



Washington
Secretary of State
SAM REED

Charities Program · 801 Capitol Way S · PO Box 40234 · Olympia, WA 98504-0234
Phone: 360-725-0378 · Fax: 360-664-4250 · E-mail: Charities@sos.wa.gov
www.sos.wa.gov/Charities

Y CUJ RPI VQP'UVCVG
4232'EQO O GTEKCN'HMPFTCHUGT'CEV&KW['TGRQTV'/'QXGTXIGY

Total number of Commercial Fundraisers on report: **107**
 Total Contributions: **\$1,432,453,344**
 Total Net to Charity: **\$1,098,919,922**
 Average Percentage of Contributions returned to charity clients: **77%**

TOP TEN (10) PERCENTAGES			
	Commercial Fundraiser Name	Percentage to Charity	Page on Report
1	Green Point Call Center Services, Inc.	98%	1
2	Russ Reid Company, Inc., The	97%	1
3	Precision Marketing, Inc.*	95%	1
4	Coinstar, Inc.	93%	2
5	Legacy Telemarketing Corporation	90%	2
6	Alpha Dog Marketing, Inc.	88%	2
7	Special Projects*	86%	2
8	Strategic Fundraising, Inc.	84%	3
9	Eaton Vance Distributors, Inc.	80%	3
10	Umanity, Inc.	77%	3

BOTTOM TEN (10) PERCENTAGES			
	Commercial Fundraiser Name	Percentage to Charity	Page on Report
1	Bee, L.C.	16%	24
2	Community Welfare Services, Inc.*	16%	24
3	Non-Profit Services, Inc.	16%	24
4	Preferred Community Services, Inc.	16%	24
5	Xentel, Inc.	16%	25
6	A.C. Telemarketing, Inc.*	15%	25
7	A T S NW, Inc.	14%	25
8	DialAmerica Marketing, Inc.	14%	25

BOTTOM TEN (10) PERCENTAGES			
	Commercial Fundraiser Name	Percentage to Charity	Page on Report
9	Charitable Promotions Co., Inc.	13%	26
10	MJG Entertainment, Inc.	13%	26
11	Community Support, Inc.	11%	26
12	Courtesy Call, Inc.	11%	27
13	Grassroots Campaigns, Inc.*	8%	27
14	Kars-R-Us.com	6%	27
15	Silver Marketing, Inc.*	6%	28
16	RMG USA, Inc.*	0%	28
17	Public Outreach Fundraising, LLC*	-101%	28
18	DialogueDirect, Inc.*	-122%	29

* Commercial Fundraisers who provided solicitation comments for the financial year reported.