 2002.



Growth Rate of Registered Fundraising Counsels and Solicitors in Pennsylvania

Since 1991, professional fundraising counsels' registrations have more than tripled, increasing from 85 to 324, while professional solicitors similarly increased from 43 to 98. During this reporting period the total combined number of registered professional fundraisers reached a **high of 431**.



During this reporting period the total combined number of registered professional fundraisers was 431.

Number of Registered Charitable Organizations in Pennsylvania by State

This year's report illustrates the numbers of charitable organizations based upon their state of origin. Notably, 8,425 (75 percent) of the 11,218 registered charitable organizations are located in Pennsylvania, representing the majority of the charitable organizations registered to solicit charitable contributions in Pennsylvania.

Nur	nber of Registered (Charitable Organizations	in Pennsylv	ania by State					
Pennsylvania District of	8,425	Missouri	44	Iowa	7				
Columbia	392	Delaware	35	Nebraska	9				
New York	397	Connecticut	38	New Mexico	6				
Virginia	269	Washington	30	Oklahoma	9				
California	234	Tennessee	39	Arkansas	6				
Maryland	148	Arizona	60	Vermont	5				
New Jersey	161	Oregon	23	South Dakota	5				
Florida	116	Kentucky	20	Rhode Island	7				
Illinois	106	Indiana	16	Mississippi	9				
Massachusetts	104	Wisconsin	19	Alabama	5				
Texas	83	Louisiana	6	Wyoming New	3				
Colorado	72	Maine	10	Hampshire	6				
Georgia	50	South Carolina	9	Hawaii	1				
North Carolina	56	Kansas	11	North Dakota	1				
Michigan	46	West Virginia	8	Nevada	3				
Ohio	51	Montana	7	Alaska	1				
Minnesota	37	Utah	9	Idaho Non-U.S.	2				
				Charities	2				
	8,425	PA-BASED REGIST ORGANIZATIONS	ERED CHARI	TABLE					
	<u>2,793</u>	ALL OTHER STATE TOTAL REGISTERE		LE ORGANIZATIONS					
	11,218	IN PA	TOTAL REGISTERED CHARITABLE ORGANIZATIONS IN PA						

Number of Registered Professional Solicitors in Pennsylvania by State

This year's annual report shows the numbers of registered solicitors based upon their state of origin. The single largest number of professional solicitors, 25 (25.5 percent) originates in Pennsylvania. The remaining 73 are from other states.

Number	of Regis	stered Professional Solicit	tors in F	Pennsylvania by State	
Pennsylvania	25	Texas	3	Delaware	1
California	10	Georgia	0	Utah	1
Virginia	4	Iowa	2	Missouri	1
Massachusetts	5	Indiana	2		
New York	7	Nevada	2		
New Jersey	2	Oregon	3		
Michigan	3	Washington New	2		
Wisconsin	3	Hampshire	1		
Florida	4	Montana	1		
Canada	4	Arkansas	1		
Ohio	3	Connecticut	1		
Minnesota	3	Maryland	1		
Arizona	2	Nebraska	1		
	25	PA-REGISTERED SOLICITORS	PROFE	SSIONAL	
	73	ALL OTHER STAT	FS		
	<u>/ J</u>	TOTAL REGISTER		OFESSIONAL	
	98	SOLICITORS			

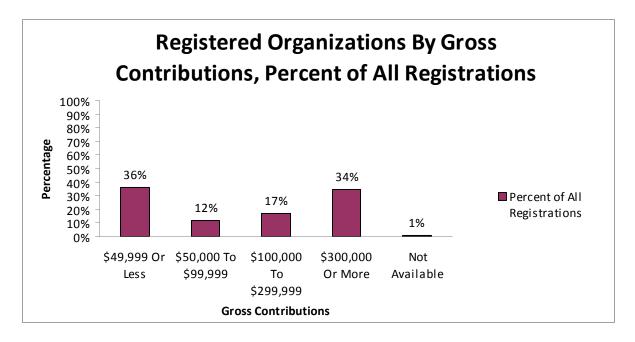
Number of Professional Fundraising Counsels in Pennsylvania by State

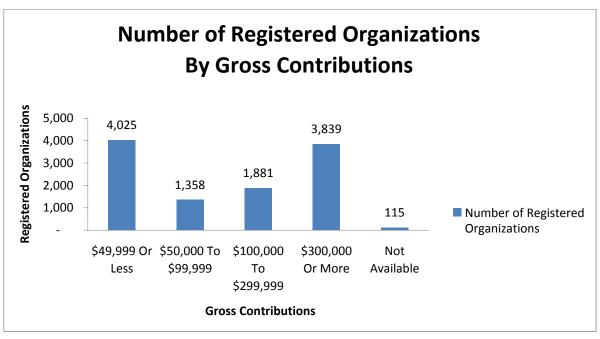
The annual report shows the number of registered professional fundraising counsels based upon their state of origin. The single largest number, 143 (44 percent) of registered professional fundraising counsels originate in Pennsylvania. The remaining 181 are from other states, with one fundraising counsel from Canada.

Numbe	er of Re	gistered Professional Fund	raising C	ounsels by State				
Pennsylvania Virginia New York Maryland Massachusetts California District of Columbia New Jersey Illinois Texas Georgia	143 36 19 15 14 14 8 7 11 8	Wisconsin Washington New Hampshire Arizona Minnesota New Mexico North Carolina South Dakota Delaware Michigan Connecticut	3 5 3 1 1 1 2 1 2	Missouri Tennessee Utah Canada	2 2 1 1			
Florida Ohio Colorado	3 4 6 143 181 324	COUNSELS ALL OTHER STATES	Connecticut 2 Indiana 1 Iowa 1 Maine 1 PA-REGISTERED PROFESSIONAL FUNDRAISING COUNSELS ALL OTHER STATES TOTAL REGISTERED PROFESSIONAL FUNDRAISING					

Largest and Smallest Charities Dominate Registration Pool

Approximately one-third of all charitable organizations registered in Pennsylvania receive contributions of \$49,999 or less, and another one-third of the registration pool is charities with \$500,000 or more of contributions.





Average Amounts Paid to Professional Solicitors

Finally, this report summarizes the average amount paid to professional solicitors for solicitation campaigns in relation to the total funds raised. This information shows how much charitable organizations spend on costs associated with solicitation campaigns conducted by professional solicitors.

The Pennsylvania Association of Nonprofit Organizations (PANO) recognizes a standard for the appropriate level of fundraising costs for charitable organizations: "On average, over a five-year period, a nonprofit should realize revenue from fundraising and other development activities that are at least three times the amount spent on conducting them." In other words, according to PANO, charitable organizations should generally spend no more than 331/3 percent of their contributions on the costs to raise those contributions.

During the past year, a total of **81** professional solicitors filed **552** Campaign Financial Reports for **383** charitable organizations. The summary of those Campaign Financial Reports is attached to this report as Appendix A (sorted by professional solicitor) and Appendix B (sorted by charity).

It is important to note that the "total expenses" identified in the summary includes professional fees, cost reimbursements and any other expenses the solicitor and the charity may have agreed upon.

Likewise, it is important to understand that an organization may engage in fundraising activities in addition to those performed by its professional solicitor(s) and that its overall fundraising expenses in relation to total funds raised may be less than the percentage paid to a professional solicitor.

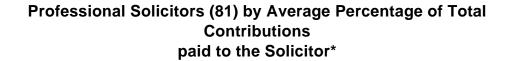
Moreover, simple comparisons between different organizations cannot always be made. For example, data for a mental health organization with a fully-staffed professional office of salaried employees and large fixed capital assets (buildings, office equipment, etc.) cannot readily be compared with a local Boy Scouts Council, primarily operated by volunteers, with no physical building. Variables such as geographic location, size of the organization, and donor population will affect comparisons.

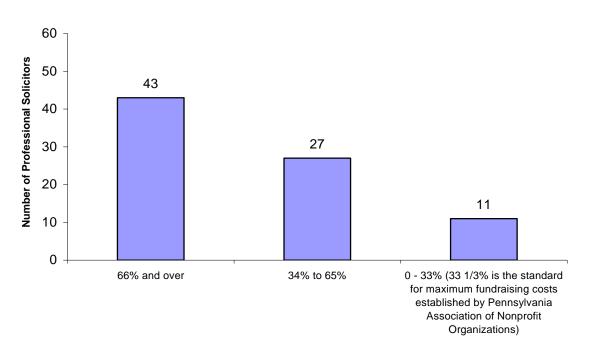
Finally, many organizations, especially those that are new, may have high fundraising expenses because they are small and/or espouse views that have not been traditionally supported by the public. If such organizations use professional solicitors or fundraising counsels without the benefit of volunteer support, they may also incur large fundraising costs to solicit donations and/or publicize their cause.

In summary, during this reporting period, the 81 professional solicitors soliciting on behalf of the 383 charities raised a total of \$907,689,105. Of this amount, \$394,772,180 - or 43.5 percent - ended up with the charities. This means that, on average, of every dollar that a professional solicitor raised for a charity during this period, 56.5 cents went to the professional solicitor.

Average Percentage of Total Contributions Received by Professional Solicitors

Notably, 11 of the 81 of the professional solicitors, or **13.6 percent**, who filed Campaign Financial Reports were **paid less than 33 percent** of the total contributions raised. This is in keeping with the **PANO standard** that charitable organizations should generally spend no more than 33½ percent of their contributions on the costs to raise those contributions. The remaining 70 of the professional solicitors, or **86.4 percent**, **do not** appear to fall within the standard.





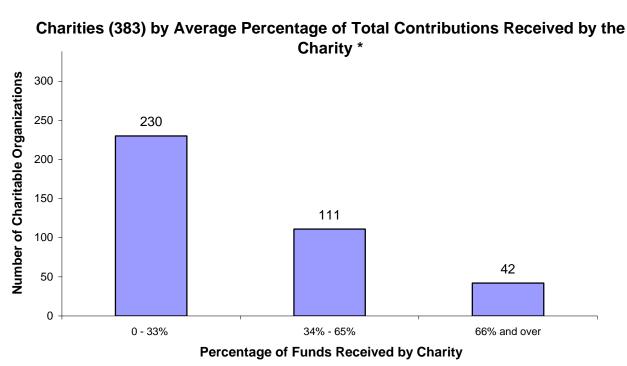
Percentage of Funds Received by Professional Solicitors

Source: Campaign Financial Reports for Charitable Organizations that used Professional Solicitors Between 9/11/09 and 9/10/10.

^{*} Total amount paid to the solicitor includes professional fees, cost reimbursements, and any other expenses agreed upon by the charity and the solicitor.

Average Percentage of Total Contributions Received by Charities from Professional Solicitors

From the perspective of the 383 charitable organizations that reported to have used the services of a professional solicitor, **11 percent** or 42 charities **paid solicitors 33 percent or less** of the total contributions raised. This is in keeping with the **PANO standard** that charitable organizations should generally spend no more than 33½ percent of their contributions on the costs to raise those contributions. The remaining **89 percent**, totaling 341 organizations, of the charitable organizations **do not** appear to fall within the standard.



^{*} Total amount paid to the solicitor includes compensation, cost reimbursements and any other expenses agreed upon by the charity and the solicitor.

Source: Campaign Financial Reports for Charitable Organizations that used Professional Solicitors Between 9/11/08 and 9/10/10.

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Appendix A

Campaign Financial Reports for Charitable Organizations
That Used Professional Solicitors

Sorted by Paid Solicitor

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Appendix A

Paid Solicitor	Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
ALLAN C. HILL PROD	UCTIONS, INC.					10.00%
JEANNETTI	E LIONS CLUB	\$26,878.50	\$24,190.65	\$2,687.85	10.00%	
AMERICALIST / DIVIS	SION OF HAINES & COMPANY					60.14%
LEUKEMIA	& LYMPHOMA SOCIETY	\$2,508,144.00	\$987,252.62	\$1,520,891.38	60.64%	
MARCH OF	DIMES FOUNDATION	\$6,419,807.16	\$2,570,996.55	\$3,848,810.61	59.95%	
AMERICAN THRIFT C	ENTER, LLC					6.00%
KEYSTONE	PARALYZED VETERANS OF AMERICA	\$779,580.00	\$732,822.00	\$46,758.00	6.00%	

[#] May Include additional amounts received by the charitable organization in excess of the calculated net proceeds.

^{*} Indicates either a campaign longer than 1 year or multiple campaigns in which case the figures are aggregates based on multiple campaign financial reports filed.

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Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
ARIA COMMUNICATIONS CORPORATION					30.03%
CORPORATE ACCOUNTABILITY INTERNATIONAL	\$2,622.00	\$5,455.60	\$2,833.60-	-108.07%	
FARM SANCTUARY, INC.	\$1,503.00	\$4,364.06	\$2,861.06-	-190.36%	
GAY MEN'S HEALTH CRISIS, INC.	\$53,871.50	\$28,065.53	\$25,805.97	47.90%	
NATIONAL PARK FOUNDATION	\$11,900.00	\$11,781.31	\$118.69	1.00%	
PLANNED PARENTHOOD ACTION FUND, INC.	\$4,464.43	\$5,670.14	\$1,205.71-	-27.01%	
PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.	\$33,244.54	\$24,448.48	\$8,796.06	26.46%	
ROLLINS COLLEGE	\$8,142.02	\$8,268.40	\$126.38-	-1.55%	
THE AMERICAN HUMANE ASSOCIATION	\$14,063.50	\$25,203.01	\$11,139.51-	-79.21%	
WITF, INC.	\$112,948.41	\$86,354.69	\$26,593.72	23.55%	
WRTI	\$19,714.30	\$14,627.80	\$5,086.50	25.80%	
WXPN	\$128,356.72	\$59,220.69	\$69,136.03	53.86%	
ATLANTIC PRODUCTIONS, INC.					38.00%
RAJAH SHRINE A.A.O.N.M.S.	\$108,485.00	\$67,261.00	\$41,224.00	38.00%	

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Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
BEE, L.C.					12.79%
CANCER CENTER FOR DETECTION AND PREVENTION	\$327,191.02	\$287,118.58	\$40,072.44	12.25%	
CANCER FUND OF AMERICA, INC,	\$750,162.24	\$654,362.62	\$95,799.62	* 12.77%	
CHILDRENS CANCER FUND OF AMERICA INC	\$49,419.84	\$32,449.32	\$16,970.52	* 34.34%	
HEART SUPPORT OF AMERICA, INC.	\$371,634.93	\$306,149.77	\$65,485.16	17.62%	
NATIONAL VETERANS SERVICES FUND, INC.	\$665,608.21	\$590,871.95	\$74,736.26	* 11.23%	
OPTIMAL MEDICAL FOUNDATION	\$390,183.11	\$343,539.37	\$46,643.74	* 11.95%	
PROJECT CURE, INC.	\$724,177.47	\$651,776.83	\$72,400.64	10.00%	
THE NATIONAL CANCER COALITION, INC.	\$702,693.06	\$617,127.44	\$85,565.62	* 12.18%	
THE ROGER WYBURN-MASON & JACK M. BLOUNT FOUNDATION FOR THE ERADICATIO	\$165,004.47	\$132,466.47	\$32,538.00	* 19.72%	
BRAIN GAIN, LLC					-1002.43%
FRIENDS OF THE TOM RIDGE CENTER	\$3,638.00	\$40,106.41	\$36,468.41-	-1002.43%	
BRIDGE CITY PROMOTIONAL EVENTS, INC.					5.00%
OPERATION SMILE, INC.	\$217,928.00	\$207,031.60	\$10,896.40	5.00%	
CAPITOL RESOURCES, INC.					74.44%
AMERICAN FAMILY ASSOCIATION, INC.	\$480.00	\$849.64	\$369.64-	-77.01%	
AMERICANS UNITED FOR LIFE, INC.	\$733,996.69	\$186,870.35	\$547,126.34	74.54%	

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CENTER FOR CAR DONATIONS, LLC					59.55%
PITTSBURGH COMMUNITY BROADCASTING CORPORATION	\$38,170.00	\$16,349.78	\$21,820.22	57.17%	
WESTERN PENNSYLVANIA HUMANE SOCIETY	\$875.00	\$455.82	\$419.18	47.91%	
WQED MULTIMEDIA	\$54,695.00	\$21,114.77	\$33,580.23	61.40%	
CENTER STAGE ATTRACTIONS, INC.					20.00%
THE VETERANS FUND, INC.	\$1,466,220.06	\$1,172,976.04	\$293,244.02	* 20.00%	
CHARITABLE AUTO RESOURCES, INC.					58.13%
JEWISH FAMILY AND CHILDREN'S SERVICE OF GREATER PHILA, INC.	\$159,870.00	\$63,979.50	\$95,890.50	* 59.98%	
JEWISH FAMILY SERVICE OF GREATER HARRISBURG, INC.	\$990.00	\$479.00	\$511.00	51.62%	
JEWISH FAMILY SERVICE OF GREATER WILKES-BARRE	\$2,400.00	\$1,021.00	\$1,379.00	* 57.46%	
JEWISH FAMILY SERVICE OF LACKAWANNA COUNTY	\$1,375.00	\$559.50	\$815.50	* 59.31%	
MULTIPLE SCLEROSIS SERVICE SOCIETY	\$1,210.00	\$588.05	\$621.95	51.40%	
THE TRUSTEES OF THE UNIVERSITY OF PENNSYLVANIA	\$586,154.00	\$252,296.70	\$333,857.30	* 56.96%	
WDUQ RADIO	\$155,400.00	\$61,040.00	\$94,360.00	60.72%	
CIVIC DEVELOPMENT GROUP, LLC					12.83%
FIREMEN'S ASSOCIATION OF THE STATE OF PENNSYLVANIA	\$25,830,202.00	\$23,144,110.00	\$3,167,222.42	* 12.26%	
KEYSTONE PARALYZED VETERANS OF AMERICA	\$7,482,155.00	\$6,523,686.00	\$1,103,306.00	* 14.75%	
PENNSYLVANIA CHIEFS OF POLICE ASSOCIATION	\$139,160.00	\$118,918.00	\$20,242.00	14.55%	

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COINSTAR, INC.					92.49%
"FEEDING AMERICA"	\$8,786.24	\$659.14	\$8,127.10	* 92.50%	
ARIZONA MEMORIAL MUSEUM ASSOCIATION	\$243.39	\$18.27	\$225.12	* 92.49%	
FOOD INDUSTRY CRUSADE AGAINST HUNGER	\$2,541.66	\$190.74	\$2,350.92	* 92.50%	
LEUKEMIA & LYMPHOMA SOCIETY	\$471,391.13	\$35,415.15	\$435,975.98	* 92.49%	
MARCH OF DIMES BIRTH DEFECTS FOUNDATION	\$5,214.38	\$391.14	\$4,823.24	* 92.50%	
THE AMERICAN NATIONAL RED CROSS	\$3,071.40	\$230.36	\$2,841.04	92.50%	
UNITED STATES FUND FOR UNICEF	\$171,742.80	\$12,880.72	\$158,862.08	* 92.50%	
WORLD WILDLIFE FUND, INC.	\$16,203.17	\$1,208.00	\$14,995.17	* 92.54%	
COMMUNITY HELPERS, INC.					15.29%
DUBOIS RENAISSANCE, INC.	\$17,420.00	\$13,936.00	\$3,484.00	20.00%	
INDIANA LIONS CLUB	\$23,498.00	\$21,148.20	\$2,349.80	10.00%	
JEANNETTE LIONS CLUB	\$18,622.80	\$16,553.60	\$2,069.20	11.11%	
RIDGWAY LIONS CLUB	\$9,320.00	\$7,456.00	\$1,864.00	20.00%	
VOLUNTEERS FOR THE HOMELESS, INC.	\$11,325.47	\$8,833.87	\$2,491.60	22.00%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

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COMMUNITY SUP	PPORT, INC.					10.85%
AMERIC	CAN FOUNDATION FOR DISABLED CHILDREN, INC.	\$965,613.34	\$857,074.30	\$108,539.04	* 11.24%	
AMERIC	CAN POLICE AND SHERIFF'S ASSOCIATION, INC.	\$450,429.55	\$405,386.60	\$45,042.95	10.00%	
COPS F	FOR KIDS, INC.	\$35,939.00	\$32,345.10	\$3,593.90	10.00%	
DISABL	ED POLICE OFFICERS COUNSELING CENTER, INC.	\$533,915.14	\$480,240.05	\$53,675.09	* 10.05%	
DISABL	ED POLICE OFFICERS OF AMERICA, INC.	\$511,980.45	\$460,782.41	\$51,198.04	* 10.00%	
FIREFIC	GHTERS CHARITABLE FOUNDATION	\$84,825.00	\$72,101.25	\$12,723.75	* 15.00%	
FIREFIC	GHTERS SUPPORT FOUNDATION, INC.	\$5,411,037.93	\$4,869,934.14	\$541,103.79	* 10.00%	
KIDS W	ISH NETWORK, INC.	\$866,852.07	\$762,829.82	\$104,022.25	12.00%	
MEDICA	AL SUPPORT ASSOCIATION, INC.	\$3,977,236.67	\$3,581,722.72	\$395,513.95	* 9.94%	
NATION	NAL VIETNAM VETERANS FOUNDATION, INC.	\$3,273,630.17	\$2,782,585.65	\$491,044.52	15.00%	
RESER	VE POLICE OFFICERS ASSOCIATION	\$1,332,374.45	\$1,236,181.72	\$96,192.73	* 7.22%	
THE AM	MERICAN BREAST CANCER FOUNDATION, INC.	\$1,611,420.01	\$1,289,136.01	\$322,284.00	* 20.00%	
1AMOW	N TO WOMAN BREAST CANCER FOUNDATION	\$2,162,734.34	\$2,084,674.34	\$78,060.00	3.61%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

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COMNET MARKETING GROUP, INC.					39.01%
CARNEGIE INSTITUTE	\$8,850.00	\$8,559.39	\$290.61	3.28%	
FRICK ART & HISTORICAL CENTER, INC.	\$27,912.00	\$12,410.28	\$15,501.72	* 55.54%	
NORTHEASTERN PENNSYLVANIA EDUCATIONAL TELEVISION ASSOCIATION	\$92,674.08	\$82,271.48	\$10,402.60	* 11.22%	
SIERRA CLUB	\$68,658.00	\$60,740.59	\$7,917.41	11.53%	
THE HISTORICAL SOCIETY OF WESTERN PENNSYLVANIA	\$36,734.40	\$13,625.91	\$23,108.49	* 62.91%	
THE PENNSYLVANIA HORTICULTURAL SOCIETY	\$122,935.00	\$30,181.02	\$92,753.98	* 75.45%	
THE WILDERNESS SOCIETY	\$65,454.70	\$54,238.50	\$11,216.20	17.14%	
UNIVERSITY OF PENNSYLVANIA MUSEUM OF ARCHAEOLOGY AND ANTHROPOLOGY	\$6,320.00	\$4,721.76	\$1,598.24	* 25.29%	
WQED MULTIMEDIA	\$98,044.00	\$61,722.80	\$36,321.20	* 37.05%	
ZOOLOGICAL SOCIETY OF PITTSBURGH	\$72,821.50	\$37,697.39	\$35,124.11	48.23%	
CONTRACT COMMUNICATIONS, INC.					17.10%
CANCER RECOVERY FOUNDATION OF AMERICA	\$10,082,265.00	\$8,240,600.00	\$1,841,665.00	* 18.27%	
OPERATION LOOKOUT NATIONAL CENTER FOR MISSING YOUTH	\$2,293,064.00	\$1,971,872.00	\$321,192.00	* 14.01%	
WISHING WELL FOUNDATION USA, INC.	\$1,132,123.00	\$984,948.00	\$147,175.00	* 13.00%	
CORNERSTONE CONSULTING GROUP, LLC					66.86%
IMMANUEL CHRISTIAN SCHOOL	\$30,610.00	\$10,142.83	\$20,467.17	66.86%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

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COURTESY HEALTH WATCH, INC.					18.19%
AMERICAN FOUNDATION FOR CHILDREN WITH AIDS, INC.	\$2,002,667.00	\$1,619,855.80	\$382,811.20	* 19.12%	
CHILDREN'S LEUKEMIA RESEARCH ASSOCIATION, INC.	\$3,946,607.00	\$3,177,301.72	\$769,305.28	* 19.49%	
MEDICAL SUPPORT ASSOCIATION, INC.	\$2,838,397.00	\$2,469,405.39	\$368,991.61	* 13.00%	
NATIONAL WHEELCHAIR BASKETBALL ASSOCIATION	\$1,274,722.00	\$890,241.75	\$384,480.25	* 30.16%	
THE NATIONAL CANCER COALITION, INC.	\$4,153,483.17	\$3,532,560.79	\$620,922.38	* 14.95%	
THE ORGAN DONATION AND TRANSPLANT ASSOCIATION OF AMERICA, INC.	\$740,717.30	\$665,992.47	\$74,724.83	* 10.09%	
UNITED BREAST CANCER FOUNDATION	\$3,344,654.00	\$2,617,656.08	\$726,997.92	* 21.74%	
DCM, INC.					61.79%
BALTIMORE SYMPHONY ORCHESTRA, INC.	\$719,422.26	\$204,427.10	\$514,995.16	71.58%	
CARNEGIE INSTITUTE	\$879,323.00	\$333,099.95	\$546,223.05	62.12%	
CIVIC LIGHT OPERA ASSOCIATION OF PITTSBURGH	\$55,225.00	\$49,916.25	\$5,308.75	9.61%	
OPERA COMPANY OF PHILADELPHIA	\$3,915.00	\$210.26-	\$4,125.26	105.37%	
PENNSYLVANIA BALLET ASSOCIATION	\$566,337.00	\$184,274.85	\$382,062.15	67.46%	
PHILADELPHIA ORCHESTRA ASSOCIATION	\$299,121.50	\$131,288.00	\$167,833.50	56.11%	
PHILADELPHIA ORCHESTRA ASSOCIATION	\$132,320.00	\$69,873.00	\$62,447.00	47.19%	
THE PENNSYLVANIA BALLET ASSOCIATION	\$149,142.30	\$99,052.50	\$50,089.80	33.59%	

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DIALAMERICA MARKETING, INC.					9.28%
MOTHERS AGAINST DRUNK DRIVING	\$910,340.14	\$825,878.65	\$84,461.49	* 9.28%	
DIALOGUEDIRECT, INC.					-41.75%
CHILDREN INTERNATIONAL	\$1,711,844.00	\$777,060.00	\$934,784.00	54.61%	
CHILDREN INTERNATIONAL	\$2,691,281.00	\$2,350,845.00	\$340,436.00	* 12.65%	
CHILDREN INTERNATIONAL	\$3,528,757.00	\$7,095,770.00	\$3,567,013.00-	-101.08%	
SAVE THE CHILDREN FEDERATION, INC.	\$755,185.60	\$2,090,016.00	\$1,334,830.40-	-176.76%	
DONOR CARE CENTER, INC.					1.93%
CHRISTIAN ADVOCATES SERVING EVANGELISM, INC.	\$557,020.58	\$509,905.51	\$47,115.07	8.46%	
JUDICIAL WATCH, INC.	\$32,508.22	\$34,389.87	\$1,881.65-	-5.79%	
NATIONAL PARKINSON FOUNDATION, INC.	\$229,152.56	\$145,062.23	\$84,090.33	* 36.70%	
SAVE THE CHILDREN FEDERATION, INC.	\$229,185.70	\$228,231.68	\$954.02	0.42%	
THE FOUNDATION FOR A CHRISTIAN CIVILIZATION, INC.	\$86,213.73	\$194,577.00	\$108,363.27-	-125.69%	

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DONOR SERVICES GROUP, LLC					46.68%
AMERICAN SOCIETY FOR PREVENTION OF CRUELTY TO ANIMALS	\$4,212,184.75	\$931,418.00	\$3,280,766.75	77.89%	
AMERICARES FOUNDATION, INC.	\$1,418,261.52	\$244,952.52	\$1,173,309.00	82.73%	
DEFENDERS OF WILDLIFE	\$29,537.00	\$39,470.00	\$9,933.00-	-33.63%	
DEFENDERS OF WILDLIFE ACTION FUND	\$21,697.00	\$25,955.00	\$4,258.00-	-19.62%	
DISABLED VETERANS NATIONAL FOUNDATION	\$143,202.00	\$100,707.00	\$42,495.00	29.67%	
GREENPEACE FUND, INC.	\$8,987.00	\$3,965.00	\$5,022.00	55.88%	
GREENPEACE, INC.	\$587,558.00	\$361,781.00	\$225,777.00	38.43%	
HUMAN RIGHTS CAMPAIGN, INC.	\$705,790.00	\$405,406.06	\$300,383.94	42.56%	
JANE GOODALL INSTITUTE FOR WILDLIFE RESEARCH, EDUCATION & CONSERVATION	\$207,183.00	\$164,764.00	\$42,419.00	* 20.47%	
MEMORIAL SLOAN - KETTERING CANCER CENTER	\$468,145.00	\$368,101.00	\$100,044.00	21.37%	
MERCY CORPS	\$116,936.00	\$202,716.00	\$85,780.00-	-73.36%	
NARAL PRO-CHOICE AMERICA	\$407,152.00	\$252,862.00	\$154,290.00	37.89%	
NATIONAL PARKS CONSERVATION ASSOCIATION	\$130,353.00	\$126,682.00	\$3,671.00	2.82%	
NATIONAL WILDLIFE FEDERATION	\$382,380.16	\$503,153.00	\$120,772.84-	-31.58%	
NATURAL RESOURCES DEFENSE COUNCIL, INC.	\$866,255.00	\$856,493.00	\$9,762.00	1.13%	
NATURE CONSERVANCY	\$1,869,355.00	\$1,490,055.57	\$379,299.43	20.29%	
National Trust for Historic Preservation	\$596,019.35	\$362,181.23	\$233,838.12	39.23%	

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DONOR SERVICES GROUP, LLC					46.68%
OPERATION SMILE, INC.	\$68,177.00	\$31,880.00	\$36,297.00	53.24%	
OXFAM - AMERICA, INC.	\$351,877.00	\$172,279.00	\$179,598.00	51.04%	
PEOPLE FOR THE ETHICAL TREATMENT OF ANIMALS, INC.	\$341,272.00	\$267,952.41	\$73,319.59	21.48%	
SIERRA CLUB	\$1,722,099.58	\$955,136.57	\$766,963.01	* 44.54%	
SPECIAL OLYMPICS INTERNATIONAL	\$0.00	\$0.00	\$0.00	0.00%	
THE METROPOLITAN MUSEUM OF ART	\$527,115.00	\$216,651.00	\$310,464.00	58.90%	
THE NATIONAL MUSEUM OF WOMEN IN THE ARTS	\$35,425.00	\$29,330.00	\$6,095.00	17.21%	
THE PHILLIPS COLLECTION	\$16,613.00	\$12,445.00	\$4,168.00	25.09%	
UNION OF CONCERNED SCIENTISTS, INC.	\$0.00	\$0.00	\$0.00	0.00%	
UNITED STATES ASSOCIATION FOR UNHCR	\$31,093.08	\$12,510.00	\$18,583.08	59.77%	
EMPIRE GROUP MARKETING, LLC					21.00%
DISABLED FIREFIGHTERS FOUNDATION	\$83,879.50	\$71,297.58	\$12,581.92	* 15.00%	
FIREFIGHTERS CHARITABLE FOUNDATION	\$47,839.00	\$40,663.15	\$7,175.85	15.00%	
UPPER PROVIDENCE TOWNSHIP POLICE ASSSOCIATION	\$105,747.00	\$80,430.80	\$25,316.20	23.94%	
UPPER PROVIDENCE TOWNSHIP POLICE ASSSOCIATION	\$102,621.55	\$76,293.95	\$26,327.60	25.66%	
ESB TRADING COMPANY, L.L.C.					89.97%
CHILD QUEST INTERNATIONAL, INC.	\$212,436.80	\$21,316.92	\$191,119.88	* 89.97%	

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Appendix A

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
EVENT ASSOCIATES, INC.					50.21%
THE BUONICONTI FUND TO CURE PARALYSIS, INC.	\$2,080,081.61	\$1,035,688.19	\$1,044,393.42	50.21%	
EVENTS EXTRAORDINAIRES BY JANET CIMINO, INC.					41.91%
PROJECT OF EASTON, INC.	\$45,861.98	\$26,642.82	\$19,219.16	41.91%	
FUNDRAISING INITIATIVES, INC.					-66.43%
AMERICAN LEBANESE SYRIAN ASSOCIATED CHARITIES, INC.	\$201,283.00	\$350,901.60	\$133,714.60-	-66.43%	
GIVERIGHT, INC.					60.36%
THE HERITAGE FOUNDATION	\$3,910,808.00	\$1,550,211.07	\$2,360,596.93	60.36%	

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GORDON 8	SCHWENKMEYER, INC.					19.25%
Д	AMERICAN CIVIL LIBERTIES UNION, INC.	\$2,800.00	\$11,815.16	\$9,015.16-	-321.97%	
Д	AMNESTY INTERNATIONAL OF THE U.S.A., INC.	\$172,046.00	\$144,664.00	\$27,382.00	15.92%	
В	BRADY CAMPAIGN TO PREVENT GUN VIOLENCE	\$359,582.00	\$230,736.96	\$128,845.04	* 35.83%	
L	EAGUE OF CONSERVATION VOTERS, INC.	\$19,056.00	\$15,179.74	\$3,876.26	20.34%	
L	EAGUE OF CONSERVATION VOTERS, INC.	\$53,726.00	\$36,516.35	\$17,209.65	32.03%	
L	EAGUE OF WOMEN VOTERS OF THE UNITED STATES	\$23,050.00	\$16,970.01	\$6,079.99	26.38%	
١	NARAL PRO-CHOICE AMERICA	\$1,146,910.01	\$1,089,995.19	\$56,914.82	* 4.96%	
N	NARAL PRO-CHOICE AMERICA	\$296,867.00	\$236,517.60	\$60,349.40	20.33%	
F	PLANNED PARENTHOOD ACTION FUND, INC.	\$0.00	\$0.00	\$0.00	0.00%	
P	PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.	\$315,064.80	\$331,444.60	\$16,379.80-	* -5.20%	
Т	THE WILDERNESS SOCIETY	\$102,437.98	\$91,011.12	\$11,426.86	11.15%	
L	JNITED FARM WORKERS OF AMERICA	\$239,609.60	\$143,304.09	\$96,305.51	40.19%	
L	JNITED FARM WORKERS OF AMERICA	\$345,235.83	\$157,783.06	\$187,452.77	54.30%	
V	VOMEN'S CAMPAIGN FORUM	\$59,970.44	\$26,760.50	\$33,209.94	55.38%	

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Appendix A

Paid Solicitor	Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
GRASSROOTS CAMPAI	GNS, INC.					-18.57%
AMERICAN C	IVIL LIBERTIES UNION, INC.	\$119,919.00	\$141,660.00	\$21,741.00-	-18.13%	
AMERICAN C	IVIL LIBERTIES UNION, INC.	\$52,042.00	\$63,720.00	\$11,678.00-	-22.44%	
AMERICAN C	IVIL LIBERTIES UNION, INC.	\$222,739.25	\$262,620.00	\$39,880.75-	-17.90%	
LEAGUE OF (CONSERVATION VOTERS, INC.	\$0.00	\$0.00	\$0.00	0.00%	
GREEN POINT CALL CE	NTER SERVICES, INC.					71.87%
THE KOBY MA	ANDELL FOUNDATION, INC.	\$14,043.01	\$3,950.00	\$10,093.01	71.87%	

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Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
HARRIS DIRECT					56.88%
AMERICAN CIVIL LIBERTIES UNION, INC.	\$233,889.00	\$127,924.00	\$105,965.00	45.31%	
DEFENDERS OF WILDLIFE	\$349,475.00	\$349,382.25	\$92.75	* 0.03%	
DOCTORS WITHOUT BORDERS, USA, INC/MEDECINS SANS FRONTIERES USA, INC.	\$7,936,521.00	\$2,521,030.85	\$5,415,490.15	* 68.24%	
EARTH JUSTICE	\$12,781.00	\$9,085.50	\$3,695.50	* 28.91%	
JANE GOODALL INSTITUTE FOR WILDLIFE RESEARCH, EDUCATION & CONSERVATION	\$3,423.00	\$4,237.25	\$814.25-	-23.79%	
NARAL PRO-CHOICE AMERICA	\$54,418.00	\$65,952.00	\$11,534.00-	-21.20%	
PLANNED PARENTHOOD ACTION FUND, INC.	\$0.00	\$0.00	\$0.00	0.00%	
PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.	\$483,026.00	\$362,721.20	\$120,304.80	24.91%	
SIERRA CLUB	\$986,900.79	\$518,467.00	\$468,433.79	* 47.47%	
THE PLANETARY SOCIETY	\$66,190.00	\$66,963.90	\$773.90-	-1.17%	
THE WILDERNESS SOCIETY	\$511,456.00	\$272,256.00	\$239,200.00	* 46.77%	
WORLD WILDLIFE FUND, INC.	\$852,950.00	\$656,452.00	\$196,498.00	23.04%	

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HUDSON BAY COMPANY OF ILLINOIS, INC.					73.86%
9 TO 5, NAT'L ASSOCATION OF WORKING WOMEN	\$29,832.00	\$8,048.11	\$21,783.89	73.02%	
CAMPAIGN FOR FRESH AIR AND CLEAN POLITICS	\$63,426.93	\$28,590.96	\$34,835.97	* 54.92%	
FOOD & WATER WATCH	\$23,062.99	\$7,610.05	\$15,452.94	* 67.00%	
HEALTHY SCHOOLS CAMPAIGN	\$16,119.50	\$7,905.14	\$8,214.36	50.96%	
ORGANIC CONSUMERS ASSOCIATION	\$1,741,896.04	\$439,848.80	\$1,302,047.24	* 74.75%	
ORGANIC CONSUMERS FUND	\$87,599.50	\$20,848.86	\$66,750.64	76.20%	
THE GOVERNMENT ACCOUNTABILITY PROJECT	\$76,400.65	\$19,989.92	\$56,410.73	73.84%	
IDC, LTD.					16.84%
ASSOCIATION OF THE GRADUATES OF THE UNITED STATE MILITARY ACADEMY	\$1,958,432.17	\$361,669.21	\$1,596,762.96	81.53%	
CHILDREN'S HOSPITAL FOUNDATION	\$406,307.16	\$899,010.68	\$492,703.52-	* -121.26%	
MEDICALERT FOUNDATION UNITED STATES	\$194,792.15	\$153,012.94	\$41,779.21	21.45%	
THE AMERICAN COLLEGE	\$34,865.00	\$30,000.00	\$4,865.00	13.95%	
THE CLEVELAND CLINIC	\$3,600,185.00	\$3,707,516.74	\$107,331.74-	* -2.98%	
IGH ASSOCIATES					83.53%
NATIONAL AVIARY IN PITTSBURGH, INC.	\$653,369.00	\$133,610.00	\$519,759.00	79.55%	
NATIONAL AVIARY IN PITTSBURGH, INC.	\$2,495,975.00	\$184,800.00	\$2,311,175.00	92.60%	
PITTSBURGH DOWNTOWN PARTNERSHIP	\$72,300.00	\$212,253.00	\$139,953.00-	-193.57%	

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Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
INFOCISION MANAGEMENT CORPORATION					43.12%
ALZHEIMER'S DISEASE & RELATED DISORDERS ASSN., INC.	\$3,597,855.02	\$2,109,688.70	\$1,488,166.32	41.36%	
AMERICAN CANCER SOCIETY, INC.	\$8,624,282.04	\$5,680,572.73	\$2,943,709.31	34.13%	
AMERICAN DIABETES ASSOCIATION, INC.	\$2,849,093.88	\$1,268,616.06	\$1,580,477.82	55.47%	
AMERICAN HEART ASSOCIATION, INC.	\$13,735,514.76	\$6,174,976.05	\$7,560,538.71	55.04%	
AMERICAN INSTITUTE FOR CANCER RESEARCH	\$8,892,001.60	\$6,366,788.99	\$2,525,212.61	28.40%	
AMERICAN INSTITUTE FOR CANCER RESEARCH	\$1,027,981.53	\$757,751.49	\$270,230.04	26.29%	
AMERICAN LUNG ASSOCIATION	\$5,157,099.10	\$4,200,519.30	\$956,579.80	18.55%	
AMERICAN SOCIETY FOR PREVENTION OF CRUELTY TO ANIMALS	\$172,203.34	\$101,738.64	\$70,464.70	40.92%	
AUTISM SPECTRUM DISORDER FOUNDATION, INC.	\$1,165,728.40	\$1,105,728.40	\$60,000.00	5.15%	
CATHOLIC RELIEF SERVICES UNITED STATES CATHOLIC CONFERENCE OF CATHOLIC	\$1,479,914.49	\$493,233.27	\$986,681.22	66.67%	
CHRISTIAN ADVOCATES SERVING EVANGELISM, INC.	\$7,627,828.09	\$2,029,002.27	\$5,598,825.82	73.40%	
CHRISTIAN CHILDREN'S FUND, INC.	\$1,317,302.58	\$231,979.65	\$1,085,322.93	82.39%	
CITIZENS UNITED	\$4,979,040.48	\$3,979,040.48	\$1,000,000.00	20.08%	
COALTION FOR A CONSERVATIVE MAJORITY, INC.	\$3,929.00	\$3,929.00	\$0.00	0.00%	
CONCERNED WOMEN FOR AMERICA	\$2,840,948.20	\$2,061,644.50	\$779,303.70	27.43%	
CONCERNED WOMEN FOR AMERICA, LEGISLATIVE ACTION COMMITTEE (LAC)	\$1,219,511.43	\$1,219,511.43	\$0.00	0.00%	
CORAL RIDGE MINISTRIES MEDIA, INC.	\$1,633,333.00	\$1,425,685.12	\$207,647.88	12.71%	

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Paid Solic	itor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
INFOCISION	N MANAGEMENT CORPORATION					43.12%
E	EASTER SEALS, INC.	\$732,328.00	\$691,334.97	\$40,993.03	5.60%	
Н	HABITAT FOR HUMANITY - INTERNATIONAL, INC.	\$958,386.86	\$710,113.60	\$248,273.26	25.91%	
11	NTERNATIONAL FELLOWSHIP OF CHRISTIANS AND JEWS, INC.	\$550,268.75	\$332,696.43	\$217,572.32	39.54%	
J	EWISH NATIONAL FUND (KEREN KAYEMETH LEISRAEL) INC N.Y.	\$58,294.10	\$48,963.00	\$9,331.10	16.01%	
L	EUKEMIA & LYMPHOMA SOCIETY	\$26,022,697.00	\$9,919,843.26	\$16,102,853.74	* 61.88%	
M	MARCH OF DIMES FOUNDATION	\$7,154,945.64	\$3,212,294.00	\$3,942,651.64	55.10%	
M	MEDIA RESEARCH CENTER	\$11,137.75	\$11,137.75	\$0.00	0.00%	
N	NATIONAL ARBOR DAY FOUNDATION	\$920.00	\$920.00	\$0.00	0.00%	
N	NATIONAL MULTIPLE SCLEROSIS SOCIETY - NATIONAL HEADQUARTER	\$2,570,820.00	\$661,577.75	\$1,909,242.25	74.27%	
N	NATIONAL RIFLE ASSOCIATION OF AMERICA	\$27,000,000.00	\$19,882,249.03	\$7,117,750.97	26.36%	
C	OPERATION BLESSING INTERNATIONAL RELIEF & DEVELOPMENT CORPORATION	\$133,154.58	\$61,851.14	\$71,303.44	53.55%	
Т	ELECOMPIONEERS CHARITABLE FOUNDATION	\$83,032.26	\$68,858.49	\$14,173.77	17.07%	
U	J.S. ENGLISH, INC.	\$299,364.88	\$206,262.52	\$93,102.36	31.10%	
U	JNITED STATES FUND FOR UNICEF	\$52,640.00	\$35,141.50	\$17,498.50	33.24%	
U	UNITED STATES FUND FOR UNICEF	\$720.00	\$0.00	\$720.00	100.00%	

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INSIGHT TELE-SERVICES, INC.					10.62%
CANCER FUND OF AMERICA, INC,	\$54,208.17	\$46,619.89	\$7,588.28	14.00%	
KIDS WISH NETWORK, INC.	\$35,135.17	\$30,918.95	\$4,216.22	12.00%	
KIDS WISH NETWORK, INC.	\$18,561.50	\$16,334.12	\$2,227.38	12.00%	
NATIONAL CHILDREN'S LEUKEMIA FOUNDATION	\$370,630.00	\$333,567.00	\$37,063.00	* 10.00%	
OPERATION LOOKOUT NATIONAL CENTER FOR MISSING YOUTH	\$43,102.00	\$38,791.80	\$4,310.20	* 10.00%	
INTEGRAL RESOURCES, INC.					21.52%
AMERICAN COUNCIL OF THE BLIND	\$2,621,284.38	\$2,008,736.02	\$612,548.36	* 23.37%	
ANTI-DEFAMATION LEAGUE OF B'NAI B'RITH	\$62,992.48	\$48,508.29	\$14,484.19	22.99%	
LEAGUE OF CONSERVATION VOTERS, INC.	\$229,515.90	\$229,515.90	\$0.00	0.00%	
OPERATION LOOKOUT NATIONAL CENTER FOR MISSING YOUTH	\$232.90	\$180.00	\$52.90	22.71%	
J. MILITO & ASSOCIATES, INC.					48.11%
HARRISBURG AREA COMMUNITY COLLEGE	\$11,186.00	\$3,397.40	\$7,788.60	69.63%	
WEST PHILADELPHIA CATHOLIC HIGH SCHOOL DBA THE FRIENDS OF WEST PHILADEL	\$66,095.00	\$36,704.00	\$29,391.00	44.47%	
KAISER DIRECT LLC					21.40%
AMVETS DEPARTMENT OF PENNSYLVANIA SERVICE FOUNDATION	\$98,132.80	\$78,506.24	\$19,626.56	* 20.00%	
CHILDHOOD LEUKEMIA FOUNDATION, INC.	\$135,739.35	\$103,318.10	\$32,421.25	* 23.88%	
COALITION AGAINST BREAST CANCER, INC.	\$143,186.84	\$114,549.47	\$28,637.37	* 20.00%	

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Appendix A

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
LENORA VESIO D/B/A CLARITY STRATEGIC CONSULTING					95.02%
ASSOCIATED ARTISTS OF PITTSBURGH	\$140,650.00	\$7,000.00	\$133,650.00	95.02%	
LORI LESNESKY					28.93%
GREATER SCRANTON JAYCEES, INC.	\$45,317.00	\$31,721.90	\$13,595.10	30.00%	
NORTHEASTERN DETACHMENT MARINE CORPS LEAGUE, INC.	\$33,858.00	\$23,700.60	\$10,157.40	30.00%	
NORTHEASTERN DETACHMENT MARINE CORPS LEAGUE, INC.	\$44,206.50	\$32,270.75	\$11,935.75	27.00%	
MARKET STREET SPORTS GROUP, LLC					82.94%
BIG 33 SCHOLARSHIP FOUNDATION, INC.	\$158,899.00	\$27,104.00	\$131,795.00	82.94%	

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MDS COMMUNICATIONS CORPORATION					43.16%
"FEEDING AMERICA"	\$0.00	\$0.00	\$0.00	0.00%	
AMERICAN BIBLE SOCIETY	\$110,341.00	\$52,717.00	\$57,624.00	52.22%	
AMERICAN LEBANESE SYRIAN ASSOCIATED CHARITIES, INC.	\$608,067.00	\$414,179.00	\$193,888.00	31.89%	
AMERICAN LEPROSY MISSIONS, INC.	\$216,815.00	\$97,513.00	\$119,302.00	55.02%	
CATHOLIC RELIEF SERVICES U.S. CATHOLIC CONFERENCE, INC.	\$660,516.00	\$345,220.00	\$315,296.00	47.73%	
CHRISTIAN ADVOCATES SERVING EVANGELISM, INC.	\$770,511.00	\$715,578.00	\$54,933.00	7.13%	
CHRISTIAN COALITION	\$80,266.00	\$56,832.00	\$23,434.00	29.20%	
CITYTEAM MINISTRIES	\$312,189.00	\$118,552.00	\$193,637.00	62.03%	
COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE, INC.	\$2,169,084.00	\$1,012,782.00	\$1,156,302.00	53.31%	
FAITH AND FREEDOM COALITION, INC.	\$0.00	\$0.00	\$0.00	0.00%	
FAMILY RESEARCH COUNCIL	\$212,072.00	\$194,794.00	\$17,278.00	8.15%	
FAMILY RESEARCH COUNCIL ACTION	\$181,142.00	\$156,637.00	\$24,505.00	13.53%	
HOLT INTERNATIONAL CHILDREN'S SERVICES, INC.	\$51,795.00	\$19,063.00	\$32,732.00	63.20%	
JEWISH VOICE MINISTRIES INTERNATIONAL	\$593,185.00	\$175,565.00	\$417,620.00	70.40%	
LIBERTY COUNSEL, INC.	\$45,962.00	\$31,281.00	\$14,681.00	31.94%	
LUTHERAN WORLD RELIEF, INC.	\$198,508.00	\$32,301.00	\$166,207.00	83.73%	
MERCY CORPS	\$610,496.00	\$262,858.00	\$347,638.00	56.94%	

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MDS COMMUNICATIONS CORPORATION					43.16%
NATIONAL RIGHT TO LIFE COMMITTEE, INC.	\$1,379,781.00	\$792,971.00	\$586,810.00	42.53%	
PENNSYLVANIA PRO-LIFE FEDERATION, INC.	\$190,215.00	\$87,899.00	\$102,316.00	53.79%	
PIONEER CLUBS	\$23,852.00	\$15,946.00	\$7,906.00	* 33.15%	
PROMISE KEEPERS	\$0.00	\$0.00	\$0.00	0.00%	
STUDENTS FOR LIFE OF AMERICA, INC.	\$242,587.00	\$210,570.00	\$32,017.00	13.20%	
THE ARTHRITIS FOUNDATION, INC.	\$151,275.00	\$74,557.00	\$76,718.00	50.71%	
THE BIBLE LEAGUE	\$258,610.00	\$129,928.00	\$128,682.00	49.76%	
THE CHRISTIAN NETWORK, INC.	\$13,495.00	\$5,654.00	\$7,841.00	58.10%	
THE QUIET HOUR, INC.	\$10,168.00	\$4,566.00	\$5,602.00	55.09%	
THE RUTHERFORD INSTITUTE	\$48,902.00	\$33,628.00	\$15,274.00	31.23%	
VETERANS OF FOREIGN WARS OF THE UNITED STATES	\$765,631.00	\$576,324.00	\$189,307.00	24.73%	
WALK THRU THE BIBLE MINISTRIES	\$57,719.00	\$45,209.00	\$12,510.00	21.67%	

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MENACOLA MARKETING, INC.					14.51%
ASSOCIATION FOR POLICE OFFICERS	\$210,372.00	\$178,816.20	\$31,555.80	15.00%	
FIREFIGHTERS CHARITABLE FOUNDATION	\$88,874.00	\$77,691.85	\$11,182.15	* 12.58%	
NATIONAL POLICE DEFENSE FOUNDATION INC	\$221,378.60	\$188,171.81	\$33,206.79	15.00%	
NATIONAL POLICE DEFENSE FOUNDATION, INC. DBA OPERATION KIDS	\$98,839.00	\$84,013.15	\$14,825.85	15.00%	
NATIONAL VETERANS SERVICES FUND, INC.	\$19,718.00	\$17,746.20	\$1,971.80	10.00%	
MIDWEST PUBLISHING - DN, INC.					19.47%
CANCER CENTER FOR DETECTION AND PREVENTION	\$1,499,750.93	\$1,004,833.12	\$494,917.81	33.00%	
CARING FOR OUR CHILDREN FOUNDATION	\$914,708.83	\$823,237.95	\$91,470.88	* 10.00%	
COLONIAL CHAPTER OF THE PARALYZED VETERANS OF AMERICA, INC.	\$163,870.00	\$148,641.44	\$22,584.11	* 13.78%	
FIREFIGHTERS CHARITABLE FOUNDATION	\$1,276,522.55	\$1,085,044.17	\$191,478.38	* 15.00%	
OPERATION LOOKOUT NATIONAL CENTER FOR MISSING YOUTH	\$1,111,754.66	\$944,987.08	\$166,767.58	* 15.00%	

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OUTREACH ASSOCIATES, INC.					40.91%
AMERICAN ASSOCIATION OF UNIVERSITY WOMEN, INC.	\$132,827.00	\$94,374.00	\$38,453.00	28.95%	
AMERICAN CIVIL LIBERTIES UNION, INC.	\$0.00	\$0.00	\$0.00	0.00%	
AMERICANS UNITED FOR SEPARATION OF CHURCH AND STATE	\$21,745.00	\$20,591.00	\$1,154.00	5.31%	
BRADY CAMPAIGN TO PREVENT GUN VIOLENCE	\$80,347.00	\$55,262.00	\$25,085.00	31.22%	
CONSUMERS UNION OF UNITED STATES, INC.	\$450,615.00	\$188,860.00	\$261,755.00	58.09%	
EARTH JUSTICE	\$102,180.00	\$74,738.00	\$27,442.00	26.86%	
ENVIRONMENTAL DEFENSE ACTION FUND	\$88,902.00	\$47,046.00	\$41,856.00	47.08%	
ENVIRONMENTAL DEFENSE FUND, INC.	\$244,034.00	\$78,909.00	\$165,125.00	67.66%	
LEAGUE OF WOMEN VOTERS OF THE UNITED STATES	\$162,653.00	\$101,539.00	\$61,114.00	37.57%	
NEW YORK PUBLIC LIBRARY	\$51,045.00	\$28,901.00	\$22,144.00	43.38%	
PHYSICIANS FOR SOCIAL RESPONSIBILITY, INC.	\$38,479.00	\$23,605.00	\$14,874.00	38.65%	
PROJECT HOPE-THE PEOPLE-TO-PEOPLE HEALTH FOUNDATION, INC.	\$157,044.00	\$139,077.00	\$17,967.00	11.44%	
RELIGIOUS COALITION FOR REPRODUCTIVE CHOICE	\$33,530.00	\$37,010.00	\$3,480.00-	-10.38%	
SOUTHERN POVERTY LAW CENTER, INC.	\$634,129.00	\$353,091.00	\$281,038.00	44.32%	
THE ARTHRITIS FOUNDATION, INC.	\$13,579.00	\$15,059.00	\$1,480.00-	-10.90%	
THE DIAN FOSSEY GORILLA FUND INTERNATIONAL, INC.	\$30,083.00	\$26,123.00	\$3,960.00	13.16%	
THE WILDERNESS SOCIETY	\$43,899.00	\$66,025.00	\$22,126.00-	-50.40%	

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OUTREACH CALLING					15.00%
FIREMEN'S ASSOCIATION OF THE STATE OF PENNSYLVANIA	\$166,219.97	\$141,286.97	\$24,933.00	15.00%	
PENNSYLVANIA DONOR SERVICES, LLC					30.61%
MILITARY ORDER OF THE PURPLE HEART SERVICE FOUNDATION, INC.	\$6,937,771.06	\$4,813,910.40	\$2,123,860.66	* 30.61%	
PEP DIRECT, LLC.					-96.06%
SUPREME TEMPLE, DAUGHTERS OF THE NILE FOUNDATION	\$111,778.00	\$219,157.00	\$107,379.00-	* -96.06%	
PHONE BANK SYSTEMS, INC.					51.20%
PENN STATE PUBLIC BROADCASTING	\$108,002.00	\$54,794.55	\$53,207.45	49.27%	
WQED MULTIMEDIA	\$334,261.00	\$161,049.90	\$173,211.10	51.82%	
PREFERRED COMMUNITY SERVICES, INC.					17.70%
CARING FOR OUR CHILDREN FOUNDATION	\$0.00	\$0.00	\$0.00	0.00%	
CHILDRENS CANCER FUND OF AMERICA, INC.	\$170,285.51	\$143,986.38	\$26,299.13	* 15.44%	
DEFEAT DIABETES FOUNDATION, INC.	\$25,744.50	\$20,595.60	\$5,148.90	* 20.00%	
HEART SUPPORT OF AMERICA, INC.	\$19,954.00	\$17,170.62	\$2,783.38	* 13.95%	
OPERATION LOOKOUT NATIONAL CENTER FOR MISSING YOUTH	\$0.00	\$0.00	\$0.00	0.00%	
SURVIVORS AND VICTIMS EMPOWERED	\$173,747.91	\$138,998.33	\$34,749.58	* 20.00%	
PRIMETIME ENTERPRISES, INC.					0.00%
D.A.R.E AMERICA	\$0.00	\$0.00	\$0.00	0.00%	

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Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
PUBLIC INTEREST COMMUNICATIONS, INC.					35.84%
AMERICAN CIVIL LIBERTIES UNION, INC.	\$290,093.00	\$188,307.00	\$101,786.00	35.09%	
AMNESTY INTERNATIONAL OF THE U.S.A., INC.	\$369,416.00	\$237,755.00	\$131,661.00	35.64%	
CHILDREN'S DEFENSE FUND	\$12,382.00	\$19,530.00	\$7,148.00-	-57.73%	
CHRISTIAN APPALACHIAN PROJECT, INC.	\$595,069.00	\$132,665.00	\$462,404.00	77.71%	
CIVIL WAR PRESERVATION TRUST	\$154,059.60	\$89,565.86	\$64,493.74	41.86%	
COMMON CAUSE	\$167,316.00	\$112,860.00	\$54,456.00	32.55%	
COMMON CAUSE / PENNSYLVANIA	\$18,379.00	\$7,104.72	\$11,274.28	61.34%	
COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE, INC.	\$111,715.00	\$37,512.00	\$74,203.00	66.42%	
DEFENDERS OF WILDLIFE	\$1,389,783.00	\$784,697.00	\$605,086.00	43.54%	
ENVIRONMENTAL DEFENSE FUND, INC.	\$117,525.20	\$69,582.57	\$47,942.63	40.79%	
GREENPEACE, INC.	\$234,323.00	\$180,584.00	\$53,739.00	22.93%	
INTERNATIONAL CAMPAIGN FOR TIBET	\$29,635.00	\$25,179.00	\$4,456.00	15.04%	
LEAGUE OF CONSERVATION VOTERS, INC.	\$142,908.00	\$81,985.00	\$60,923.00	42.63%	
MOTHERS AGAINST DRUNK DRIVING	\$87,107.00	\$121,488.00	\$34,381.00-	-39.47%	
PUBLIC CITIZEN FOUNDATION, INC.	\$677.00	\$666.00	\$11.00	1.62%	
PUBLIC CITIZEN, INC.	\$2,333.00	\$1,956.00	\$377.00	16.16%	
SAVE DARFUR COALITION	\$70,645.00	\$66,785.00	\$3,860.00	5.46%	

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PUBLIC INTEREST COMMUNICATIONS, INC.					35.84%
SERVICEMEMBERS LEGAL DEFENSE NETWORK, INC.	\$37,874.00	\$20,262.00	\$17,612.00	46.50%	
SOS CHILDREN'S VILLAGESUSA, INC.	\$40,292.00	\$13,037.00	\$27,255.00	67.64%	
THE ARTHRITIS FOUNDATION, INC.	\$25,303.50	\$28,133.08	\$2,829.58-	-11.18%	
THE WILDERNESS SOCIETY	\$11,855.00	\$25,952.00	\$14,097.00-	-118.91%	
WATER KEEPER ALLIANCE	\$32,055.00	\$25,511.00	\$6,544.00	20.41%	
WORLD WILDLIFE FUND, INC.	\$954,596.00	\$779,566.00	\$175,030.00	18.34%	
WORLD WILDLIFE FUND, INC.	\$359,837.00	\$320,817.00	\$39,020.00	10.84%	
PUBLIC OUTREACH FUNDRAISING, LLC					-670.53%
SAVE THE CHILDREN FEDERATION, INC.	\$27,131.00	\$209,051.18	\$181,920.18-	-670.53%	
PUBLIC SAFETY PROMOTIONS OF PENNSYLVANIA, INC.					21.35%
GOODWILL STEAM FIRE COMPANY - #1 OF POTTSTOWN	\$25,340.00	\$19,296.00	\$6,044.00	23.85%	
POTTSTOWN AREA POLICE ATHLETIC LEAGUE	\$46,837.00	\$37,469.60	\$9,367.40	20.00%	
PUBLIC STRATEGIES, INC.					1.24%
PENNSYLVANIA CONFERENCE FOR WOMEN	\$889,799.27	\$878,765.80	\$11,033.47	1.24%	
QUADRIGA ART, LLC					60.18%
PARALYZED VETERANS OF AMERICA	\$355,361,641.00	\$141,520,695.00	\$213,840,946.00	* 60.18%	

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Appendix A

Paid So	licitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
RMG US	A, INC.					-12.34%
	NATIONAL ARBOR DAY FOUNDATION	\$5,886.00	\$5,886.00	\$0.00	0.00%	
	NATIONAL RIGHT TO LIFE COMMITTEE, INC.	\$10,542.00	\$10,542.00	\$0.00	0.00%	
	THE HUMANE SOCIETY OF THE UNITED STATES	\$547,102.00	\$616,622.00	\$69,520.00-	* -12.71%	

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RUFFALOCODY, LLC					43.84%
ALLENTOWN CENTRAL CATHOLIC HIGH SCHOOL	\$22,899.00	\$18,750.53	\$4,148.47	18.12%	
BLOOMSBURG UNIVERSITY FOUNDATION, INC.	\$197,290.00	\$132,025.99	\$65,264.01	33.08%	
EDINBORO UNIVERSITY FOUNDATION	\$16,749.00	\$17,760.14	\$1,011.14-	-6.04%	
GEISINGER HEALTH SYSTEM FOUNDATION	\$140,826.48	\$202,174.02	\$61,347.54-	-43.56%	
MANSFIELD UNIVERSITY FOUNDATION, INC.	\$199,446.00	\$92,663.65	\$106,782.35	53.54%	
MANSFIELD UNIVERSITY FOUNDATION, INC.	\$192,957.00	\$67,055.46	\$125,901.54	65.25%	
NATIONAL GAY AND LESBIAN TASK FORCE FOUNDATION	\$0.00	\$12,063.01	\$12,063.01-	0.00%	
NEUMANN UNIVERSITY	\$20,543.90	\$16,328.52	\$4,215.38	20.52%	
PHILADELPHIA COLLEGE OF OSTEOPATHIC MEDICINE	\$149,510.60	\$32,094.93	\$117,415.67	78.53%	
SALUS UNIVERSITY	\$70,930.00	\$31,767.71	\$39,162.29	55.21%	
SCRANTON PREPARATORY SCHOOL	\$217,000.00	\$23,461.44	\$193,538.56	89.19%	
SCRANTON PREPARATORY SCHOOL	\$110,515.00	\$26,626.83	\$83,888.17	75.91%	
THE FOUNDATION FOR INDIANA UNIVERSITY OF PENNSYLVANIA	\$2,064,691.78	\$1,438,791.72	\$625,900.06	* 30.31%	
THE TRUSTEES OF THE UNIVERSITY OF PENNSYLVANIA	\$753,958.06	\$220,241.97	\$533,716.09	70.79%	
UNIVERSITY OF COLORADO FOUNDATION	\$3,638,744.69	\$2,223,104.02	\$1,415,640.67	* 38.90%	
UNIVERSITY OF SCRANTON	\$309,641.92	\$133,543.96	\$176,097.96	56.87%	
UNIVERSITY OF SCRANTON	\$423,676.00	\$109,000.00	\$314,676.00	74.27%	

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RUFFALOCODY, LLC					43.84%
WHYY, INC.	\$151,026.97	\$77,347.55	\$73,679.42	48.79%	
SALVAGE DIRECT, INC.					53.03%
BIG BROTHERS AND SISTERS OF CRAWFORD COUNTY, INC.	\$4,510.00	\$2,178.50	\$2,331.50	* 51.70%	
CENTRAL WESTMORELAND HABITAT FOR HUMANITY, INC.	\$4,000.00	\$2,150.00	\$1,895.00	* 47.38%	
CHERRYTREE TOWNSHIP VOLUNTEER FIRE DEPARTMENT	\$150.00	\$127.50	\$45.00	30.00%	
FRENCH CREEK COUNCIL, BOY SCOUTS OF AMERICA	\$4,750.00	\$2,262.50	\$2,532.50	* 53.32%	
HYDETOWN VOLUNTEER FIRE DEPARTMENT	\$1,720.00	\$902.00	\$818.00	* 47.56%	
THE REGIONAL CANCER CENTER FOUNDATION	\$12,950.00	\$5,432.50	\$7,607.50	* 58.75%	
TITUSVILLE ALUMNI ASSOCIATION	\$1,560.00	\$846.00	\$714.00	* 45.77%	
TITUSVILLE AREA HEALTH CENTER FOUNDATION	\$500.00	\$325.00	\$175.00	* 35.00%	
TITUSVILLE AREA UNITED WAY	\$17,770.00	\$8,769.50	\$9,273.50	* 52.19%	
TITUSVILLE YOUNG WOMEN'S CHRISTIAN ASSOCIATION	\$2,240.00	\$1,234.00	\$1,051.00	* 46.92%	
UNITED WAY OF WESTERN CRAWFORD COUNTY, INC.	\$2,100.00	\$885.00	\$1,215.00	* 57.86%	
UNITED WAY OF YORK COUNTY	\$1,800.00	\$705.00	\$1,095.00	60.83%	
VENANGO AREA RIDING FOR THE HANDICAPPED ASSOC. (VARHA)	\$190.00	\$141.50	\$57.00	30.00%	
YOUNG MENS CHRISTIAN ASSOCIATION OF TITUSVILLE	\$2,600.00	\$1,360.00	\$1,330.00	* 51.15%	

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SD&A TELESERVICES, INC.					52.60%
CARNEGIE HALL SOCIETY, INC.	\$1,526,874.00	\$398,588.00	\$1,128,286.00	73.90%	
FREE LIBRARY OF PHILADELPHIA FOUNDATION	\$15,110.00	\$10,827.00	\$4,283.00	28.35%	
FRIENDS OF THE ORPHANS	\$6,794.00	\$10,274.00	\$3,480.00-	-51.22%	
GAY & LESBIAN ALLIANCE AGAINST DEFAMATION, INC.	\$194,325.50	\$149,741.30	\$44,584.20	22.94%	
NARAL PRO-CHOICE AMERICA	\$10,650.00	\$17,447.00	\$6,797.00-	-63.82%	
PHILADELPHIA MUSEUM OF ART	\$171,368.00	\$171,986.00	\$618.00-	-0.36%	
PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.	\$20,511.00	\$20,162.00	\$349.00	1.70%	
SIERRA CLUB	\$1,503,597.73	\$562,653.83	\$940,943.90	* 62.58%	
SOUTHERN POVERTY LAW CENTER, INC.	\$53,038.00	\$22,390.00	\$30,648.00	57.78%	
THE WILDERNESS SOCIETY	\$50,649.00	\$104,526.00	\$53,877.00-	* -106.37%	
WHYY, INC.	\$1,348,860.00	\$854,708.00	\$494,152.00	* 36.63%	

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Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
SHARE GROUP, INC.					38.46%
AMERICAN FRIENDS SERVICE COMMITTEE	\$74,083.00	\$38,011.00	\$36,072.00	48.69%	
ANTI-DEFAMATION LEAGUE OF B'NAI B'RITH	\$271,811.00	\$126,090.00	\$145,721.00	53.61%	
BRADY CAMPAIGN TO PREVENT GUN VIOLENCE	\$138,697.00	\$68,798.00	\$69,899.00	50.40%	
BREAD FOR THE WORLD, INC.	\$182,457.00	\$177,798.00	\$4,659.00	2.55%	
COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE, INC.	\$117,254.00	\$34,111.00	\$83,143.00	70.91%	
DEFENDERS OF WILDLIFE ACTION FUND	\$48,128.00	\$52,140.00	\$4,012.00-	-8.34%	
HUMANE SOCIETY LEGISLATIVE FUND	\$41,339.00	\$39,911.00	\$1,428.00	3.45%	
INTERNATIONAL FUND FOR ANIMAL WELFARE, INC.	\$50,447.42	\$51,322.79	\$875.37-	-1.74%	
LAMBDA LEGAL DEFENSE AND EDUCATION FUND, INC.	\$107,324.00	\$86,856.00	\$20,468.00	19.07%	
LAMBDA LEGAL DEFENSE AND EDUCATION FUND, INC.	\$59,206.00	\$43,137.00	\$16,069.00	27.14%	
NARAL PRO-CHOICE AMERICA	\$272,680.00	\$146,022.00	\$126,658.00	46.45%	
NATIONAL ASSOCIATION FOR THE ADVANCEMENT OF COLORED PEOPLE	\$523,473.00	\$331,338.00	\$192,135.00	36.70%	
NATIONAL AUDUBON SOCIETY, INC.	\$26,282.00	\$76,540.00	\$50,258.00-	-191.23%	
NATIONAL PARKS CONSERVATION ASSOCIATION	\$381,589.00	\$312,691.00	\$68,898.00	18.06%	
NATIONAL WILDLIFE FEDERATION	\$680,054.00	\$470,591.00	\$209,463.00	30.80%	
NATIONAL WILDLIFE FEDERATION	\$511,432.00	\$455,905.00	\$55,527.00	10.86%	
OCEAN CONSERVANCY, INC.	\$0.00	\$0.00	\$0.00	0.00%	

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SHARE GROUP, INC.					38.46%
OXFAM - AMERICA, INC.	\$819,700.00	\$239,136.00	\$580,564.00	70.83%	
PEOPLE FOR THE ETHICAL TREATMENT OF ANIMALS, INC.	\$167,408.00	\$103,187.00	\$64,221.00	38.36%	
PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.	\$194,733.00	\$150,288.00	\$44,445.00	22.82%	
SOUTHERN POVERTY LAW CENTER, INC.	\$285,889.01	\$56,535.00	\$229,354.01	80.22%	
SOUTHERN POVERTY LAW CENTER, INC.	\$0.00	\$0.00	\$0.00	0.00%	
THE FOUNDATION FOR AIDS RESEARCH	\$38,107.00	\$39,327.00	\$1,220.00-	-3.20%	
THE WILDERNESS SOCIETY	\$63,698.00	\$10,026.00	\$53,672.00	84.26%	
UNION OF CONCERNED SCIENTISTS, INC.	\$175,487.00	\$148,145.00	\$27,342.00	15.58%	
UNITARIAN UNIVERSALIST SERVICE COMMITTEE, INC.	\$244,632.00	\$81,119.00	\$163,513.00	66.84%	
WELLSTONE ACTION	\$147,812.00	\$121,847.00	\$25,965.00	17.57%	
SHARED PROGRESS, INC.					77.53%
MARCH OF DIMES FOUNDATION	\$1,125.90	\$1,936.57	\$902.90	80.19%	
OPERATION SMILE, INC.	\$1,282.18	\$1,949.49	\$972.92	75.88%	
WESTERN PENNSYLVANIA HUMANE SOCIETY	\$102.24	\$82.15	\$70.43	68.89%	

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SIEGEL	MARKETING GROUP, INC.					78.13%
	AMERICAN ISRAEL PUBLIC AFFAIRS COMMITTEE	\$298,169.07	\$71,151.99	\$227,017.08	76.14%	
	JEWISH FEDERATION OF GREATER PHILADELPHIA	\$234,529.00	\$44,975.34	\$189,553.66	80.82%	
	UNITED JEWISH FEDERATION OF GREATER PITTSBURGH	\$2,021.00	\$800.00	\$1,221.00	60.42%	

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SMITH-FREEMAN & ASSOCIATES					32.20%
BERKS CITY-COUNTY JUNIOR BASEBALL LEAGUE	\$17,813.90	\$12,469.73	\$5,344.17	30.00%	
BLANDON LIONS CLUB	\$3,110.00	\$1,555.00	\$1,555.00	50.00%	
BULLDOG BASEBALL DUGOUT CLUB	\$10,060.00	\$7,042.00	\$3,018.00	30.00%	
D.B. COACHES ASSOCIATION	\$10,050.00	\$6,834.00	\$3,216.00	32.00%	
EMMAUS 3-POINT CLUB	\$4,813.00	\$3,369.10	\$1,443.90	30.00%	
EMMAUS HOME RUN CLUB	\$4,325.00	\$3,027.50	\$1,297.50	30.00%	
EXETER BASKETBALL BOOSTERS	\$11,820.00	\$8,079.00	\$3,741.00	31.65%	
EXETER HIGH SCHOOL FOOTBALL PARENTS CLUB	\$17,525.00	\$10,798.75	\$6,726.25	38.38%	
EXETER HIGH SCHOOL GIRLS SOCCER BOOSTERS	\$6,508.00	\$4,555.60	\$1,952.40	30.00%	
GIBRALTAR FIRE CO., NO 1	\$16,680.00	\$10,008.00	\$6,672.00	40.00%	
HOLY NAME YOUTH FOOTBALL	\$8,495.00	\$5,946.50	\$2,548.50	30.00%	
HORNET HOOPS PARENTS BOOSTER CLUB	\$10,680.00	\$7,476.00	\$3,204.00	30.00%	
ITALIAN COLUMBUS DAY CELEBRATION COMMITTEE	\$4,030.00	\$2,821.00	\$1,209.00	30.00%	
ITALIAN HERITAGE COUNCIL OF BERKS COUNTY	\$6,762.00	\$4,395.30	\$2,366.70	35.00%	
KUTZTOWN HIGH SCHOOL GIRLS BASKETBALL	\$12,115.00	\$8,480.50	\$3,634.50	30.00%	
NEVERSINK FOREST NO. 32, TALL CEDARS OF LEBANON	\$1,850.00	\$1,387.50	\$462.50	25.00%	
OLEY VALLEY YOUTH LEAGUE, INC.	\$9,745.00	\$6,334.25	\$3,410.75	35.00%	

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SMITH-FREEMA	N & ASSOCIATES					32.20%
OWE	N J. ROBERTS HIGH SCHOOL BASEBALL TEAM	\$4,970.00	\$3,479.00	\$1,491.00	30.00%	
READ	DING HIGH SCHOOL BAND AIDES	\$6,680.00	\$4,676.00	\$2,004.00	30.00%	
READ	DING HIGH SCHOOL BOOSTERS CLUB	\$5,163.00	\$3,614.10	\$1,548.90	30.00%	
RING	GOLD BAND, INC.	\$4,095.00	\$2,866.50	\$1,228.50	30.00%	
THE F	READING BUCCANEERS, INC.	\$3,485.00	\$2,740.65	\$744.35	21.36%	
TREX	LER MIDDLE SCHOOL	\$1,537.00	\$1,075.90	\$461.10	30.00%	
WILSO	ON LACROSSE BOOSTERS	\$4,380.00	\$3,066.00	\$1,314.00	30.00%	
WILSO	ON WRESTLING BOOSTERS	\$7,775.00	\$5,442.50	\$2,332.50	30.00%	
WYO	MISSING AREA LITTLE LEAGUE, INC.	\$14,050.00	\$9,835.00	\$4,215.00	30.00%	
STABILE COMM	IUNICATIONS					94.44%
GREA	TER CANONSBURG LIBRARY ASSOC	\$2,866,760.65	\$159,314.50	\$2,707,446.15	* 94.44%	
STATEWIDE AP	PEAL, INC.					16.29%
AMER	RICAN ASSOCIATION OF STATE TROOPERS, INC.	\$532,255.44	\$435,753.29	\$96,502.15	18.13%	
FIREF	FIGHTERS CHARITABLE FOUNDATION	\$283,217.57	\$246,721.75	\$36,495.82	* 12.89%	
NATIO	DNAL VETERANS SERVICES FUND, INC.	\$14,870.00	\$12,639.50	\$2,230.50	15.00%	
STEEL CITY PR	OMOTIONS, INC.					5.00%
STAR	LIGHT CHILDREN'S FOUNDATION	\$10,640.00	\$10,108.00	\$532.00	5.00%	

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STRATEGIC FUNDRAISING, INC.					18.78%
ALLIANCE DEFENSE FUND, INC.	\$277,765.00	\$223,890.00	\$53,875.00	* 19.40%	
AMERICAN LUNG ASSOCIATION	\$1,224,167.00	\$1,145,966.00	\$78,201.00	* 6.39%	
CANCER RECOVERY FOUNDATION OF AMERICA	\$785,480.00	\$530,962.00	\$254,518.00	* 32.40%	
CITYTEAM MINISTRIES	\$144,011.00	\$46,340.00	\$97,671.00	67.82%	
FOOD FOR THE HUNGRY, INC.	\$829,744.00	\$492,127.00	\$337,617.00	* 40.69%	
FOOD FOR THE POOR, INC.	\$1,002,636.00	\$1,403,283.00	\$400,647.00-	-39.96%	
HABITAT FOR HUMANITY - INTERNATIONAL, INC.	\$107,989.00	\$115,368.00	\$7,379.00-	-6.83%	
MULTIPLE SCLEROSIS ASSOCIATION OF AMERICA, INC.	\$398,181.00	\$374,735.00	\$23,446.00	5.89%	
OPERATION SMILE, INC.	\$891,924.00	\$468,904.00	\$423,020.00	47.43%	
PRISON FELLOWSHIP MINISTRIES	\$464,104.00	\$450,380.00	\$13,724.00	2.96%	
UNITED STATES OLYMPIC COMMITTEE	\$1,985,827.00	\$1,336,856.00	\$648,971.00	32.68%	
TELE-PUBLICATIONS					38.99%
BERKS COUNTY OUTSTANDING YOUNG WOMAN INC.	\$28,785.00	\$15,831.75	\$13,368.25	46.44%	
READING HOT STOVERS, INC.	\$23,873.00	\$16,711.10	\$7,161.90	30.00%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Paid Soli	icitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	1	Percentage To Charity	Average % to Charitie(s) by Solicitor
TELE-RES	SPONSE CENTER, INC.						44.78%
	CENTER FOR AMERICAN HOMELESS VETERANS	\$851,772.66	\$490,936.66	\$360,836.00	*	42.36%	
	EASTER SEALS, INC.	\$103,313.61	\$131,365.95	\$28,052.34-		-27.15%	
	LU LU SHRINE A.A.O.N.M.S.	\$165,869.23	\$111,505.41	\$54,363.82	*	32.78%	
	MIRACLE FLIGHTS FOR KIDS	\$3,411,319.93	\$2,179,259.45	\$1,232,060.48	*	36.12%	
	MIRACLE FLIGHTS FOR KIDS	\$47,643.50	\$20,972.63	\$26,670.87		55.98%	
	MIRACLE FLIGHTS FOR KIDS	\$628,951.51	\$329,750.67	\$299,200.84		47.57%	
	POLICE ATHLETIC LEAGUE OF PHILADELPHIA	\$142,277.24	\$90,188.44	\$52,088.80		36.61%	
	SADD, INC.	\$2,412,339.63	\$1,017,339.63	\$1,395,000.00	*	57.83%	
	SPECIAL OLYMPICS PENNSYLVANIA, INC.	\$1,997,988.04	\$1,003,553.82	\$994,434.22		49.77%	
	THE WILDERNESS SOCIETY	\$14,677.00	\$23,055.75	\$8,378.75-		-57.09%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
TELEFUND, INC.					55.15%
AAUW ACTION FUND, INC	\$31,376.00	\$92,272.96	\$60,896.96-	-194.09%	
AIRCRAFT OWNERS AND PILOTS ASSOCIATION	\$143,062.00	\$64,558.00	\$78,504.00	54.87%	
AMERICAN CIVIL LIBERTIES UNION FOUNDATION, INC. (ACLUF)	\$634,707.32	\$175,584.42	\$459,122.90	72.34%	
AMERICAN CIVIL LIBERTIES UNION, INC.	\$2,193,599.43	\$1,191,847.50	\$1,001,751.93	45.67%	
AMERICAN FOUNDATION FOR THE BLIND, INC.	\$2,014.00	\$4,722.00	\$2,708.00-	-134.46%	
AMERICAN SOCIETY FOR PREVENTION OF CRUELTY TO ANIMALS	\$5,656,471.00	\$950,777.65	\$4,705,693.35	83.19%	
AMNESTY INTERNATIONAL OF THE U.S.A., INC.	\$567,059.11	\$506,756.50	\$60,302.61	10.63%	
AOPA AIR SAFETY FOUNDATION	\$102,153.00	\$53,665.00	\$48,488.00	47.47%	
B'NAI B'RITH	\$195,218.00	\$142,038.78	\$53,179.22	* 27.24%	
BRADY CAMPAIGN TO PREVENT GUN VIOLENCE	\$4,918.00	\$2,329.00	\$2,589.00	52.64%	
CENTER FOR BIOLOGICAL DIVERSITY, INC.	\$50,511.51	\$33,743.06	\$16,768.45	33.20%	
COMMON CAUSE	\$63,215.00	\$31,424.50	\$31,790.50	50.29%	
COMPASSION AND CHOICES	\$52,234.00	\$62,390.76	\$10,156.76-	-19.44%	
EARTH JUSTICE	\$48,026.00	\$68,278.88	\$20,252.88-	-42.17%	
ENVIRONMENTAL DEFENSE FUND, INC.	\$262,085.59	\$82,154.10	\$179,931.49	68.65%	
FARM SANCTUARY, INC.	\$63,638.00	\$51,813.50	\$11,824.50	18.58%	
FOOD & WATER WATCH	\$2,045.76	\$7,247.98	\$5,202.22-	-254.29%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
TELEFUND, INC.					55.15%
FOUNDATION FOR NATIONAL PROGRESS (FNP)	\$133,311.00	\$96,485.39	\$36,825.61	27.62%	
GALAPAGOS CONSERVANCY, INC.	\$51,009.00	\$26,186.30	\$24,822.70	48.66%	
GLSEN, INC.	\$22,693.11	\$10,918.85	\$11,774.26	51.88%	
HUMAN RIGHTS CAMPAIGN, INC.	\$363,179.50	\$512,979.78	\$149,800.28-	-41.25%	
INTERNATIONAL RESCUE COMMITTEE, INC.	\$92,884.00	\$277,425.41	\$184,541.41-	-198.68%	
LEAGUE OF CONSERVATION VOTERS, INC.	\$41,336.00	\$41,637.93	\$301.93-	-0.73%	
LEAGUE OF WOMEN VOTERS OF THE UNITED STATES	\$6,508.00	\$8,425.00	\$1,917.00-	-29.46%	
NARAL PRO-CHOICE AMERICA	\$231,418.00	\$162,286.99	\$69,131.01	29.87%	
NATIONAL AUDUBON SOCIETY, INC.	\$99,121.00	\$152,445.60	\$53,324.60-	-53.80%	
NATIONAL BREAST CANCER COALITION	\$54,045.00	\$34,464.18	\$19,580.82	36.23%	
NATIONAL GAY AND LESBIAN TASK FORCE FOUNDATION	\$42,766.00	\$21,936.76	\$20,829.24	48.71%	
NATIONAL ORGANIZATION FOR WOMEN, INC.	\$197,315.28	\$154,636.73	\$42,678.55	21.63%	
NATURAL RESOURCES DEFENSE COUNCIL, INC.	\$303,749.59	\$239,181.55	\$64,568.04	21.26%	
OXFAM - AMERICA, INC.	\$97,483.31	\$73,812.95	\$23,670.36	24.28%	
PEOPLE FOR THE ETHICAL TREATMENT OF ANIMALS, INC.	\$31,691.00	\$48,162.00	\$16,471.00-	-51.97%	
PLANNED PARENTHOOD ACTION FUND, INC.	\$339,845.30	\$146,861.95	\$192,983.35	56.79%	
PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.	\$626,656.83	\$340,339.10	\$286,317.73	45.69%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
TELEFUND, INC.					55.15%
SIERRA CLUB	\$1,679,516.60	\$484,362.43	\$1,195,154.17	* 71.16%	
SOUTHERN POVERTY LAW CENTER, INC.	\$564,793.10	\$300,905.59	\$263,887.51	46.72%	
THE AOPA FOUNDATION, INC.	\$425,500.00	\$204,545.03	\$220,954.97	51.93%	
THE FOUNDATION FOR AIDS RESEARCH	\$86,653.00	\$60,577.44	\$26,075.56	30.09%	
THE WILDERNESS SOCIETY	\$90,544.69	\$100,651.44	\$10,106.75-	-11.16%	
THE HERITAGE COMPANY, INC.					32.10%
AMERICAN ASSOCIATION OF THE DEAF-BLIND	\$5,930,642.62	\$4,306,373.05	\$1,780,360.53	* 30.02%	
CHILDREN'S WISH FOUNDATION INTERNATIONAL, INC.	\$18,887,503.15	\$13,439,082.83	\$5,860,116.04	* 31.03%	
CHILDREN'S WISH FOUNDATION INTERNATIONAL, INC.	\$20,188,341.00	\$13,535,900.50	\$6,652,440.50	* 32.95%	
ENLISTED ASSOCIATION OF THE NATIONAL GUARD OF THE U.S.	\$22,951,429.70	\$16,729,151.40	\$6,330,279.60	* 27.58%	
NATIONAL CAREGIVING FOUNDATION	\$494,464.50	\$423,505.64	\$70,958.86	14.35%	
NATIONAL COMMITTEE TO PRESERVE SOCIAL SECURITY AND MEDICARE	\$1,181.00	\$1,181.00	\$0.00	0.00%	
NATIONAL GUARD ASSOCIATION OF PENNSYLVANIA	\$96,770.07	\$65,979.50	\$30,790.57	* 31.82%	
THE NATIONAL CHILDREN'S CANCER SOCIETY, INC.	\$18,386,008.26	\$11,483,262.17	\$7,495,707.14	* 40.77%	
VANISHED CHILDREN'S ALLIANCE	\$11,172,271.62	\$7,925,792.10	\$3,276,635.73	* 29.33%	
THE WEBSTER GROUP, INC.					48.13%
PENTAGON MEMORIAL FUND, INC.	\$4,024,918.28	\$2,087,732.04	\$1,937,186.24	48.13%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
THEODORE PRODUCTIONS, INC.					16.97%
COLUMBIA NO. 1 FIRE DEPARTMENT	\$12,053.00	\$9,642.40	\$2,410.60	20.00%	
COLUMBIA NO. 1 FIRE DEPARTMENT	\$12,534.00	\$10,027.20	\$2,506.80	20.00%	
FRIENDS OF PA-TSA, INC.	\$10,087.00	\$8,613.95	\$1,473.05	14.60%	
FRIENDSHIP ENGINE & HOSE COMPANY #1	\$11,308.00	\$10,854.80	\$2,000.00	17.69%	
FRIENDSHIP ENGINE & HOSE COMPANY #1	\$19,554.00	\$16,970.90	\$3,023.10	15.46%	
MINERSVILLE ROTARY CHARITIES, INC.	\$8,032.00	\$7,312.20	\$1,999.80	24.90%	
MT. BETHEL PORTLAND MEMORIAL AMERICAN LEGION POST #216	\$6,191.00	\$5,262.35	\$1,078.65	17.42%	
OXFORD ROTARY CLUB	\$15,257.00	\$13,338.45	\$1,918.55	12.57%	
ROTARY CLUB OF KITTANNING	\$12,626.00	\$10,732.10	\$2,423.90	19.20%	
ROUZERVILLE LIONS CLUB	\$17,099.00	\$14,534.15	\$2,583.85	15.11%	
SAYRE-ATHENS LIONS CLUB	\$10,996.62	\$9,347.12	\$2,000.00	18.19%	
SAYRE-ATHENS LIONS CLUB	\$12,650.00	\$10,752.50	\$2,402.50	18.99%	
SHAMOKIN DAM LIONS CLUB, INC.	\$17,105.00	\$14,558.50	\$2,696.50	15.76%	
STATE COLLEGE AREA JAYCEES	\$9,685.00	\$8,262.15	\$1,588.85	16.41%	
THE OPTIMIST CLUB OF GETTYSBURG, INC.	\$18,292.00	\$15,327.68	\$3,378.32	18.47%	
WEST EARL LIONS CLUB	\$7,216.00	\$6,402.60	\$1,000.00	13.86%	
WEST EARL LIONS CLUB	\$8,674.00	\$7,372.90	\$1,301.10	15.00%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Paid Solicitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
THEODORE PRODUCTIONS, INC.					16.97%
WEST HAZLETON FIRE, HOSE, HOOK AND LADDER CO #1	\$7,030.00	\$5,624.00	\$1,406.00	20.00%	
WOMEN'S CLUB OF MEADVILLE	\$19,834.00	\$17,401.20	\$2,885.80	14.55%	
TREASURE STATE DEVELOPMENT CORPORATION					65.91%
NATIONAL RIGHT TO LIFE COMMITTEE, INC.	\$1,990,428.00	\$656,841.24	\$1,333,586.76	* 67.00%	
PENNSYLVANIA PRO-LIFE FEDERATION, INC.	\$793,693.66	\$292,183.55	\$501,510.11	* 63.19%	
VEHICLE DONATION PROCESSING CENTER, INC.					17.68%
BUTLER COUNTY HUMANE SOCIETY	\$23,859.50	\$15,537.25	\$8,322.25	* 34.88%	
CANCER RECOVERY FOUNDATION OF AMERICA	\$28,540.00	\$18,869.75	\$9,670.25	* 33.88%	
KIDNEY FOUNDATION OF CENTRAL PENNSYLVANIA	\$59,564.75	\$43,750.12	\$15,814.63	* 26.55%	
MULTIPLE SCLEROSIS FOUNDATION, INC.	\$1,131,549.50	\$947,916.52	\$183,632.98	* 16.23%	
PENNSYLVANIA COUNCIL OF THE BLIND	\$117,200.00	\$94,012.57	\$23,187.43	* 19.78%	

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Appendix A

Paid So	licitor Charity	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charitie(s) by Solicitor
XENTEL,	INC.					16.97%
	AMVETS AMERICAN VETERANS	\$22,128,605.77	\$19,265,824.59	\$2,862,781.18	* 12.94%	
	MILITARY ORDER OF THE PURPLE HEART SERVICE FOUNDATION, INC.	\$5,666,266.84	\$4,466,266.84	\$1,200,000.00	* 21.18%	
	NATIONAL ASSOCIATION OF POLICE ATHLETIC/ACTIVITIES LEAGUES, INC.	\$15,682,839.18	\$12,808,438.32	\$3,600,000.16	* 22.96%	
	PENNSYLVANIA PROFESSIONAL FIRE FIGHTERS ASSOCIATION	\$1,961,583.00	\$1,789,278.48	\$361,185.21	* 18.41%	
	PENNSYLVANIA PROFESSIONAL FIRE FIGHTERS ASSOCIATION	\$124,346.00	\$131,644.80	\$17,570.40	14.13%	
	THE COMMITTEE FOR MISSING CHILDREN, INC.	\$6,209,141.79	\$5,464,044.78	\$745,097.01	* 12.00%	
Campaig	gn Financial Reports Received: 552	\$907,689,105.20	\$515,815,036.05	\$394,772,179.59		

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Appendix B

Campaign Financial Reports for Charitable Organizations
That Used Professional Solicitors

Sorted by Charities

Pennsylvania Department of State Bureau of Charitable Organizations

2010 Annual Report

Campaign Financial Reports for Charitable Organizations which used Professional Solicitors Reports Filed between 09/11/2009 and 09/10/2010

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
"FEEDING AMERICA"					92.50%
COINSTAR, INC.	\$8,786.24	\$659.14	\$8,127.10	* 92.50%	
MDS COMMUNICATIONS CORPORATION	\$0.00	\$0.00	\$0.00	0.00%	
9 TO 5, NAT'L ASSOCATION OF WORKING WOMEN					73.02%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$29,832.00	\$8,048.11	\$21,783.89	73.02%	
AAUW ACTION FUND, INC					-194.09%
TELEFUND, INC.	\$31,376.00	\$92,272.96	\$60,896.96-	-194.09%	
AIRCRAFT OWNERS AND PILOTS ASSOCIATION					54.87%
TELEFUND, INC.	\$143,062.00	\$64,558.00	\$78,504.00	54.87%	
ALLENTOWN CENTRAL CATHOLIC HIGH SCHOOL					18.12%
RUFFALOCODY, LLC	\$22,899.00	\$18,750.53	\$4,148.47	18.12%	
ALLIANCE DEFENSE FUND, INC.					19.40%
STRATEGIC FUNDRAISING, INC.	\$277,765.00	\$223,890.00	\$53,875.00	* 19.40%	
ALZHEIMER'S DISEASE & RELATED DISORDERS ASSN., INC.					41.36%
INFOCISION MANAGEMENT CORPORATION	\$3,597,855.02	\$2,109,688.70	\$1,488,166.32	41.36%	
AMERICAN ASSOCIATION OF STATE TROOPERS, INC.					18.13%
STATEWIDE APPEAL, INC.	\$532,255.44	\$435,753.29	\$96,502.15	18.13%	

Appendix B

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
AMERICAN ASSOCIATION OF THE DEAF-BLIND					30.02%
THE HERITAGE COMPANY, INC.	\$5,930,642.62	\$4,306,373.05	\$1,780,360.53	* 30.02%	
AMERICAN ASSOCIATION OF UNIVERSITY WOMEN, INC.					28.95%
OUTREACH ASSOCIATES, INC.	\$132,827.00	\$94,374.00	\$38,453.00	28.95%	
AMERICAN BIBLE SOCIETY					52.22%
MDS COMMUNICATIONS CORPORATION	\$110,341.00	\$52,717.00	\$57,624.00	52.22%	
AMERICAN CANCER SOCIETY, INC.					34.13%
INFOCISION MANAGEMENT CORPORATION	\$8,624,282.04	\$5,680,572.73	\$2,943,709.31	34.13%	
AMERICAN CIVIL LIBERTIES UNION FOUNDATION, INC. (ACLUF)					72.34%
TELEFUND, INC.	\$634,707.32	\$175,584.42	\$459,122.90	72.34%	

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
AMERICAN CIVIL LIBERTIES UNION, INC.					36.18%
GORDON & SCHWENKMEYER, INC.	\$2,800.00	\$11,815.16	\$9,015.16-	-321.97%	
GRASSROOTS CAMPAIGNS, INC.	\$119,919.00	\$141,660.00	\$21,741.00-	-18.13%	
GRASSROOTS CAMPAIGNS, INC.	\$52,042.00	\$63,720.00	\$11,678.00-	-22.44%	
GRASSROOTS CAMPAIGNS, INC.	\$222,739.25	\$262,620.00	\$39,880.75-	-17.90%	
HARRIS DIRECT	\$233,889.00	\$127,924.00	\$105,965.00	45.31%	
OUTREACH ASSOCIATES, INC.	\$0.00	\$0.00	\$0.00	0.00%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$290,093.00	\$188,307.00	\$101,786.00	35.09%	
TELEFUND, INC.	\$2,193,599.43	\$1,191,847.50	\$1,001,751.93	45.67%	
AMERICAN COUNCIL OF THE BLIND					23.37%
INTEGRAL RESOURCES, INC.	\$2,621,284.38	\$2,008,736.02	\$612,548.36	* 23.37%	
AMERICAN DIABETES ASSOCIATION, INC.					55.47%
INFOCISION MANAGEMENT CORPORATION	\$2,849,093.88	\$1,268,616.06	\$1,580,477.82	55.47%	
AMERICAN FAMILY ASSOCIATION, INC.					-77.01%
CAPITOL RESOURCES, INC.	\$480.00	\$849.64	\$369.64-	-77.01%	
AMERICAN FOUNDATION FOR CHILDREN WITH AIDS, INC.					19.12%
COURTESY HEALTH WATCH, INC.	\$2,002,667.00	\$1,619,855.80	\$382,811.20	* 19.12%	

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Appendix B

Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
				11.24%
\$965,613.34	\$857,074.30	\$108,539.04	* 11.24%	
				-134.46%
\$2,014.00	\$4,722.00	\$2,708.00-	-134.46%	
				48.69%
\$74,083.00	\$38,011.00	\$36,072.00	48.69%	
				55.04%
\$13,735,514.76	\$6,174,976.05	\$7,560,538.71	55.04%	
				28.18%
\$8,892,001.60	\$6,366,788.99	\$2,525,212.61	28.40%	
\$1,027,981.53	\$757,751.49	\$270,230.04	26.29%	
				76.14%
\$298,169.07	\$71,151.99	\$227,017.08	76.14%	
				7.43%
\$201,283.00	\$350,901.60	\$133,714.60-	-66.43%	
\$608,067.00	\$414,179.00	\$193,888.00	31.89%	
				55.02%
\$216,815.00	\$97,513.00	\$119,302.00	55.02%	
	Raised From Public \$965,613.34 \$2,014.00 \$74,083.00 \$13,735,514.76 \$8,892,001.60 \$1,027,981.53 \$298,169.07 \$201,283.00 \$608,067.00	Raised From Public Total Expenses \$965,613.34 \$857,074.30 \$2,014.00 \$4,722.00 \$74,083.00 \$38,011.00 \$13,735,514.76 \$6,174,976.05 \$8,892,001.60 \$6,366,788.99 \$1,027,981.53 \$757,751.49 \$298,169.07 \$71,151.99 \$201,283.00 \$350,901.60 \$608,067.00 \$414,179.00	Raised From Public Total Expenses Received # by Charity \$965,613.34 \$857,074.30 \$108,539.04 \$2,014.00 \$4,722.00 \$2,708.00- \$74,083.00 \$38,011.00 \$36,072.00 \$13,735,514.76 \$6,174,976.05 \$7,560,538.71 \$8,892,001.60 \$6,366,788.99 \$2,525,212.61 \$1,027,981.53 \$757,751.49 \$270,230.04 \$298,169.07 \$71,151.99 \$227,017.08 \$201,283.00 \$350,901.60 \$133,714.60- \$608,067.00 \$414,179.00 \$193,888.00	Raised From Public Total Expenses Received # by Charity Percentage To Charity \$965,613.34 \$857,074.30 \$108,539.04 * 11.24% \$2,014.00 \$4,722.00 \$2,708.00- -134.46% \$74,083.00 \$38,011.00 \$36,072.00 48.69% \$13,735,514.76 \$6,174,976.05 \$7,560,538.71 55.04% \$8,892,001.60 \$6,366,788.99 \$2,525,212.61 28.40% \$1,027,981.53 \$757,751.49 \$270,230.04 26.29% \$298,169.07 \$71,151.99 \$227,017.08 76.14% \$201,283.00 \$350,901.60 \$133,714.60- -66.43% \$608,067.00 \$414,179.00 \$193,888.00 31.89%

[#] May Include additional amounts received by the charitable organization in excess of the calculated net proceeds.

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
AMERICAN LUNG ASSOCIATION					16.22%
INFOCISION MANAGEMENT CORPORATION	\$5,157,099.10	\$4,200,519.30	\$956,579.80	18.55%	
STRATEGIC FUNDRAISING, INC.	\$1,224,167.00	\$1,145,966.00	\$78,201.00	6.39%	
AMERICAN POLICE AND SHERIFF'S ASSOCIATION, INC.					10.00%
COMMUNITY SUPPORT, INC.	\$450,429.55	\$405,386.60	\$45,042.95	10.00%	
AMERICAN SOCIETY FOR PREVENTION OF CRUELTY TO ANIMALS					80.24%
DONOR SERVICES GROUP, LLC	\$4,212,184.75	\$931,418.00	\$3,280,766.75	77.89%	
INFOCISION MANAGEMENT CORPORATION	\$172,203.34	\$101,738.64	\$70,464.70	40.92%	
TELEFUND, INC.	\$5,656,471.00	\$950,777.65	\$4,705,693.35	83.19%	
AMERICANS UNITED FOR LIFE, INC.					74.54%
CAPITOL RESOURCES, INC.	\$733,996.69	\$186,870.35	\$547,126.34	74.54%	
AMERICANS UNITED FOR SEPARATION OF CHURCH AND STATE					5.31%
OUTREACH ASSOCIATES, INC.	\$21,745.00	\$20,591.00	\$1,154.00	5.31%	
AMERICARES FOUNDATION, INC.					82.73%
DONOR SERVICES GROUP, LLC	\$1,418,261.52	\$244,952.52	\$1,173,309.00	82.73%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
AMNESTY INTERNATIONAL OF THE U.S.A., INC.					19.79%
GORDON & SCHWENKMEYER, INC.	\$172,046.00	\$144,664.00	\$27,382.00	15.92%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$369,416.00	\$237,755.00	\$131,661.00	35.64%	
TELEFUND, INC.	\$567,059.11	\$506,756.50	\$60,302.61	10.63%	
AMVETS AMERICAN VETERANS					12.94%
XENTEL, INC.	\$22,128,605.77	\$19,265,824.59	\$2,862,781.18	* 12.94%	
AMVETS DEPARTMENT OF PENNSYLVANIA SERVICE FOUNDATION					20.00%
KAISER DIRECT LLC	\$98,132.80	\$78,506.24	\$19,626.56	* 20.00%	
ANTI-DEFAMATION LEAGUE OF B'NAI B'RITH					47.85%
INTEGRAL RESOURCES, INC.	\$62,992.48	\$48,508.29	\$14,484.19	22.99%	
SHARE GROUP, INC.	\$271,811.00	\$126,090.00	\$145,721.00	53.61%	
AOPA AIR SAFETY FOUNDATION					47.47%
TELEFUND, INC.	\$102,153.00	\$53,665.00	\$48,488.00	47.47%	
ARIZONA MEMORIAL MUSEUM ASSOCIATION					92.49%
COINSTAR, INC.	\$243.39	\$18.27	\$225.12	* 92.49%	
ASSOCIATED ARTISTS OF PITTSBURGH					95.02%
LENORA VESIO D/B/A CLARITY STRATEGIC CONSULTING	\$140,650.00	\$7,000.00	\$133,650.00	95.02%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
ASSOCIATION FOR POLICE OFFICERS					15.00%
MENACOLA MARKETING, INC.	\$210,372.00	\$178,816.20	\$31,555.80	15.00%	
ASSOCIATION OF THE GRADUATES OF THE UNITED STATE MILITARY ACADEMY					81.53%
IDC, LTD.	\$1,958,432.17	\$361,669.21	\$1,596,762.96	81.53%	
AUTISM SPECTRUM DISORDER FOUNDATION, INC.					5.15%
INFOCISION MANAGEMENT CORPORATION	\$1,165,728.40	\$1,105,728.40	\$60,000.00	5.15%	
B'NAI B'RITH					27.24%
TELEFUND, INC.	\$195,218.00	\$142,038.78	\$53,179.22	27.24%	
BALTIMORE SYMPHONY ORCHESTRA, INC.					71.58%
DCM, INC.	\$719,422.26	\$204,427.10	\$514,995.16	71.58%	
BERKS CITY-COUNTY JUNIOR BASEBALL LEAGUE					30.00%
SMITH-FREEMAN & ASSOCIATES	\$17,813.90	\$12,469.73	\$5,344.17	30.00%	
BERKS COUNTY OUTSTANDING YOUNG WOMAN INC.					46.44%
TELE-PUBLICATIONS	\$28,785.00	\$15,831.75	\$13,368.25	46.44%	
BIG 33 SCHOLARSHIP FOUNDATION, INC.					82.94%
MARKET STREET SPORTS GROUP, LLC	\$158,899.00	\$27,104.00	\$131,795.00	82.94%	
BIG BROTHERS AND SISTERS OF CRAWFORD COUNTY, INC.					51.70%
SALVAGE DIRECT, INC.	\$4,510.00	\$2,178.50	\$2,331.50	51.70%	

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
BLANDON LIONS CLUB					50.00%
SMITH-FREEMAN & ASSOCIATES	\$3,110.00	\$1,555.00	\$1,555.00	50.00%	
BLOOMSBURG UNIVERSITY FOUNDATION, INC.					33.08%
RUFFALOCODY, LLC	\$197,290.00	\$132,025.99	\$65,264.01	33.08%	
BRADY CAMPAIGN TO PREVENT GUN VIOLENCE					38.80%
GORDON & SCHWENKMEYER, INC.	\$359,582.00	\$230,736.96	\$128,845.04	35.83%	
OUTREACH ASSOCIATES, INC.	\$80,347.00	\$55,262.00	\$25,085.00	31.22%	
SHARE GROUP, INC.	\$138,697.00	\$68,798.00	\$69,899.00	50.40%	
TELEFUND, INC.	\$4,918.00	\$2,329.00	\$2,589.00	52.64%	
BREAD FOR THE WORLD, INC.					2.55%
SHARE GROUP, INC.	\$182,457.00	\$177,798.00	\$4,659.00	2.55%	
BULLDOG BASEBALL DUGOUT CLUB					30.00%
SMITH-FREEMAN & ASSOCIATES	\$10,060.00	\$7,042.00	\$3,018.00	30.00%	
BUTLER COUNTY HUMANE SOCIETY					34.88%
VEHICLE DONATION PROCESSING CENTER, INC.	\$23,859.50	\$15,537.25	\$8,322.25	34.88%	
CAMPAIGN FOR FRESH AIR AND CLEAN POLITICS					54.92%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$63,426.93	\$28,590.96	\$34,835.97	54.92%	

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Appendix B

BEE, L.C. \$327,191.02 \$287,118.58 \$40,072.44 12.25% MIDWEST PUBLISHING - DN, INC. \$1,499,750.93 \$1,004,833.12 \$494,917.81 33.00%	Charity Paid Solicito	Gross Am Raisec From Pu	Total	Total Amount Received # by Charity	-	Percentage To Charity	Average % to Charity from Solicitor(s)
MIDWEST PUBLISHING - DN, INC. \$1,499,750.93 \$1,004,833.12 \$494,917.81 33.00% CANCER FUND OF AMERICA, INC, BEE, L.C. \$750,162.24 \$654,362.62 \$95,799.62 * 12.77% INSIGHT TELE-SERVICES, INC. \$54,208.17 \$46,619.89 \$7,588.28 14.00% CANCER RECOVERY FOUNDATION OF AMERICA CONTRACT COMMUNICATIONS, INC. \$10,082,265.00 \$8,240,600.00 \$1,841,665.00 * 18.27% STRATEGIC FUNDRAISING, INC. \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% CARNEGIE HALL SOCIETY, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% CARNEGIE HALL SOCIETY, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% CARNEGIE HALL SOCIETY, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	CANCER CENTER FOR DETECTION AND PREVENTION						29.28%
CANCER FUND OF AMERICA, INC, BEE, L.C. \$550,162.24 \$654,362.62 \$95,799.62 * 12.77% INSIGHT FELE-SERVICES, INC: \$54,208.17 \$46,619.89 \$7.588.28 14.00% CANCER RECOVERY FOUNDATION OF AMERICA CONTRACT COMMUNICATIONS, INC: \$10,082,265.00 \$8,240,600.00 \$1,841,665.00 * 18.27% STRATEGIC FUNDRAISING, INC: \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC: \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC: \$914,708.83 \$823,237.95 \$91,470.88 * 10,00% PREFERRED COMMUNITY SERVICES, INC: \$90,00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARNEGIE HALL SOCIETY, INC: \$15,26,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC: \$8,855.00 \$8,855.93 \$29.61 3.28%	BEE, L.C.	\$327,1	91.02 \$287,11	8.58 \$40,072.44	4	12.25%	
BEE, L.C. \$750,162.24 \$654,362.62 \$95,799.62 * 12.77% INSIGHT TELE-SERVICES, INC. \$54,208.17 \$46,619.89 \$7,588.28 14.00% CANCER RECOVERY FOUNDATION OF AMERICA \$10,082,265.00 \$8,240,600.00 \$1,841,665.00 * 18.27% STRATEGIC FUNDRAISING, INC. \$10,082,265.00 \$8,240,600.00 \$1,841,665.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00	MIDWEST PUBLISHING - DN, INC.	\$1,499,7	50.93 \$1,004,83	3.12 \$494,917.8	1	33.00%	
INSIGHT TELE-SERVICES, INC. \$54,208.17 \$46,619.89 \$7,588.28 14.00% CANCER RECOVERY FOUNDATION OF AMERICA CONTRACT COMMUNICATIONS, INC. \$10,082,265.00 \$8.240,600.00 \$1,841,665.00 * 18.27% STRATEGIC FUNDRAISING, INC. \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARNEGIE HALL SOCIETY, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	CANCER FUND OF AMERICA, INC,						12.85%
CANCER RECOVERY FOUNDATION OF AMERICA CONTRACT COMMUNICATIONS, INC. \$10,082,265.00 \$8,240,600.00 \$1,841,665.00 * 18.27% STRATEGIC FUNDRAISING, INC. \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARNEGIE HALL SOCIETY, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	BEE, L.C.	\$750,1	62.24 \$654,36	2.62 \$95,799.62	2 *	12.77%	
CONTRACT COMMUNICATIONS, INC. \$10,082,265.00 \$8,240,600.00 \$1,841,665.00 * 18.27% STRATEGIC FUNDRAISING, INC. \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARNEGIE HALL SOCIETY, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	INSIGHT TELE-SERVICES, INC.	\$54,2	08.17 \$46,61	9.89 \$7,588.28	3	14.00%	
STRATEGIC FUNDRAISING, INC. \$785,480.00 \$530,962.00 \$254,518.00 * 32.40% VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00% CARNEGIE HALL SOCIETY, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	CANCER RECOVERY FOUNDATION OF AMERICA						19.33%
VEHICLE DONATION PROCESSING CENTER, INC. \$28,540.00 \$18,869.75 \$9,670.25 * 33.88% CARING FOR OUR CHILDREN FOUNDATION 10.00 MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 0.00% CARNEGIE HALL SOCIETY, INC. 73.90 SD&A TELESERVICES, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	CONTRACT COMMUNICATIONS, INC.	\$10,082,2	65.00 \$8,240,60	0.00 \$1,841,665.00) *	18.27%	
CARING FOR OUR CHILDREN FOUNDATION MIDWEST PUBLISHING - DN, INC. PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARNEGIE HALL SOCIETY, INC. SD&A TELESERVICES, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	STRATEGIC FUNDRAISING, INC.	\$785,4	80.00 \$530,96	2.00 \$254,518.00) *	32.40%	
MIDWEST PUBLISHING - DN, INC. \$914,708.83 \$823,237.95 \$91,470.88 * 10.00% PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 \$0.00 0.00% CARNEGIE HALL SOCIETY, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	VEHICLE DONATION PROCESSING CENTER,	NC. \$28,5	40.00 \$18,86	9.75 \$9,670.29	5 *	33.88%	
PREFERRED COMMUNITY SERVICES, INC. \$0.00 \$0.00 \$0.00 0.00% CARNEGIE HALL SOCIETY, INC. 73.90 SD&A TELESERVICES, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	CARING FOR OUR CHILDREN FOUNDATION						10.00%
CARNEGIE HALL SOCIETY, INC. SD&A TELESERVICES, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	MIDWEST PUBLISHING - DN, INC.	\$914,7	08.83 \$823,23	7.95 \$91,470.88	3 *	10.00%	
SD&A TELESERVICES, INC. \$1,526,874.00 \$398,588.00 \$1,128,286.00 73.90% CARNEGIE INSTITUTE COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	PREFERRED COMMUNITY SERVICES, INC.		\$0.00 \$	50.00 \$0.00)	0.00%	
CARNEGIE INSTITUTE 61.53 COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	CARNEGIE HALL SOCIETY, INC.						73.90%
COMNET MARKETING GROUP, INC. \$8,850.00 \$8,559.39 \$290.61 3.28%	SD&A TELESERVICES, INC.	\$1,526,8	74.00 \$398,58	8.00 \$1,128,286.00)	73.90%	
	CARNEGIE INSTITUTE						61.53%
DCM, INC. \$879,323.00 \$333,099.95 \$546,223.05 62.12%	COMNET MARKETING GROUP, INC.	\$8,6	50.00 \$8,55	9.39 \$290.6	1	3.28%	
	DCM, INC.	\$879,3	23.00 \$333,09	9.95 \$546,223.09	5	62.12%	

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CATHOLIC RELIEF SERVICES U.S. CATHOLIC CONFERENCE, INC.					47.73%
MDS COMMUNICATIONS CORPORATION	\$660,516.00	\$345,220.00	\$315,296.00	47.73%	
CATHOLIC RELIEF SERVICES UNITED STATES CATHOLIC CONFERENCE OF CATHOL					66.67%
INFOCISION MANAGEMENT CORPORATION	\$1,479,914.49	\$493,233.27	\$986,681.22	66.67%	
CENTER FOR AMERICAN HOMELESS VETERANS					42.36%
TELE-RESPONSE CENTER, INC.	\$851,772.66	\$490,936.66	\$360,836.00 *	42.36%	
CENTER FOR BIOLOGICAL DIVERSITY, INC.					33.20%
TELEFUND, INC.	\$50,511.51	\$33,743.06	\$16,768.45	33.20%	
CENTRAL WESTMORELAND HABITAT FOR HUMANITY, INC.					47.38%
SALVAGE DIRECT, INC.	\$4,000.00	\$2,150.00	\$1,895.00 *	47.38%	
CHERRYTREE TOWNSHIP VOLUNTEER FIRE DEPARTMENT					30.00%
SALVAGE DIRECT, INC.	\$150.00	\$127.50	\$45.00	30.00%	
CHILD QUEST INTERNATIONAL, INC.					89.97%
ESB TRADING COMPANY, L.L.C.	\$212,436.80	\$21,316.92	\$191,119.88 *	89.97%	
CHILDHOOD LEUKEMIA FOUNDATION, INC.					23.88%
KAISER DIRECT LLC	\$135,739.35	\$103,318.10	\$32,421.25	23.88%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
CHILDREN INTERNATIONAL					-28.89%
DIALOGUEDIRECT, INC.	\$1,711,844.00	\$777,060.00	\$934,784.00	54.61%	
DIALOGUEDIRECT, INC.	\$2,691,281.00	\$2,350,845.00	\$340,436.00	* 12.65%	
DIALOGUEDIRECT, INC.	\$3,528,757.00	\$7,095,770.00	\$3,567,013.00-	-101.08%	
CHILDREN'S DEFENSE FUND					-57.73%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$12,382.00	\$19,530.00	\$7,148.00-	-57.73%	
CHILDREN'S HOSPITAL FOUNDATION					-121.26%
IDC, LTD.	\$406,307.16	\$899,010.68	\$492,703.52-	* -121.26%	
CHILDREN'S LEUKEMIA RESEARCH ASSOCIATION, INC.					19.49%
COURTESY HEALTH WATCH, INC.	\$3,946,607.00	\$3,177,301.72	\$769,305.28	* 19.49%	
CHILDREN'S WISH FOUNDATION INTERNATIONAL, INC.					32.02%
THE HERITAGE COMPANY, INC.	\$18,887,503.15	\$13,439,082.83	\$5,860,116.04	* 31.03%	
THE HERITAGE COMPANY, INC.	\$20,188,341.00	\$13,535,900.50	\$6,652,440.50	* 32.95%	
CHILDRENS CANCER FUND OF AMERICA INC					34.34%
BEE, L.C.	\$49,419.84	\$32,449.32	\$16,970.52	* 34.34%	
CHILDRENS CANCER FUND OF AMERICA, INC.					15.44%
PREFERRED COMMUNITY SERVICES, INC.	\$170,285.51	\$143,986.38	\$26,299.13	* 15.44%	

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
CHRISTIAN ADVOCATES SERVING EVANGELISM, INC.					63.66%
DONOR CARE CENTER, INC.	\$557,020.58	\$509,905.51	\$47,115.07	8.46%	
INFOCISION MANAGEMENT CORPORATION	\$7,627,828.09	\$2,029,002.27	\$5,598,825.82	73.40%	
MDS COMMUNICATIONS CORPORATION	\$770,511.00	\$715,578.00	\$54,933.00	7.13%	
CHRISTIAN APPALACHIAN PROJECT, INC.					77.71%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$595,069.00	\$132,665.00	\$462,404.00	77.71%	
CHRISTIAN CHILDREN'S FUND, INC.					82.39%
INFOCISION MANAGEMENT CORPORATION	\$1,317,302.58	\$231,979.65	\$1,085,322.93	82.39%	
CHRISTIAN COALITION					29.20%
MDS COMMUNICATIONS CORPORATION	\$80,266.00	\$56,832.00	\$23,434.00	29.20%	
CITIZENS UNITED					20.08%
INFOCISION MANAGEMENT CORPORATION	\$4,979,040.48	\$3,979,040.48	\$1,000,000.00	20.08%	
CITYTEAM MINISTRIES					63.86%
MDS COMMUNICATIONS CORPORATION	\$312,189.00	\$118,552.00	\$193,637.00	62.03%	
STRATEGIC FUNDRAISING, INC.	\$144,011.00	\$46,340.00	\$97,671.00	67.82%	
CIVIC LIGHT OPERA ASSOCIATION OF PITTSBURGH					9.61%
DCM, INC.	\$55,225.00	\$49,916.25	\$5,308.75	9.61%	

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Pennsylvania Department of State Bureau of Charitable Organizations

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Appendix B

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CIVIL WAR PRESERVATION TRUST						41.86%
PUBLIC INTEREST COMMUNICATIONS, INC.		\$154,059.60	\$89,565.86	\$64,493.74	41.86%	
COALITION AGAINST BREAST CANCER, INC.						20.00%
KAISER DIRECT LLC		\$143,186.84	\$114,549.47	\$28,637.37	* 20.00%	
COALTION FOR A CONSERVATIVE MAJORITY, INC.						0.00%
INFOCISION MANAGEMENT CORPORATION		\$3,929.00	\$3,929.00	\$0.00	0.00%	
COLONIAL CHAPTER OF THE PARALYZED VETERANS	OF AMERICA, INC.					13.78%
MIDWEST PUBLISHING - DN, INC.		\$163,870.00	\$148,641.44	\$22,584.11	* 13.78%	
COLUMBIA NO. 1 FIRE DEPARTMENT						20.00%
THEODORE PRODUCTIONS, INC.		\$12,053.00	\$9,642.40	\$2,410.60	20.00%	
THEODORE PRODUCTIONS, INC.		\$12,534.00	\$10,027.20	\$2,506.80	20.00%	
COMMON CAUSE						37.41%
PUBLIC INTEREST COMMUNICATIONS, INC.		\$167,316.00	\$112,860.00	\$54,456.00	32.55%	
TELEFUND, INC.		\$63,215.00	\$31,424.50	\$31,790.50	50.29%	
COMMON CAUSE / PENNSYLVANIA						61.34%
PUBLIC INTEREST COMMUNICATIONS, INC.		\$18,379.00	\$7,104.72	\$11,274.28	61.34%	
COMPASSION AND CHOICES						-19.44%
TELEFUND, INC.		\$52,234.00	\$62,390.76	\$10,156.76-	-19.44%	

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
CONCERNED WOMEN FOR AMERICA					27.43%
INFOCISION MANAGEMENT CORPORATION	\$2,840,948.20	\$2,061,644.50	\$779,303.70	27.43%	
CONCERNED WOMEN FOR AMERICA, LEGISLATIVE ACTION COMMITTEE (LAC)					0.00%
INFOCISION MANAGEMENT CORPORATION	\$1,219,511.43	\$1,219,511.43	\$0.00	0.00%	
CONSUMERS UNION OF UNITED STATES, INC.					58.09%
OUTREACH ASSOCIATES, INC.	\$450,615.00	\$188,860.00	\$261,755.00	58.09%	
COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE, INC.					54.78%
MDS COMMUNICATIONS CORPORATION	\$2,169,084.00	\$1,012,782.00	\$1,156,302.00	53.31%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$111,715.00	\$37,512.00	\$74,203.00	66.42%	
SHARE GROUP, INC.	\$117,254.00	\$34,111.00	\$83,143.00	70.91%	
COPS FOR KIDS, INC.					10.00%
COMMUNITY SUPPORT, INC.	\$35,939.00	\$32,345.10	\$3,593.90	10.00%	
CORAL RIDGE MINISTRIES MEDIA, INC.					12.71%
INFOCISION MANAGEMENT CORPORATION	\$1,633,333.00	\$1,425,685.12	\$207,647.88	12.71%	
CORPORATE ACCOUNTABILITY INTERNATIONAL					-108.07%
ARIA COMMUNICATIONS CORPORATION	\$2,622.00	\$5,455.60	\$2,833.60-	-108.07%	
D.A.R.E AMERICA					0.00%
PRIMETIME ENTERPRISES, INC.	\$0.00	\$0.00	\$0.00	0.00%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
D.B. COACHES ASSOCIATION					32.00%
SMITH-FREEMAN & ASSOCIATES	\$10,050.00	\$6,834.00	\$3,216.00	32.00%	
DEFEAT DIABETES FOUNDATION, INC.					20.00%
PREFERRED COMMUNITY SERVICES, INC.	\$25,744.50	\$20,595.60	\$5,148.90 *	20.00%	
DEFENDERS OF WILDLIFE					33.65%
DONOR SERVICES GROUP, LLC	\$29,537.00	\$39,470.00	\$9,933.00-	-33.63%	
HARRIS DIRECT	\$349,475.00	\$349,382.25	\$92.75 *	0.03%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$1,389,783.00	\$784,697.00	\$605,086.00	43.54%	
DEFENDERS OF WILDLIFE ACTION FUND					-11.84%
DONOR SERVICES GROUP, LLC	\$21,697.00	\$25,955.00	\$4,258.00-	-19.62%	
SHARE GROUP, INC.	\$48,128.00	\$52,140.00	\$4,012.00-	-8.34%	
DISABLED FIREFIGHTERS FOUNDATION					15.00%
EMPIRE GROUP MARKETING, LLC	\$83,879.50	\$71,297.58	\$12,581.92 *	15.00%	
DISABLED POLICE OFFICERS COUNSELING CENTER, INC.					10.05%
COMMUNITY SUPPORT, INC.	\$533,915.14	\$480,240.05	\$53,675.09 *	10.05%	
DISABLED POLICE OFFICERS OF AMERICA, INC.					10.00%
COMMUNITY SUPPORT, INC.	\$511,980.45	\$460,782.41	\$51,198.04 *	10.00%	

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DISABLED VETERANS NATIONAL FOUNDATION					29.67%
DONOR SERVICES GROUP, LLC	\$143,202.00	\$100,707.00	\$42,495.00	29.67%	
DOCTORS WITHOUT BORDERS, USA, INC/MEDECINS SANS FRONTIERES USA, INC.					68.24%
HARRIS DIRECT	\$7,936,521.00	\$2,521,030.85	\$5,415,490.15 *	68.24%	
DUBOIS RENAISSANCE, INC.					20.00%
COMMUNITY HELPERS, INC.	\$17,420.00	\$13,936.00	\$3,484.00	20.00%	
EARTH JUSTICE					6.68%
HARRIS DIRECT	\$12,781.00	\$9,085.50	\$3,695.50 *	28.91%	
OUTREACH ASSOCIATES, INC.	\$102,180.00	\$74,738.00	\$27,442.00	26.86%	
TELEFUND, INC.	\$48,026.00	\$68,278.88	\$20,252.88-	-42.17%	
EASTER SEALS, INC.					1.55%
INFOCISION MANAGEMENT CORPORATION	\$732,328.00	\$691,334.97	\$40,993.03	5.60%	
TELE-RESPONSE CENTER, INC.	\$103,313.61	\$131,365.95	\$28,052.34-	-27.15%	
EDINBORO UNIVERSITY FOUNDATION					-6.04%
RUFFALOCODY, LLC	\$16,749.00	\$17,760.14	\$1,011.14-	-6.04%	
EMMAUS 3-POINT CLUB					30.00%
SMITH-FREEMAN & ASSOCIATES	\$4,813.00	\$3,369.10	\$1,443.90	30.00%	

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Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
				30.00%
\$4,325.00	\$3,027.50	\$1,297.50	30.00%	
				27.58%
\$22,951,429.70	\$16,729,151.40	\$6,330,279.60	* 27.58%	
				47.08%
\$88,902.00	\$47,046.00	\$41,856.00	47.08%	
				63.02%
\$244,034.00	\$78,909.00	\$165,125.00	67.66%	
\$117,525.20	\$69,582.57	\$47,942.63	40.79%	
\$262,085.59	\$82,154.10	\$179,931.49	68.65%	
				31.65%
\$11,820.00	\$8,079.00	\$3,741.00	31.65%	
				38.38%
\$17,525.00	\$10,798.75	\$6,726.25	38.38%	
				30.00%
\$6,508.00	\$4,555.60	\$1,952.40	30.00%	
				0.00%
\$0.00	\$0.00	\$0.00	0.00%	
	Raised From Public \$4,325.00 \$22,951,429.70 \$88,902.00 \$244,034.00 \$117,525.20 \$262,085.59 \$11,820.00 \$17,525.00 \$6,508.00	Raised From Public Total Expenses \$4,325.00 \$3,027.50 \$22,951,429.70 \$16,729,151.40 \$88,902.00 \$47,046.00 \$244,034.00 \$78,909.00 \$117,525.20 \$69,582.57 \$262,085.59 \$82,154.10 \$11,820.00 \$8,079.00 \$17,525.00 \$10,798.75	Raised From Public Total Expenses Received # by Charity \$4,325.00 \$3,027.50 \$1,297.50 \$22,951,429.70 \$16,729,151.40 \$6,330,279.60 \$88,902.00 \$47,046.00 \$41,856.00 \$244,034.00 \$78,909.00 \$165,125.00 \$117,525.20 \$69,582.57 \$47,942.63 \$262,085.59 \$82,154.10 \$179,931.49 \$11,820.00 \$8,079.00 \$3,741.00 \$17,525.00 \$10,798.75 \$6,726.25 \$6,508.00 \$4,555.60 \$1,952.40	Raised From Public Total Expenses Received # by Charity Percentage To Charity \$4,325.00 \$3,027.50 \$1,297.50 30.00% \$22,951,429.70 \$16,729,151.40 \$6,330,279.60 * 27.58% \$88,902.00 \$47,046.00 \$41,856.00 47.08% \$244,034.00 \$78,909.00 \$165,125.00 67.66% \$117,525.20 \$69,582.57 \$47,942.63 40.79% \$262,085.59 \$82,154.10 \$179,931.49 68.65% \$11,820.00 \$8,079.00 \$3,741.00 31.65% \$6,508.00 \$4,555.60 \$1,952.40 30.00%

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FAMILY RESEARCH COUNCIL					8.15%
MDS COMMUNICATIONS CORPORATION	\$212,072.00	\$194,794.00	\$17,278.00	8.15%	
FAMILY RESEARCH COUNCIL ACTION					13.53%
MDS COMMUNICATIONS CORPORATION	\$181,142.00	\$156,637.00	\$24,505.00	13.53%	
FARM SANCTUARY, INC.					13.76%
ARIA COMMUNICATIONS CORPORATION	\$1,503.00	\$4,364.06	\$2,861.06-	-190.36%	
TELEFUND, INC.	\$63,638.00	\$51,813.50	\$11,824.50	18.58%	
FIREFIGHTERS CHARITABLE FOUNDATION					14.54%
COMMUNITY SUPPORT, INC.	\$84,825.00	\$72,101.25	\$12,723.75	* 15.00%	
EMPIRE GROUP MARKETING, LLC	\$47,839.00	\$40,663.15	\$7,175.85	15.00%	
MENACOLA MARKETING, INC.	\$88,874.00	\$77,691.85	\$11,182.15	* 12.58%	
MIDWEST PUBLISHING - DN, INC.	\$1,276,522.55	\$1,085,044.17	\$191,478.38	* 15.00%	
STATEWIDE APPEAL, INC.	\$283,217.57	\$246,721.75	\$36,495.82	* 12.89%	
FIREFIGHTERS SUPPORT FOUNDATION, INC.					10.00%
COMMUNITY SUPPORT, INC.	\$5,411,037.93	\$4,869,934.14	\$541,103.79	* 10.00%	
FIREMEN'S ASSOCIATION OF THE STATE OF PENNSYLVANIA					12.28%
CIVIC DEVELOPMENT GROUP, LLC	\$25,830,202.00	\$23,144,110.00	\$3,167,222.42	* 12.26%	
OUTREACH CALLING	\$166,219.97	\$141,286.97	\$24,933.00	15.00%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
FOOD & WATER WATCH					40.83%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$23,062.99	\$7,610.05	\$15,452.94 *	67.00%	
TELEFUND, INC.	\$2,045.76	\$7,247.98	\$5,202.22-	-254.29%	
FOOD FOR THE HUNGRY, INC.					40.69%
STRATEGIC FUNDRAISING, INC.	\$829,744.00	\$492,127.00	\$337,617.00 *	40.69%	
FOOD FOR THE POOR, INC.					-39.96%
STRATEGIC FUNDRAISING, INC.	\$1,002,636.00	\$1,403,283.00	\$400,647.00-	-39.96%	
FOOD INDUSTRY CRUSADE AGAINST HUNGER					92.50%
COINSTAR, INC.	\$2,541.66	\$190.74	\$2,350.92 *	92.50%	
FOUNDATION FOR NATIONAL PROGRESS (FNP)					27.62%
TELEFUND, INC.	\$133,311.00	\$96,485.39	\$36,825.61	27.62%	
FREE LIBRARY OF PHILADELPHIA FOUNDATION					28.35%
SD&A TELESERVICES, INC.	\$15,110.00	\$10,827.00	\$4,283.00	28.35%	
FRENCH CREEK COUNCIL, BOY SCOUTS OF AMERICA					53.32%
SALVAGE DIRECT, INC.	\$4,750.00	\$2,262.50	\$2,532.50 *	53.32%	
FRICK ART & HISTORICAL CENTER, INC.					55.54%
COMNET MARKETING GROUP, INC.	\$27,912.00	\$12,410.28	\$15,501.72 *	55.54%	

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FRIENDS OF PA-TSA, INC.					14.60%
THEODORE PRODUCTIONS, INC.	\$10,087.00	\$8,613.95	\$1,473.05	14.60%	
FRIENDS OF THE ORPHANS					-51.22%
SD&A TELESERVICES, INC.	\$6,794.00	\$10,274.00	\$3,480.00-	-51.22%	
FRIENDS OF THE TOM RIDGE CENTER					-1002.43%
BRAIN GAIN, LLC	\$3,638.00	\$40,106.41	\$36,468.41-	-1002.43%	
FRIENDSHIP ENGINE & HOSE COMPANY #1					16.28%
THEODORE PRODUCTIONS, INC.	\$11,308.00	\$10,854.80	\$2,000.00	17.69%	
THEODORE PRODUCTIONS, INC.	\$19,554.00	\$16,970.90	\$3,023.10	15.46%	
GALAPAGOS CONSERVANCY, INC.					48.66%
TELEFUND, INC.	\$51,009.00	\$26,186.30	\$24,822.70	48.66%	
GAY & LESBIAN ALLIANCE AGAINST DEFAMATION, INC.					22.94%
SD&A TELESERVICES, INC.	\$194,325.50	\$149,741.30	\$44,584.20	22.94%	
GAY MEN'S HEALTH CRISIS, INC.					47.90%
ARIA COMMUNICATIONS CORPORATION	\$53,871.50	\$28,065.53	\$25,805.97	47.90%	
GEISINGER HEALTH SYSTEM FOUNDATION					-43.56%
RUFFALOCODY, LLC	\$140,826.48	\$202,174.02	\$61,347.54-	-43.56%	

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GIBRALTAR FIRE CO., NO 1			.,,		40.00%
SMITH-FREEMAN & ASSOCIATES	\$16,680.00	\$10,008.00	\$6,672.00	40.00%	
GLSEN, INC.					51.88%
TELEFUND, INC.	\$22,693.11	\$10,918.85	\$11,774.26	51.88%	
GOODWILL STEAM FIRE COMPANY - #1 OF POTTSTOWN					23.85%
PUBLIC SAFETY PROMOTIONS OF PENNSYLVANIA, INC.	\$25,340.00	\$19,296.00	\$6,044.00	23.85%	
GREATER CANONSBURG LIBRARY ASSOC					94.44%
STABILE COMMUNICATIONS	\$2,866,760.65	\$159,314.50	\$2,707,446.15	94.44%	
GREATER SCRANTON JAYCEES, INC.					30.00%
LORI LESNESKY	\$45,317.00	\$31,721.90	\$13,595.10	30.00%	
GREENPEACE FUND, INC.					55.88%
DONOR SERVICES GROUP, LLC	\$8,987.00	\$3,965.00	\$5,022.00	55.88%	
GREENPEACE, INC.					34.01%
DONOR SERVICES GROUP, LLC	\$587,558.00	\$361,781.00	\$225,777.00	38.43%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$234,323.00	\$180,584.00	\$53,739.00	22.93%	
HABITAT FOR HUMANITY - INTERNATIONAL, INC.					22.59%
INFOCISION MANAGEMENT CORPORATION	\$958,386.86	\$710,113.60	\$248,273.26	25.91%	
STRATEGIC FUNDRAISING, INC.	\$107,989.00	\$115,368.00	\$7,379.00-	-6.83%	

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Appendix B

Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

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HARRISBURG AREA COMMUNITY COLLEGE					69.63%
J. MILITO & ASSOCIATES, INC.	\$11,186.00	\$3,397.40	\$7,788.60	69.63%	
HEALTHY SCHOOLS CAMPAIGN					50.96%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$16,119.50	\$7,905.14	\$8,214.36	50.96%	
HEART SUPPORT OF AMERICA, INC.					17.43%
BEE, L.C.	\$371,634.93	\$306,149.77	\$65,485.16	17.62%	
PREFERRED COMMUNITY SERVICES, INC.	\$19,954.00	\$17,170.62	\$2,783.38	13.95%	
HOLT INTERNATIONAL CHILDREN'S SERVICES, INC.					63.20%
MDS COMMUNICATIONS CORPORATION	\$51,795.00	\$19,063.00	\$32,732.00	63.20%	
HOLY NAME YOUTH FOOTBALL					30.00%
SMITH-FREEMAN & ASSOCIATES	\$8,495.00	\$5,946.50	\$2,548.50	30.00%	
HORNET HOOPS PARENTS BOOSTER CLUB					30.00%
SMITH-FREEMAN & ASSOCIATES	\$10,680.00	\$7,476.00	\$3,204.00	30.00%	
HUMAN RIGHTS CAMPAIGN, INC.					14.09%
DONOR SERVICES GROUP, LLC	\$705,790.00	\$405,406.06	\$300,383.94	42.56%	
TELEFUND, INC.	\$363,179.50	\$512,979.78	\$149,800.28-	-41.25%	
HUMANE SOCIETY LEGISLATIVE FUND					3.45%
SHARE GROUP, INC.	\$41,339.00	\$39,911.00	\$1,428.00	3.45%	

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Pennsylvania Department of State Bureau of Charitable Organizations

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Campaign Financial Reports for Charitable Organizations which used Professional Solicitors Reports Filed between 09/11/2009 and 09/10/2010

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
HYDETOWN VOLUNTEER FIRE DEPARTMENT					47.56%
SALVAGE DIRECT, INC.	\$1,720.00	\$902.00	\$818.00	47.56%	
IMMANUEL CHRISTIAN SCHOOL					66.86%
CORNERSTONE CONSULTING GROUP, LLC	\$30,610.00	\$10,142.83	\$20,467.17	66.86%	
INDIANA LIONS CLUB					10.00%
COMMUNITY HELPERS, INC.	\$23,498.00	\$21,148.20	\$2,349.80	10.00%	
INTERNATIONAL CAMPAIGN FOR TIBET					15.04%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$29,635.00	\$25,179.00	\$4,456.00	15.04%	
INTERNATIONAL FELLOWSHIP OF CHRISTIANS AND JEWS, INC.					39.54%
INFOCISION MANAGEMENT CORPORATION	\$550,268.75	\$332,696.43	\$217,572.32	39.54%	
INTERNATIONAL FUND FOR ANIMAL WELFARE, INC.					-1.74%
SHARE GROUP, INC.	\$50,447.42	\$51,322.79	\$875.37-	-1.74%	
INTERNATIONAL RESCUE COMMITTEE, INC.					-198.68%
TELEFUND, INC.	\$92,884.00	\$277,425.41	\$184,541.41-	-198.68%	
ITALIAN COLUMBUS DAY CELEBRATION COMMITTEE					30.00%
SMITH-FREEMAN & ASSOCIATES	\$4,030.00	\$2,821.00	\$1,209.00	30.00%	
ITALIAN HERITAGE COUNCIL OF BERKS COUNTY					35.00%
SMITH-FREEMAN & ASSOCIATES	\$6,762.00	\$4,395.30	\$2,366.70	35.00%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
JANE GOODALL INSTITUTE FOR WILDLIFE RESEARCH, EDUCATION & CONSERVATION					19.75%
DONOR SERVICES GROUP, LLC	\$207,183.00	\$164,764.00	\$42,419.00	20.47%	
HARRIS DIRECT	\$3,423.00	\$4,237.25	\$814.25-	-23.79%	
JEANNETTE LIONS CLUB					10.45%
ALLAN C. HILL PRODUCTIONS, INC.	\$26,878.50	\$24,190.65	\$2,687.85	10.00%	
COMMUNITY HELPERS, INC.	\$18,622.80	\$16,553.60	\$2,069.20	11.11%	
JEWISH FAMILY AND CHILDREN'S SERVICE OF GREATER PHILA, INC.					59.98%
CHARITABLE AUTO RESOURCES, INC.	\$159,870.00	\$63,979.50	\$95,890.50	59.98%	
JEWISH FAMILY SERVICE OF GREATER HARRISBURG, INC.					51.62%
CHARITABLE AUTO RESOURCES, INC.	\$990.00	\$479.00	\$511.00	51.62%	
JEWISH FAMILY SERVICE OF GREATER WILKES-BARRE					57.46%
CHARITABLE AUTO RESOURCES, INC.	\$2,400.00	\$1,021.00	\$1,379.00	57.46%	
JEWISH FAMILY SERVICE OF LACKAWANNA COUNTY					59.31%
CHARITABLE AUTO RESOURCES, INC.	\$1,375.00	\$559.50	\$815.50	59.31%	
JEWISH FEDERATION OF GREATER PHILADELPHIA					80.82%
SIEGEL MARKETING GROUP, INC.	\$234,529.00	\$44,975.34	\$189,553.66	80.82%	
JEWISH NATIONAL FUND (KEREN KAYEMETH LEISRAEL) INC N.Y.					16.01%
INFOCISION MANAGEMENT CORPORATION	\$58,294.10	\$48,963.00	\$9,331.10	16.01%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

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JEWISH VOICE MINISTRIES INTERNATIONAL					70.40%
MDS COMMUNICATIONS CORPORATION	\$593,185.00	\$175,565.00	\$417,620.00	70.40%	
JUDICIAL WATCH, INC.					-5.79%
DONOR CARE CENTER, INC.	\$32,508.22	\$34,389.87	\$1,881.65-	-5.79%	
KEYSTONE PARALYZED VETERANS OF AMERICA					13.92%
AMERICAN THRIFT CENTER, LLC	\$779,580.00	\$732,822.00	\$46,758.00	6.00%	
CIVIC DEVELOPMENT GROUP, LLC	\$7,482,155.00	\$6,523,686.00	\$1,103,306.00	* 14.75%	
KIDNEY FOUNDATION OF CENTRAL PENNSYLVANIA					26.55%
VEHICLE DONATION PROCESSING CENTER, INC.	\$59,564.75	\$43,750.12	\$15,814.63	* 26.55%	
KIDS WISH NETWORK, INC.					12.00%
COMMUNITY SUPPORT, INC.	\$866,852.07	\$762,829.82	\$104,022.25	12.00%	
INSIGHT TELE-SERVICES, INC.	\$35,135.17	\$30,918.95	\$4,216.22	12.00%	
INSIGHT TELE-SERVICES, INC.	\$18,561.50	\$16,334.12	\$2,227.38	12.00%	
KUTZTOWN HIGH SCHOOL GIRLS BASKETBALL					30.00%
SMITH-FREEMAN & ASSOCIATES	\$12,115.00	\$8,480.50	\$3,634.50	30.00%	
LAMBDA LEGAL DEFENSE AND EDUCATION FUND, INC.					21.94%
SHARE GROUP, INC.	\$107,324.00	\$86,856.00	\$20,468.00	19.07%	
SHARE GROUP, INC.	\$59,206.00	\$43,137.00	\$16,069.00	27.14%	

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LEAGUE OF CONSERVATION VOTERS, INC.					16.79%
GORDON & SCHWENKMEYER, INC.	\$19,056.00	\$15,179.74	\$3,876.26	20.34%	
GORDON & SCHWENKMEYER, INC.	\$53,726.00	\$36,516.35	\$17,209.65	32.03%	
GRASSROOTS CAMPAIGNS, INC.	\$0.00	\$0.00	\$0.00	0.00%	
INTEGRAL RESOURCES, INC.	\$229,515.90	\$229,515.90	\$0.00	0.00%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$142,908.00	\$81,985.00	\$60,923.00	42.63%	
TELEFUND, INC.	\$41,336.00	\$41,637.93	\$301.93-	-0.73%	
LEAGUE OF WOMEN VOTERS OF THE UNITED STATES					33.96%
GORDON & SCHWENKMEYER, INC.	\$23,050.00	\$16,970.01	\$6,079.99	26.38%	
OUTREACH ASSOCIATES, INC.	\$162,653.00	\$101,539.00	\$61,114.00	37.57%	
TELEFUND, INC.	\$6,508.00	\$8,425.00	\$1,917.00-	-29.46%	
LEUKEMIA & LYMPHOMA SOCIETY					62.27%
AMERICALIST / DIVISION OF HAINES & COMPANY	\$2,508,144.00	\$987,252.62	\$1,520,891.38	60.64%	
COINSTAR, INC.	\$471,391.13	\$35,415.15	\$435,975.98	92.49%	
INFOCISION MANAGEMENT CORPORATION	\$26,022,697.00	\$9,919,843.26	\$16,102,853.74	61.88%	
LIBERTY COUNSEL, INC.					31.94%
MDS COMMUNICATIONS CORPORATION	\$45,962.00	\$31,281.00	\$14,681.00	31.94%	

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Pennsylvania Department of State Bureau of Charitable Organizations

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
LU LU SHRINE A.A.O.N.M.S.					32.78%
TELE-RESPONSE CENTER, INC.	\$165,869.23	\$111,505.41	\$54,363.82	* 32.78%	
LUTHERAN WORLD RELIEF, INC.					83.73%
MDS COMMUNICATIONS CORPORATION	\$198,508.00	\$32,301.00	\$166,207.00	83.73%	
MANSFIELD UNIVERSITY FOUNDATION, INC.					59.30%
RUFFALOCODY, LLC	\$199,446.00	\$92,663.65	\$106,782.35	53.54%	
RUFFALOCODY, LLC	\$192,957.00	\$67,055.46	\$125,901.54	65.25%	
MARCH OF DIMES BIRTH DEFECTS FOUNDATION					92.50%
COINSTAR, INC.	\$5,214.38	\$391.14	\$4,823.24	* 92.50%	
MARCH OF DIMES FOUNDATION					57.40%
AMERICALIST / DIVISION OF HAINES & COMPANY	\$6,419,807.16	\$2,570,996.55	\$3,848,810.61	59.95%	
INFOCISION MANAGEMENT CORPORATION	\$7,154,945.64	\$3,212,294.00	\$3,942,651.64	55.10%	
SHARED PROGRESS, INC.	\$1,125.90	\$1,936.57	\$902.90	80.19%	
MEDIA RESEARCH CENTER					0.00%
INFOCISION MANAGEMENT CORPORATION	\$11,137.75	\$11,137.75	\$0.00	0.00%	
MEDICAL SUPPORT ASSOCIATION, INC.					11.22%
COMMUNITY SUPPORT, INC.	\$3,977,236.67	\$3,581,722.72	\$395,513.95	* 9.94%	
COURTESY HEALTH WATCH, INC.	\$2,838,397.00	\$2,469,405.39	\$368,991.61	* 13.00%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
MEDICALERT FOUNDATION UNITED STATES					21.45%
IDC, LTD.	\$194,792.15	\$153,012.94	\$41,779.21	21.45%	
MEMORIAL SLOAN - KETTERING CANCER CENTER					21.37%
DONOR SERVICES GROUP, LLC	\$468,145.00	\$368,101.00	\$100,044.00	21.37%	
MERCY CORPS					36.00%
DONOR SERVICES GROUP, LLC	\$116,936.00	\$202,716.00	\$85,780.00-	-73.36%	
MDS COMMUNICATIONS CORPORATION	\$610,496.00	\$262,858.00	\$347,638.00	56.94%	
MILITARY ORDER OF THE PURPLE HEART SERVICE FOUNDATION, INC.					26.37%
PENNSYLVANIA DONOR SERVICES, LLC	\$6,937,771.06	\$4,813,910.40	\$2,123,860.66	* 30.61%	
XENTEL, INC.	\$5,666,266.84	\$4,466,266.84	\$1,200,000.00	* 21.18%	
MINERSVILLE ROTARY CHARITIES, INC.					24.90%
THEODORE PRODUCTIONS, INC.	\$8,032.00	\$7,312.20	\$1,999.80	24.90%	
MIRACLE FLIGHTS FOR KIDS					38.11%
TELE-RESPONSE CENTER, INC.	\$3,411,319.93	\$2,179,259.45	\$1,232,060.48	* 36.12%	
TELE-RESPONSE CENTER, INC.	\$47,643.50	\$20,972.63	\$26,670.87	55.98%	
TELE-RESPONSE CENTER, INC.	\$628,951.51	\$329,750.67	\$299,200.84	47.57%	

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Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
				5.02%
\$910,340.14	\$825,878.65	\$84,461.49	* 9.28%	
\$87,107.00	\$121,488.00	\$34,381.00-	-39.47%	
				17.42%
\$6,191.00	\$5,262.35	\$1,078.65	17.42%	
				5.89%
\$398,181.00	\$374,735.00	\$23,446.00	5.89%	
				16.23%
\$1,131,549.50	\$947,916.52	\$183,632.98	* 16.23%	
				51.40%
\$1,210.00	\$588.05	\$621.95	51.40%	
	Raised From Public \$910,340.14 \$87,107.00 \$6,191.00 \$398,181.00 \$1,131,549.50	Raised Expenses \$910,340.14 \$825,878.65 \$87,107.00 \$121,488.00 \$6,191.00 \$5,262.35 \$398,181.00 \$374,735.00 \$1,131,549.50 \$947,916.52	Raised From Public Total Expenses Received # by Charity \$910,340.14 \$825,878.65 \$84,461.49 \$87,107.00 \$121,488.00 \$34,381.00- \$6,191.00 \$5,262.35 \$1,078.65 \$398,181.00 \$374,735.00 \$23,446.00 \$1,131,549.50 \$947,916.52 \$183,632.98	Raised From Public Total Expenses Received # by Charity Percentage To Charity \$910,340.14 \$825,878.65 \$84,461.49 * 9.28% \$87,107.00 \$121,488.00 \$34,381.0039.47% \$6,191.00 \$5,262.35 \$1,078.65 17.42% \$398,181.00 \$374,735.00 \$23,446.00 5.89% \$1,131,549.50 \$947,916.52 \$183,632.98 * 16.23%

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
NARAL PRO-CHOICE AMERICA					18.55%
DONOR SERVICES GROUP, LLC	\$407,152.00	\$252,862.00	\$154,290.00	37.89%	
GORDON & SCHWENKMEYER, INC.	\$1,146,910.01	\$1,089,995.19	\$56,914.82	* 4.96%	
GORDON & SCHWENKMEYER, INC.	\$296,867.00	\$236,517.60	\$60,349.40	20.33%	
HARRIS DIRECT	\$54,418.00	\$65,952.00	\$11,534.00-	-21.20%	
SD&A TELESERVICES, INC.	\$10,650.00	\$17,447.00	\$6,797.00-	-63.82%	
SHARE GROUP, INC.	\$272,680.00	\$146,022.00	\$126,658.00	46.45%	
TELEFUND, INC.	\$231,418.00	\$162,286.99	\$69,131.01	29.87%	
NATIONAL ARBOR DAY FOUNDATION					0.00%
INFOCISION MANAGEMENT CORPORATION	\$920.00	\$920.00	\$0.00	0.00%	
RMG USA, INC.	\$5,886.00	\$5,886.00	\$0.00	0.00%	
NATIONAL ASSOCIATION FOR THE ADVANCEMENT OF COLORED PEOPLE					36.70%
SHARE GROUP, INC.	\$523,473.00	\$331,338.00	\$192,135.00	36.70%	
NATIONAL ASSOCIATION OF POLICE ATHLETIC/ACTIVITIES LEAGUES, INC.					22.96%
XENTEL, INC.	\$15,682,839.18	\$12,808,438.32	\$3,600,000.16	* 22.96%	
NATIONAL AUDUBON SOCIETY, INC.					-82.60%
SHARE GROUP, INC.	\$26,282.00	\$76,540.00	\$50,258.00-	-191.23%	
TELEFUND, INC.	\$99,121.00	\$152,445.60	\$53,324.60-	-53.80%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
NATIONAL AVIARY IN PITTSBURGH, INC.					89.89%
IGH ASSOCIATES	\$653,369.00	\$133,610.00	\$519,759.00	79.55%	
IGH ASSOCIATES	\$2,495,975.00	\$184,800.00	\$2,311,175.00	92.60%	
NATIONAL BREAST CANCER COALITION					36.23%
TELEFUND, INC.	\$54,045.00	\$34,464.18	\$19,580.82	36.23%	
NATIONAL CAREGIVING FOUNDATION					14.35%
THE HERITAGE COMPANY, INC.	\$494,464.50	\$423,505.64	\$70,958.86	14.35%	
NATIONAL CHILDREN'S LEUKEMIA FOUNDATION					10.00%
INSIGHT TELE-SERVICES, INC.	\$370,630.00	\$333,567.00	\$37,063.00	10.00%	
NATIONAL COMMITTEE TO PRESERVE SOCIAL SECURITY AND MEDICARE					0.00%
THE HERITAGE COMPANY, INC.	\$1,181.00	\$1,181.00	\$0.00	0.00%	
NATIONAL GAY AND LESBIAN TASK FORCE FOUNDATION					20.50%
RUFFALOCODY, LLC	\$0.00	\$12,063.01	\$12,063.01-	0.00%	
TELEFUND, INC.	\$42,766.00	\$21,936.76	\$20,829.24	48.71%	
NATIONAL GUARD ASSOCIATION OF PENNSYLVANIA					31.82%
THE HERITAGE COMPANY, INC.	\$96,770.07	\$65,979.50	\$30,790.57	31.82%	
NATIONAL MULTIPLE SCLEROSIS SOCIETY - NATIONAL HEADQUARTER					74.27%
INFOCISION MANAGEMENT CORPORATION	\$2,570,820.00	\$661,577.75	\$1,909,242.25	74.27%	

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NATIONAL ORGANIZATION FOR WOMEN, INC.					21.63%
TELEFUND, INC.	\$197,315.28	\$154,636.73	\$42,678.55	21.63%	
NATIONAL PARK FOUNDATION					1.00%
ARIA COMMUNICATIONS CORPORATION	\$11,900.00	\$11,781.31	\$118.69	1.00%	
NATIONAL PARKINSON FOUNDATION, INC.					36.70%
DONOR CARE CENTER, INC.	\$229,152.56	\$145,062.23	\$84,090.33 *	36.70%	
NATIONAL PARKS CONSERVATION ASSOCIATION					14.18%
DONOR SERVICES GROUP, LLC	\$130,353.00	\$126,682.00	\$3,671.00	2.82%	
SHARE GROUP, INC.	\$381,589.00	\$312,691.00	\$68,898.00	18.06%	
NATIONAL POLICE DEFENSE FOUNDATION INC					15.00%
MENACOLA MARKETING, INC.	\$221,378.60	\$188,171.81	\$33,206.79	15.00%	
NATIONAL POLICE DEFENSE FOUNDATION, INC. DBA OPERATION KIDS					15.00%
MENACOLA MARKETING, INC.	\$98,839.00	\$84,013.15	\$14,825.85	15.00%	
NATIONAL RIFLE ASSOCIATION OF AMERICA					26.36%
INFOCISION MANAGEMENT CORPORATION	\$27,000,000.00	\$19,882,249.03	\$7,117,750.97	26.36%	

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NATIONAL RIGHT TO LIFE COMMITTEE, INC.					56.80%
MDS COMMUNICATIONS CORPORATION	\$1,379,781.00	\$792,971.00	\$586,810.00	42.53%	
RMG USA, INC.	\$10,542.00	\$10,542.00	\$0.00	0.00%	
TREASURE STATE DEVELOPMENT CORPORATION	\$1,990,428.00	\$656,841.24	\$1,333,586.76 *	67.00%	
NATIONAL VETERANS SERVICES FUND, INC.					11.27%
BEE, L.C.	\$665,608.21	\$590,871.95	\$74,736.26 *	11.23%	
MENACOLA MARKETING, INC.	\$19,718.00	\$17,746.20	\$1,971.80	10.00%	
STATEWIDE APPEAL, INC.	\$14,870.00	\$12,639.50	\$2,230.50	15.00%	
NATIONAL VIETNAM VETERANS FOUNDATION, INC.					15.00%
COMMUNITY SUPPORT, INC.	\$3,273,630.17	\$2,782,585.65	\$491,044.52	15.00%	
NATIONAL WHEELCHAIR BASKETBALL ASSOCIATION					30.16%
COURTESY HEALTH WATCH, INC.	\$1,274,722.00	\$890,241.75	\$384,480.25 *	30.16%	
NATIONAL WILDLIFE FEDERATION					9.16%
DONOR SERVICES GROUP, LLC	\$382,380.16	\$503,153.00	\$120,772.84-	-31.58%	
SHARE GROUP, INC.	\$680,054.00	\$470,591.00	\$209,463.00	30.80%	
SHARE GROUP, INC.	\$511,432.00	\$455,905.00	\$55,527.00	10.86%	

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Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

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NATURAL RESOURCES DEFENSE COUNCIL, INC.					6.35%
DONOR SERVICES GROUP, LLC	\$866,255.00	\$856,493.00	\$9,762.00	1.13%	
TELEFUND, INC.	\$303,749.59	\$239,181.55	\$64,568.04	21.26%	
NATURE CONSERVANCY					20.29%
DONOR SERVICES GROUP, LLC	\$1,869,355.00	\$1,490,055.57	\$379,299.43	20.29%	
NEUMANN UNIVERSITY					20.52%
RUFFALOCODY, LLC	\$20,543.90	\$16,328.52	\$4,215.38	20.52%	
NEVERSINK FOREST NO. 32, TALL CEDARS OF LEBANON					25.00%
SMITH-FREEMAN & ASSOCIATES	\$1,850.00	\$1,387.50	\$462.50	25.00%	
NEW YORK PUBLIC LIBRARY					43.38%
OUTREACH ASSOCIATES, INC.	\$51,045.00	\$28,901.00	\$22,144.00	43.38%	
NORTHEASTERN DETACHMENT MARINE CORPS LEAGUE, INC.					28.30%
LORI LESNESKY	\$33,858.00	\$23,700.60	\$10,157.40	30.00%	
LORI LESNESKY	\$44,206.50	\$32,270.75	\$11,935.75	27.00%	
NORTHEASTERN PENNSYLVANIA EDUCATIONAL TELEVISION ASSOCIATION					11.22%
COMNET MARKETING GROUP, INC.	\$92,674.08	\$82,271.48	\$10,402.60	11.22%	
National Trust for Historic Preservation					39.23%
DONOR SERVICES GROUP, LLC	\$596,019.35	\$362,181.23	\$233,838.12	39.23%	

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OCEAN CONSERVANCY, INC.					0.00%
SHARE GROUP, INC.	\$0.00	\$0.00	\$0.00	0.00%	
OLEY VALLEY YOUTH LEAGUE, INC.					35.00%
SMITH-FREEMAN & ASSOCIATES	\$9,745.00	\$6,334.25	\$3,410.75	35.00%	
OPERA COMPANY OF PHILADELPHIA					105.37%
DCM, INC.	\$3,915.00	\$210.26-	\$4,125.26	105.37%	
OPERATION BLESSING INTERNATIONAL RELIEF & DEVELOPMENT CORPORATION					53.55%
INFOCISION MANAGEMENT CORPORATION	\$133,154.58	\$61,851.14	\$71,303.44	53.55%	
OPERATION LOOKOUT NATIONAL CENTER FOR MISSING YOUTH					14.28%
CONTRACT COMMUNICATIONS, INC.	\$2,293,064.00	\$1,971,872.00	\$321,192.00	* 14.01%	
INSIGHT TELE-SERVICES, INC.	\$43,102.00	\$38,791.80	\$4,310.20	* 10.00%	
INTEGRAL RESOURCES, INC.	\$232.90	\$180.00	\$52.90	22.71%	
MIDWEST PUBLISHING - DN, INC.	\$1,111,754.66	\$944,987.08	\$166,767.58	* 15.00%	
PREFERRED COMMUNITY SERVICES, INC.	\$0.00	\$0.00	\$0.00	0.00%	

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Appendix B

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
OPERATION SMILE, INC.					39.95%
BRIDGE CITY PROMOTIONAL EVENTS, INC.	\$217,928.00	\$207,031.60	\$10,896.40	5.00%	
DONOR SERVICES GROUP, LLC	\$68,177.00	\$31,880.00	\$36,297.00	53.24%	
SHARED PROGRESS, INC.	\$1,282.18	\$1,949.49	\$972.92	75.88%	
STRATEGIC FUNDRAISING, INC.	\$891,924.00	\$468,904.00	\$423,020.00	47.43%	
OPTIMAL MEDICAL FOUNDATION					11.95%
BEE, L.C.	\$390,183.11	\$343,539.37	\$46,643.74	* 11.95%	
ORGANIC CONSUMERS ASSOCIATION					74.75%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$1,741,896.04	\$439,848.80	\$1,302,047.24	* 74.75%	
ORGANIC CONSUMERS FUND					76.20%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$87,599.50	\$20,848.86	\$66,750.64	76.20%	
OWEN J. ROBERTS HIGH SCHOOL BASEBALL TEAM					30.00%
SMITH-FREEMAN & ASSOCIATES	\$4,970.00	\$3,479.00	\$1,491.00	30.00%	
OXFAM - AMERICA, INC.					61.76%
DONOR SERVICES GROUP, LLC	\$351,877.00	\$172,279.00	\$179,598.00	51.04%	
SHARE GROUP, INC.	\$819,700.00	\$239,136.00	\$580,564.00	70.83%	
TELEFUND, INC.	\$97,483.31	\$73,812.95	\$23,670.36	24.28%	

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OXFORD ROTARY CLUB					12.57%
THEODORE PRODUCTIONS, INC.	\$15,257.00	\$13,338.45	\$1,918.55	12.57%	
PARALYZED VETERANS OF AMERICA					60.18%
QUADRIGA ART, LLC	\$355,361,641.00	\$141,520,695.00	\$213,840,946.00	* 60.18%	
PENN STATE PUBLIC BROADCASTING					49.27%
PHONE BANK SYSTEMS, INC.	\$108,002.00	\$54,794.55	\$53,207.45	49.27%	
PENNSYLVANIA BALLET ASSOCIATION					67.46%
DCM, INC.	\$566,337.00	\$184,274.85	\$382,062.15	67.46%	
PENNSYLVANIA CHIEFS OF POLICE ASSOCIATION					14.55%
CIVIC DEVELOPMENT GROUP, LLC	\$139,160.00	\$118,918.00	\$20,242.00	14.55%	
PENNSYLVANIA CONFERENCE FOR WOMEN					1.24%
PUBLIC STRATEGIES, INC.	\$889,799.27	\$878,765.80	\$11,033.47	1.24%	
PENNSYLVANIA COUNCIL OF THE BLIND					19.78%
VEHICLE DONATION PROCESSING CENTER, INC.	\$117,200.00	\$94,012.57	\$23,187.43	* 19.78%	
PENNSYLVANIA PRO-LIFE FEDERATION, INC.					61.37%
MDS COMMUNICATIONS CORPORATION	\$190,215.00	\$87,899.00	\$102,316.00	53.79%	
TREASURE STATE DEVELOPMENT CORPORATION	\$793,693.66	\$292,183.55	\$501,510.11	* 63.19%	

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PENNSYLVANIA PROFESSIONAL FIRE FIGHTERS ASSOCIATION					18.16%
XENTEL, INC.	\$1,961,583.00	\$1,789,278.48	\$361,185.21	* 18.41%	
XENTEL, INC.	\$124,346.00	\$131,644.80	\$17,570.40	14.13%	
PENTAGON MEMORIAL FUND, INC.					48.13%
THE WEBSTER GROUP, INC.	\$4,024,918.28	\$2,087,732.04	\$1,937,186.24	48.13%	
PEOPLE FOR THE ETHICAL TREATMENT OF ANIMALS, INC.					22.40%
DONOR SERVICES GROUP, LLC	\$341,272.00	\$267,952.41	\$73,319.59	21.48%	
SHARE GROUP, INC.	\$167,408.00	\$103,187.00	\$64,221.00	38.36%	
TELEFUND, INC.	\$31,691.00	\$48,162.00	\$16,471.00-	-51.97%	
PHILADELPHIA COLLEGE OF OSTEOPATHIC MEDICINE					78.53%
RUFFALOCODY, LLC	\$149,510.60	\$32,094.93	\$117,415.67	78.53%	
PHILADELPHIA MUSEUM OF ART					-0.36%
SD&A TELESERVICES, INC.	\$171,368.00	\$171,986.00	\$618.00-	-0.36%	
PHILADELPHIA ORCHESTRA ASSOCIATION					53.37%
DCM, INC.	\$299,121.50	\$131,288.00	\$167,833.50	56.11%	
DCM, INC.	\$132,320.00	\$69,873.00	\$62,447.00	47.19%	
PHYSICIANS FOR SOCIAL RESPONSIBILITY, INC.					38.65%
OUTREACH ASSOCIATES, INC.	\$38,479.00	\$23,605.00	\$14,874.00	38.65%	

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PIONEER CLUBS					33.15%
MDS COMMUNICATIONS CORPORATION	\$23,852.00	\$15,946.00	\$7,906.00	33.15%	
PITTSBURGH COMMUNITY BROADCASTING CORPORATION					57.17%
CENTER FOR CAR DONATIONS, LLC	\$38,170.00	\$16,349.78	\$21,820.22	57.17%	
PITTSBURGH DOWNTOWN PARTNERSHIP					-193.57%
IGH ASSOCIATES	\$72,300.00	\$212,253.00	\$139,953.00-	-193.57%	
PLANNED PARENTHOOD ACTION FUND, INC.					55.70%
ARIA COMMUNICATIONS CORPORATION	\$4,464.43	\$5,670.14	\$1,205.71-	-27.01%	
GORDON & SCHWENKMEYER, INC.	\$0.00	\$0.00	\$0.00	0.00%	
HARRIS DIRECT	\$0.00	\$0.00	\$0.00	0.00%	
TELEFUND, INC.	\$339,845.30	\$146,861.95	\$192,983.35	56.79%	
PLANNED PARENTHOOD FEDERATION OF AMERICA, INC.					26.53%
ARIA COMMUNICATIONS CORPORATION	\$33,244.54	\$24,448.48	\$8,796.06	26.46%	
GORDON & SCHWENKMEYER, INC.	\$315,064.80	\$331,444.60	\$16,379.80-	-5.20%	
HARRIS DIRECT	\$483,026.00	\$362,721.20	\$120,304.80	24.91%	
SD&A TELESERVICES, INC.	\$20,511.00	\$20,162.00	\$349.00	1.70%	
SHARE GROUP, INC.	\$194,733.00	\$150,288.00	\$44,445.00	22.82%	
TELEFUND, INC.	\$626,656.83	\$340,339.10	\$286,317.73	45.69%	

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ble Organizations Appendix B

Pennsylvania Department of State Bureau of Charitable Organizations 2010 Annual Report

Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
POLICE ATHLETIC LEAGUE OF PHILADELPHIA					36.61%
TELE-RESPONSE CENTER, INC.	\$142,277.24	\$90,188.44	\$52,088.80	36.61%	
POTTSTOWN AREA POLICE ATHLETIC LEAGUE					20.00%
PUBLIC SAFETY PROMOTIONS OF PENNSYLVANIA, INC.	\$46,837.00	\$37,469.60	\$9,367.40	20.00%	
PRISON FELLOWSHIP MINISTRIES					2.96%
STRATEGIC FUNDRAISING, INC.	\$464,104.00	\$450,380.00	\$13,724.00	2.96%	
PROJECT CURE, INC.					10.00%
BEE, L.C.	\$724,177.47	\$651,776.83	\$72,400.64	10.00%	
PROJECT HOPE-THE PEOPLE-TO-PEOPLE HEALTH FOUNDATION, INC.					11.44%
OUTREACH ASSOCIATES, INC.	\$157,044.00	\$139,077.00	\$17,967.00	11.44%	
PROJECT OF EASTON, INC.					41.91%
EVENTS EXTRAORDINAIRES BY JANET CIMINO, INC.	\$45,861.98	\$26,642.82	\$19,219.16	41.91%	
PROMISE KEEPERS					0.00%
MDS COMMUNICATIONS CORPORATION	\$0.00	\$0.00	\$0.00	0.00%	
PUBLIC CITIZEN FOUNDATION, INC.					1.62%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$677.00	\$666.00	\$11.00	1.62%	
PUBLIC CITIZEN, INC.					16.16%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$2,333.00	\$1,956.00	\$377.00	16.16%	

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RAJAH SHRINE A.A.O.N.M.S.					38.00%
ATLANTIC PRODUCTIONS, INC.	\$108,485.00	\$67,261.00	\$41,224.00	38.00%	
READING HIGH SCHOOL BAND AIDES					30.00%
SMITH-FREEMAN & ASSOCIATES	\$6,680.00	\$4,676.00	\$2,004.00	30.00%	
READING HIGH SCHOOL BOOSTERS CLUB					30.00%
SMITH-FREEMAN & ASSOCIATES	\$5,163.00	\$3,614.10	\$1,548.90	30.00%	
READING HOT STOVERS, INC.					30.00%
TELE-PUBLICATIONS	\$23,873.00	\$16,711.10	\$7,161.90	30.00%	
RELIGIOUS COALITION FOR REPRODUCTIVE CHOICE					-10.38%
OUTREACH ASSOCIATES, INC.	\$33,530.00	\$37,010.00	\$3,480.00-	-10.38%	
RESERVE POLICE OFFICERS ASSOCIATION					7.22%
COMMUNITY SUPPORT, INC.	\$1,332,374.45	\$1,236,181.72	\$96,192.73	7.22%	
RIDGWAY LIONS CLUB					20.00%
COMMUNITY HELPERS, INC.	\$9,320.00	\$7,456.00	\$1,864.00	20.00%	
RINGGOLD BAND, INC.					30.00%
SMITH-FREEMAN & ASSOCIATES	\$4,095.00	\$2,866.50	\$1,228.50	30.00%	
ROLLINS COLLEGE					-1.55%
ARIA COMMUNICATIONS CORPORATION	\$8,142.02	\$8,268.40	\$126.38-	-1.55%	

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ROTARY CLUB OF KITTANNING					19.20%
THEODORE PRODUCTIONS, INC.	\$12,626.00	\$10,732.10	\$2,423.90	19.20%	
ROUZERVILLE LIONS CLUB					15.11%
THEODORE PRODUCTIONS, INC.	\$17,099.00	\$14,534.15	\$2,583.85	15.11%	
SADD, INC.					57.83%
TELE-RESPONSE CENTER, INC.	\$2,412,339.63	\$1,017,339.63	\$1,395,000.00	* 57.83%	
SALUS UNIVERSITY					55.21%
RUFFALOCODY, LLC	\$70,930.00	\$31,767.71	\$39,162.29	55.21%	
SAVE DARFUR COALITION					5.46%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$70,645.00	\$66,785.00	\$3,860.00	5.46%	
SAVE THE CHILDREN FEDERATION, INC.					-149.86%
DIALOGUEDIRECT, INC.	\$755,185.60	\$2,090,016.00	\$1,334,830.40-	-176.76%	
DONOR CARE CENTER, INC.	\$229,185.70	\$228,231.68	\$954.02	0.42%	
PUBLIC OUTREACH FUNDRAISING, LLC	\$27,131.00	\$209,051.18	\$181,920.18-	-670.53%	
SAYRE-ATHENS LIONS CLUB					18.62%
THEODORE PRODUCTIONS, INC.	\$10,996.62	\$9,347.12	\$2,000.00	18.19%	
THEODORE PRODUCTIONS, INC.	\$12,650.00	\$10,752.50	\$2,402.50	18.99%	

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SCRANTON PREPARATORY SCHOOL					84.71%
RUFFALOCODY, LLC	\$217,000.00	\$23,461.44	\$193,538.56	89.19%	
RUFFALOCODY, LLC	\$110,515.00	\$26,626.83	\$83,888.17	75.91%	
SERVICEMEMBERS LEGAL DEFENSE NETWORK, INC.					46.50%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$37,874.00	\$20,262.00	\$17,612.00	46.50%	
SHAMOKIN DAM LIONS CLUB, INC.					15.76%
THEODORE PRODUCTIONS, INC.	\$17,105.00	\$14,558.50	\$2,696.50	15.76%	
SIERRA CLUB					56.69%
COMNET MARKETING GROUP, INC.	\$68,658.00	\$60,740.59	\$7,917.41	11.53%	
DONOR SERVICES GROUP, LLC	\$1,722,099.58	\$955,136.57	\$766,963.01 *	44.54%	
HARRIS DIRECT	\$986,900.79	\$518,467.00	\$468,433.79 *	47.47%	
SD&A TELESERVICES, INC.	\$1,503,597.73	\$562,653.83	\$940,943.90 *	62.58%	
TELEFUND, INC.	\$1,679,516.60	\$484,362.43	\$1,195,154.17 *	71.16%	
SOS CHILDREN'S VILLAGESUSA, INC.					67.64%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$40,292.00	\$13,037.00	\$27,255.00	67.64%	

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SOUTHERN POVERTY LAW CENTER, INC.					52.34%
OUTREACH ASSOCIATES, INC.	\$634,129.00	\$353,091.00	\$281,038.00	44.32%	
SD&A TELESERVICES, INC.	\$53,038.00	\$22,390.00	\$30,648.00	57.78%	
SHARE GROUP, INC.	\$285,889.01	\$56,535.00	\$229,354.01	80.22%	
SHARE GROUP, INC.	\$0.00	\$0.00	\$0.00	0.00%	
TELEFUND, INC.	\$564,793.10	\$300,905.59	\$263,887.51	46.72%	
SPECIAL OLYMPICS INTERNATIONAL					0.00%
DONOR SERVICES GROUP, LLC	\$0.00	\$0.00	\$0.00	0.00%	
SPECIAL OLYMPICS PENNSYLVANIA, INC.					49.77%
TELE-RESPONSE CENTER, INC.	\$1,997,988.04	\$1,003,553.82	\$994,434.22	49.77%	
STARLIGHT CHILDREN'S FOUNDATION					5.00%
STEEL CITY PROMOTIONS, INC.	\$10,640.00	\$10,108.00	\$532.00	5.00%	
STATE COLLEGE AREA JAYCEES					16.41%
THEODORE PRODUCTIONS, INC.	\$9,685.00	\$8,262.15	\$1,588.85	16.41%	
STUDENTS FOR LIFE OF AMERICA, INC.					13.20%
MDS COMMUNICATIONS CORPORATION	\$242,587.00	\$210,570.00	\$32,017.00	13.20%	
SUPREME TEMPLE, DAUGHTERS OF THE NILE FOUNDATION					-96.06%
PEP DIRECT, LLC.	\$111,778.00	\$219,157.00	\$107,379.00-	-96.06%	

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SURVIVORS AND VICTIMS EMPOWERED					20.00%
PREFERRED COMMUNITY SERVICES, INC.	\$173,747.91	\$138,998.33	\$34,749.58 *	20.00%	
TELECOMPIONEERS CHARITABLE FOUNDATION					17.07%
INFOCISION MANAGEMENT CORPORATION	\$83,032.26	\$68,858.49	\$14,173.77	17.07%	
THE AMERICAN BREAST CANCER FOUNDATION, INC.					20.00%
COMMUNITY SUPPORT, INC.	\$1,611,420.01	\$1,289,136.01	\$322,284.00 *	20.00%	
THE AMERICAN COLLEGE					13.95%
IDC, LTD.	\$34,865.00	\$30,000.00	\$4,865.00	13.95%	
THE AMERICAN HUMANE ASSOCIATION					-79.21%
ARIA COMMUNICATIONS CORPORATION	\$14,063.50	\$25,203.01	\$11,139.51-	-79.21%	
THE AMERICAN NATIONAL RED CROSS					92.50%
COINSTAR, INC.	\$3,071.40	\$230.36	\$2,841.04	92.50%	
THE AOPA FOUNDATION, INC.					51.93%
TELEFUND, INC.	\$425,500.00	\$204,545.03	\$220,954.97	51.93%	
THE ARTHRITIS FOUNDATION, INC.					38.08%
MDS COMMUNICATIONS CORPORATION	\$151,275.00	\$74,557.00	\$76,718.00	50.71%	
OUTREACH ASSOCIATES, INC.	\$13,579.00	\$15,059.00	\$1,480.00-	-10.90%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$25,303.50	\$28,133.08	\$2,829.58-	-11.18%	

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THE BIBLE LEAGUE					49.76%
MDS COMMUNICATIONS CORPORATION	\$258,610.00	\$129,928.00	\$128,682.00	49.76%	
THE BUONICONTI FUND TO CURE PARALYSIS, INC.					50.21%
EVENT ASSOCIATES, INC.	\$2,080,081.61	\$1,035,688.19	\$1,044,393.42	50.21%	
THE CHRISTIAN NETWORK, INC.					58.10%
MDS COMMUNICATIONS CORPORATION	\$13,495.00	\$5,654.00	\$7,841.00	58.10%	
THE CLEVELAND CLINIC					-2.98%
IDC, LTD.	\$3,600,185.00	\$3,707,516.74	\$107,331.74-	* -2.98%	
THE COMMITTEE FOR MISSING CHILDREN, INC.					12.00%
XENTEL, INC.	\$6,209,141.79	\$5,464,044.78	\$745,097.01	* 12.00%	
THE DIAN FOSSEY GORILLA FUND INTERNATIONAL, INC.					13.16%
OUTREACH ASSOCIATES, INC.	\$30,083.00	\$26,123.00	\$3,960.00	13.16%	
THE FOUNDATION FOR A CHRISTIAN CIVILIZATION, INC.					-125.69%
DONOR CARE CENTER, INC.	\$86,213.73	\$194,577.00	\$108,363.27-	-125.69%	
THE FOUNDATION FOR AIDS RESEARCH					19.92%
SHARE GROUP, INC.	\$38,107.00	\$39,327.00	\$1,220.00-	-3.20%	
TELEFUND, INC.	\$86,653.00	\$60,577.44	\$26,075.56	30.09%	

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THE FOUNDATION FOR INDIANA UNIVERSITY OF PENNSYLVANIA					30.31%
RUFFALOCODY, LLC	\$2,064,691.78	\$1,438,791.72	\$625,900.06 *	30.31%	
THE GOVERNMENT ACCOUNTABILITY PROJECT					73.84%
HUDSON BAY COMPANY OF ILLINOIS, INC.	\$76,400.65	\$19,989.92	\$56,410.73	73.84%	
THE HERITAGE FOUNDATION					60.36%
GIVERIGHT, INC.	\$3,910,808.00	\$1,550,211.07	\$2,360,596.93	60.36%	
THE HISTORICAL SOCIETY OF WESTERN PENNSYLVANIA					62.91%
COMNET MARKETING GROUP, INC.	\$36,734.40	\$13,625.91	\$23,108.49 *	62.91%	
THE HUMANE SOCIETY OF THE UNITED STATES					-12.71%
RMG USA, INC.	\$547,102.00	\$616,622.00	\$69,520.00- *	-12.71%	
THE KOBY MANDELL FOUNDATION, INC.					71.87%
GREEN POINT CALL CENTER SERVICES, INC.	\$14,043.01	\$3,950.00	\$10,093.01	71.87%	
THE METROPOLITAN MUSEUM OF ART					58.90%
DONOR SERVICES GROUP, LLC	\$527,115.00	\$216,651.00	\$310,464.00	58.90%	
THE NATIONAL CANCER COALITION, INC.					14.55%
BEE, L.C.	\$702,693.06	\$617,127.44	\$85,565.62 *	12.18%	
COURTESY HEALTH WATCH, INC.	\$4,153,483.17	\$3,532,560.79	\$620,922.38 *	14.95%	

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Charity Paid Solicitor	Gross Amount Raised From Public	Total Expenses	Total Amount Received # by Charity	Percentage To Charity	Average % to Charity from Solicitor(s)
THE NATIONAL CHILDREN'S CANCER SOCIETY, INC.					40.77%
THE HERITAGE COMPANY, INC.	\$18,386,008.26	\$11,483,262.17	\$7,495,707.14	40.77%	
THE NATIONAL MUSEUM OF WOMEN IN THE ARTS					17.21%
DONOR SERVICES GROUP, LLC	\$35,425.00	\$29,330.00	\$6,095.00	17.21%	
THE OPTIMIST CLUB OF GETTYSBURG, INC.					18.47%
THEODORE PRODUCTIONS, INC.	\$18,292.00	\$15,327.68	\$3,378.32	18.47%	
THE ORGAN DONATION AND TRANSPLANT ASSOCIATION OF AMERICA, INC.					10.09%
COURTESY HEALTH WATCH, INC.	\$740,717.30	\$665,992.47	\$74,724.83	10.09%	
THE PENNSYLVANIA BALLET ASSOCIATION					33.59%
DCM, INC.	\$149,142.30	\$99,052.50	\$50,089.80	33.59%	
THE PENNSYLVANIA HORTICULTURAL SOCIETY					75.45%
COMNET MARKETING GROUP, INC.	\$122,935.00	\$30,181.02	\$92,753.98	75.45%	
THE PHILLIPS COLLECTION					25.09%
DONOR SERVICES GROUP, LLC	\$16,613.00	\$12,445.00	\$4,168.00	25.09%	
THE PLANETARY SOCIETY					-1.17%
HARRIS DIRECT	\$66,190.00	\$66,963.90	\$773.90-	-1.17%	
THE QUIET HOUR, INC.					55.09%
MDS COMMUNICATIONS CORPORATION	\$10,168.00	\$4,566.00	\$5,602.00	55.09%	

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THE READING BUCCANEERS, INC.					21.36%
SMITH-FREEMAN & ASSOCIATES	\$3,485.00	\$2,740.65	\$744.35	21.36%	
THE REGIONAL CANCER CENTER FOUNDATION					58.75%
SALVAGE DIRECT, INC.	\$12,950.00	\$5,432.50	\$7,607.50	* 58.75%	
THE ROGER WYBURN-MASON & JACK M. BLOUNT FOUNDATION FOR THE ERADICAT					19.72%
BEE, L.C.	\$165,004.47	\$132,466.47	\$32,538.00	* 19.72%	
THE RUTHERFORD INSTITUTE					31.23%
MDS COMMUNICATIONS CORPORATION	\$48,902.00	\$33,628.00	\$15,274.00	31.23%	
THE TRUSTEES OF THE UNIVERSITY OF PENNSYLVANIA					64.74%
CHARITABLE AUTO RESOURCES, INC.	\$586,154.00	\$252,296.70	\$333,857.30	* 56.96%	
RUFFALOCODY, LLC	\$753,958.06	\$220,241.97	\$533,716.09	70.79%	
THE VETERANS FUND, INC.					20.00%
CENTER STAGE ATTRACTIONS, INC.	\$1,466,220.06	\$1,172,976.04	\$293,244.02	* 20.00%	

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THE WILDERNESS SOCIETY					21.68%
COMNET MARKETING GROUP, INC.	\$65,454.70	\$54,238.50	\$11,216.20	17.14%	
GORDON & SCHWENKMEYER, INC.	\$102,437.98	\$91,011.12	\$11,426.86	11.15%	
HARRIS DIRECT	\$511,456.00	\$272,256.00	\$239,200.00	46.77%	
OUTREACH ASSOCIATES, INC.	\$43,899.00	\$66,025.00	\$22,126.00-	-50.40%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$11,855.00	\$25,952.00	\$14,097.00-	-118.91%	
SD&A TELESERVICES, INC.	\$50,649.00	\$104,526.00	\$53,877.00-	-106.37%	
SHARE GROUP, INC.	\$63,698.00	\$10,026.00	\$53,672.00	84.26%	
TELE-RESPONSE CENTER, INC.	\$14,677.00	\$23,055.75	\$8,378.75-	-57.09%	
TELEFUND, INC.	\$90,544.69	\$100,651.44	\$10,106.75-	-11.16%	
TITUSVILLE ALUMNI ASSOCIATION					45.77%
SALVAGE DIRECT, INC.	\$1,560.00	\$846.00	\$714.00	45.77%	
TITUSVILLE AREA HEALTH CENTER FOUNDATION					35.00%
SALVAGE DIRECT, INC.	\$500.00	\$325.00	\$175.00	35.00%	
TITUSVILLE AREA UNITED WAY					52.19%
SALVAGE DIRECT, INC.	\$17,770.00	\$8,769.50	\$9,273.50	52.19%	
TITUSVILLE YOUNG WOMEN'S CHRISTIAN ASSOCIATION					46.92%
SALVAGE DIRECT, INC.	\$2,240.00	\$1,234.00	\$1,051.00	46.92%	

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Appendix B

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TREXLER MIDDLE SCHOOL					30.00%
SMITH-FREEMAN & ASSOCIATES	\$1,537.00	\$1,075.90	\$461.10	30.00%	
U.S. ENGLISH, INC.					31.10%
INFOCISION MANAGEMENT CORPORATION	\$299,364.88	\$206,262.52	\$93,102.36	31.10%	
UNION OF CONCERNED SCIENTISTS, INC.					15.58%
DONOR SERVICES GROUP, LLC	\$0.00	\$0.00	\$0.00	0.00%	
SHARE GROUP, INC.	\$175,487.00	\$148,145.00	\$27,342.00	15.58%	
UNITARIAN UNIVERSALIST SERVICE COMMITTEE, INC.					66.84%
SHARE GROUP, INC.	\$244,632.00	\$81,119.00	\$163,513.00	66.84%	
UNITED BREAST CANCER FOUNDATION					21.74%
COURTESY HEALTH WATCH, INC.	\$3,344,654.00	\$2,617,656.08	\$726,997.92	* 21.74%	
UNITED FARM WORKERS OF AMERICA					48.52%
GORDON & SCHWENKMEYER, INC.	\$239,609.60	\$143,304.09	\$96,305.51	40.19%	
GORDON & SCHWENKMEYER, INC.	\$345,235.83	\$157,783.06	\$187,452.77	54.30%	
UNITED JEWISH FEDERATION OF GREATER PITTSBURGH					60.42%
SIEGEL MARKETING GROUP, INC.	\$2,021.00	\$800.00	\$1,221.00	60.42%	
UNITED STATES ASSOCIATION FOR UNHCR					59.77%
DONOR SERVICES GROUP, LLC	\$31,093.08	\$12,510.00	\$18,583.08	59.77%	

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UNITED STATES FUND FOR UNICEF					78.67%
COINSTAR, INC.	\$171,742.80	\$12,880.72	\$158,862.08 *	92.50%	
INFOCISION MANAGEMENT CORPORATION	\$52,640.00	\$35,141.50	\$17,498.50	33.24%	
INFOCISION MANAGEMENT CORPORATION	\$720.00	\$0.00	\$720.00	100.00%	
UNITED STATES OLYMPIC COMMITTEE					32.68%
STRATEGIC FUNDRAISING, INC.	\$1,985,827.00	\$1,336,856.00	\$648,971.00	32.68%	
UNITED WAY OF WESTERN CRAWFORD COUNTY, INC.					57.86%
SALVAGE DIRECT, INC.	\$2,100.00	\$885.00	\$1,215.00 *	57.86%	
UNITED WAY OF YORK COUNTY					60.83%
SALVAGE DIRECT, INC.	\$1,800.00	\$705.00	\$1,095.00	60.83%	
UNIVERSITY OF COLORADO FOUNDATION					38.90%
RUFFALOCODY, LLC	\$3,638,744.69	\$2,223,104.02	\$1,415,640.67 *	38.90%	
UNIVERSITY OF PENNSYLVANIA MUSEUM OF ARCHAEOLOGY AND ANTHROPOLOG					25.29%
COMNET MARKETING GROUP, INC.	\$6,320.00	\$4,721.76	\$1,598.24 *	25.29%	
UNIVERSITY OF SCRANTON					66.93%
RUFFALOCODY, LLC	\$309,641.92	\$133,543.96	\$176,097.96	56.87%	
RUFFALOCODY, LLC	\$423,676.00	\$109,000.00	\$314,676.00	74.27%	

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UPPER PROVIDENCE TOWNSHIP POLICE ASSSOCIATION					24.78%
EMPIRE GROUP MARKETING, LLC	\$105,747.00	\$80,430.80	\$25,316.20	23.94%	
EMPIRE GROUP MARKETING, LLC	\$102,621.55	\$76,293.95	\$26,327.60	25.66%	
VANISHED CHILDREN'S ALLIANCE					29.33%
THE HERITAGE COMPANY, INC.	\$11,172,271.62	\$7,925,792.10	\$3,276,635.73	* 29.33%	
VENANGO AREA RIDING FOR THE HANDICAPPED ASSOC. (VARHA)					30.00%
SALVAGE DIRECT, INC.	\$190.00	\$141.50	\$57.00	30.00%	
VETERANS OF FOREIGN WARS OF THE UNITED STATES					24.73%
MDS COMMUNICATIONS CORPORATION	\$765,631.00	\$576,324.00	\$189,307.00	24.73%	
VOLUNTEERS FOR THE HOMELESS, INC.					22.00%
COMMUNITY HELPERS, INC.	\$11,325.47	\$8,833.87	\$2,491.60	22.00%	
WALK THRU THE BIBLE MINISTRIES					21.67%
MDS COMMUNICATIONS CORPORATION	\$57,719.00	\$45,209.00	\$12,510.00	21.67%	
WATER KEEPER ALLIANCE					20.41%
PUBLIC INTEREST COMMUNICATIONS, INC.	\$32,055.00	\$25,511.00	\$6,544.00	20.41%	
WDUQ RADIO					60.72%
CHARITABLE AUTO RESOURCES, INC.	\$155,400.00	\$61,040.00	\$94,360.00	60.72%	

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WELLSTONE ACTION					17.57%
SHARE GROUP, INC.	\$147,812.00	\$121,847.00	\$25,965.00	17.57%	
WEST EARL LIONS CLUB					14.48%
THEODORE PRODUCTIONS, INC.	\$7,216.00	\$6,402.60	\$1,000.00	13.86%	
THEODORE PRODUCTIONS, INC.	\$8,674.00	\$7,372.90	\$1,301.10	15.00%	
WEST HAZLETON FIRE, HOSE, HOOK AND LADDER CO #1					20.00%
THEODORE PRODUCTIONS, INC.	\$7,030.00	\$5,624.00	\$1,406.00	20.00%	
WEST PHILADELPHIA CATHOLIC HIGH SCHOOL DBA THE FRIENDS OF WEST PHILAD					44.47%
J. MILITO & ASSOCIATES, INC.	\$66,095.00	\$36,704.00	\$29,391.00	44.47%	
WESTERN PENNSYLVANIA HUMANE SOCIETY					50.10%
CENTER FOR CAR DONATIONS, LLC	\$875.00	\$455.82	\$419.18	47.91%	
SHARED PROGRESS, INC.	\$102.24	\$82.15	\$70.43	68.89%	
WHYY, INC.					37.86%
RUFFALOCODY, LLC	\$151,026.97	\$77,347.55	\$73,679.42	48.79%	
SD&A TELESERVICES, INC.	\$1,348,860.00	\$854,708.00	\$494,152.00	36.63%	
WILSON LACROSSE BOOSTERS					30.00%
SMITH-FREEMAN & ASSOCIATES	\$4,380.00	\$3,066.00	\$1,314.00	30.00%	

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WILSON WRESTLING BOOSTERS					30.00%
SMITH-FREEMAN & ASSOCIATES	\$7,775.00	\$5,442.50	\$2,332.50	30.00%	
WISHING WELL FOUNDATION USA, INC.					13.00%
CONTRACT COMMUNICATIONS, INC.	\$1,132,123.00	\$984,948.00	\$147,175.00	13.00%	
WITF, INC.					23.55%
ARIA COMMUNICATIONS CORPORATION	\$112,948.41	\$86,354.69	\$26,593.72	23.55%	
WOMAN TO WOMAN BREAST CANCER FOUNDATION					3.61%
COMMUNITY SUPPORT, INC.	\$2,162,734.34	\$2,084,674.34	\$78,060.00	3.61%	
WOMEN'S CAMPAIGN FORUM					55.38%
GORDON & SCHWENKMEYER, INC.	\$59,970.44	\$26,760.50	\$33,209.94	55.38%	
WOMEN'S CLUB OF MEADVILLE					14.55%
THEODORE PRODUCTIONS, INC.	\$19,834.00	\$17,401.20	\$2,885.80	14.55%	
WORLD WILDLIFE FUND, INC.					19.49%
COINSTAR, INC.	\$16,203.17	\$1,208.00	\$14,995.17	92.54%	
HARRIS DIRECT	\$852,950.00	\$656,452.00	\$196,498.00	23.04%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$954,596.00	\$779,566.00	\$175,030.00	18.34%	
PUBLIC INTEREST COMMUNICATIONS, INC.	\$359,837.00	\$320,817.00	\$39,020.00	10.84%	

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WQED MULTIMED	IA						49.92%
CENTER	R FOR CAR DONATIONS, LLC		\$54,695.00	\$21,114.77	\$33,580.23	61.40%	
COMNE	T MARKETING GROUP, INC.		\$98,044.00	\$61,722.80	\$36,321.20	* 37.05%	
PHONE	BANK SYSTEMS, INC.		\$334,261.00	\$161,049.90	\$173,211.10	51.82%	
WRTI							25.80%
ARIA CO	MMUNICATIONS CORPORATION		\$19,714.30	\$14,627.80	\$5,086.50	25.80%	
WXPN							53.86%
ARIA CO	MMUNICATIONS CORPORATION		\$128,356.72	\$59,220.69	\$69,136.03	53.86%	
WYOMISSING ARE	EA LITTLE LEAGUE, INC.						30.00%
SMITH-F	REEMAN & ASSOCIATES		\$14,050.00	\$9,835.00	\$4,215.00	30.00%	
YOUNG MENS CH	RISTIAN ASSOCIATION OF TITUSVILLE						51.15%
SALVAG	E DIRECT, INC.		\$2,600.00	\$1,360.00	\$1,330.00	* 51.15%	
ZOOLOGICAL SOC	CIETY OF PITTSBURGH						48.23%
COMNE	T MARKETING GROUP, INC.		\$72,821.50	\$37,697.39	\$35,124.11	48.23%	
Campaign Financ	ial Reports Received:	552	\$907,689,105.20	\$515,815,036.05	\$394,772,179.59		

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