PENNIES FOR CHARITY - 2001

In light of the events of September 11, 2001, Pennies for Charity, the Attorney General’s annual report of telemarketing campaigns in New York, has taken on new significance. Since September 11, New Yorkers and other Americans have made unprecedented contributions to charity. They have also made clear that they expect and demand that their contributions be used to benefit the people and the programs served by the charities.

The Charities Bureau of the New York State Attorney General’s office prepared this report to assist members of the public in determining how much of their contributions, solicited by telemarketers, actually supports charitable programs. It may also be used by contributors to decide which charities they wish to support. Charitable organizations may also consult this report to evaluate the performance of professional fund raisers prior to, during, or after engaging their services.

As described below, charities retained an average of 31.5% of the funds raised by telemarketers registered to solicit contributions in New York in 2000. Some of the charities received much less than that and some received nothing at all.

This critical time in the history of this nation presents an enormous challenge to all of us. Charities and the generous people who contribute to their causes have been called on to respond to new and expanding needs. We hope that this report will assist contributors and charities as they respond to the many challenges.
HOW THIS REPORT WAS PREPARED

The data in this report were obtained from financial reports filed with the Charities Bureau by professional fundraisers for telemarketing campaigns conducted on behalf of charitable organizations during 2000.¹ The filed reports are verified by both the professional fundraiser and the contracting charitable organization.² All of the charities listed in the report conducted telemarketing fundraising campaigns in New York State. The figures reported reflect the total amount of money solicited and are not limited to New Yorkers’ contributions.

The report consists of five tables. Table 1 lists the names of the charitable organizations in alphabetical order, the professional fundraisers that conducted each organization’s telemarketing campaign, the geographical location of each soliciting charity, the total amount raised in each campaign, the amount each charity retained, the amount of uncollected pledges and the percent of the total raised that each charity retained from the campaign.

Table 2 contains the same information as Table 1, with the professional fundraisers listed first, in alphabetical order. Table 3 and Table 4 contain the same information as Tables 1 and 2, arranged in descending order by the percentage of the total amount raised that was actually

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¹ Information for twenty-three telemarketing campaigns conducted during 2000 was not available on the date of publication of this report.

² Two professional fundraisers ceased operations in 2000. Therefore, the financial statements for the following campaigns were verified by only the charitable organization: (1) campaigns by Non-Profit Telemedia, Inc. conducted on behalf of Cancer Fund of America; National Association for the Terminally Ill; National S A F E Home Foundation, Inc.; Reach Our Children, Inc. and Survivors and Victims Empowered; and (2) campaigns conducted by Regency Communications, Inc. on behalf of Christian Blind Mission International; National Coalition for the Protection of Children and Families and Nora Lam Chinese Ministries International.
retained by the charitable organization with the charitable organization’s name presented first in Table 3 and the professional fundraiser’s name appearing first in Table 4. Table 5 contains the same information as presented in the other Tables, arranged according to geographical location of the charitable organizations.³

Following each table is a supplemental table that contains information for those 1999 telemarketing campaigns whose financial statements were received after the printing of last year’s Pennies for Charity. Figures reported in the supplemental tables are not included in any of the statistical analyses presented in graphic form.

A total of $188.4 million was raised as a result of the 586 telemarketing campaigns included in this report. The $188.4 million includes funds raised in New York and other states during 2000 telemarketing campaigns of charitable organizations registered to solicit contributions in New York. Pledges that have not yet been paid to a charity are not reported as part of the total amount raised, but are reported in a separate column in each table.⁴ In addition, contributions other than money are not reported in the receipts’ column of this report.

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³ The areas included in each of the eight geographical areas are described below the graph labeled Locations Of Charities Conducting 2000 Telemarketing Campaigns.

⁴ An uncollected pledge is a promised contribution that the charity has not received by the date of filing of a professional fundraiser’s financial report with the Charities Bureau. Uncollected pledges may or may not ever be received by the charity. In some telemarketing campaigns, a donor may agree to pay a specified dollar amount over a period of months or even years. Reports of such campaigns will often show a large amount in the “Uncollected Pledges” column and small amounts in the “Net To Charity” and “% To Charity” columns.
Of the $188.4 million raised in 2000 telemarketing campaigns, $59.3 million, or 31.5 percent, was retained by the charitable organizations. The remainder was paid to the fund raisers for fees and/or used to cover the costs of conducting the campaigns.\(^5\) The percent of funds that was retained by charity for the 586 telemarketing campaigns conducted during 2000 is broken down as follows:

<table>
<thead>
<tr>
<th>Percent to Charity</th>
<th>Number of Campaigns</th>
<th>Percent of Campaigns</th>
<th>Gross Amount Raised</th>
<th>Percent of Total Funds Raised</th>
<th>Net Amount Received</th>
<th>Percent of Total Net Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>90-100+%</td>
<td>2</td>
<td>.3%</td>
<td>$1,458,979.00</td>
<td>0.77%</td>
<td>$1,345,051.48</td>
<td>2.27%</td>
</tr>
<tr>
<td>80-89%</td>
<td>6</td>
<td>1.0%</td>
<td>$4,797,918.56</td>
<td>2.55%</td>
<td>$4,005,409.22</td>
<td>6.75%</td>
</tr>
<tr>
<td>70-79%</td>
<td>15</td>
<td>2.6%</td>
<td>$7,621,326.53</td>
<td>4.05%</td>
<td>$5,608,800.13</td>
<td>9.45%</td>
</tr>
<tr>
<td>60-69%</td>
<td>25</td>
<td>4.3%</td>
<td>$11,651,518.68</td>
<td>6.18%</td>
<td>$7,480,505.52</td>
<td>12.61%</td>
</tr>
<tr>
<td>50-59%</td>
<td>58</td>
<td>9.9%</td>
<td>$20,044,385.36</td>
<td>10.64%</td>
<td>$10,732,672.80</td>
<td>18.09%</td>
</tr>
<tr>
<td>40-49%</td>
<td>46</td>
<td>7.9%</td>
<td>$15,059,503.87</td>
<td>7.99%</td>
<td>$6,755,909.98</td>
<td>11.39%</td>
</tr>
<tr>
<td>30-39%</td>
<td>114</td>
<td>19.4%</td>
<td>$19,390,856.39</td>
<td>10.29%</td>
<td>$6,361,686.14</td>
<td>10.72%</td>
</tr>
<tr>
<td>20-29%</td>
<td>164</td>
<td>28.0%</td>
<td>$35,712,680.11</td>
<td>18.96%</td>
<td>$8,183,390.60</td>
<td>13.79%</td>
</tr>
<tr>
<td>10-19%</td>
<td>94</td>
<td>16.0%</td>
<td>$54,956,511.25</td>
<td>29.17%</td>
<td>$8,218,824.00</td>
<td>13.85%</td>
</tr>
<tr>
<td>Below 0-9%</td>
<td>62</td>
<td>10.6%</td>
<td>$17,699,886.80</td>
<td>9.40%</td>
<td>$648,157.70</td>
<td>1.09%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>586</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>$188,393,566.55</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>$59,340,407.57</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

Please Note -

1. For any campaign in which 100+% was received by the charity, the net to charity exceeds the gross amount raised. This may occur when the fundraising contract guarantees a minimum payment to the charity, regardless of the amount contributed and that guaranteed payment exceeds the gross amount contributed.

2. For any campaign in which Below 0% was received by the charity, the telemarketing campaign results in a loss to the charity unless sufficient uncollected pledges are eventually received by the charity. This may occur when the fundraising contract does not guarantee the charity a specific dollar amount or specific percent of the gross receipts, or when the contract does not hold the charity harmless from expenses/fees that exceed the gross amount contributed.

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\(^5\) In 1999, a total of $194.1 million was raised as a result of 581 telemarketing campaigns conducted on behalf of charitable organizations, with $55.3 million, or 28.5 percent retained by the charitable organizations.
In reviewing the data in this report, the reader should keep in mind several factors that may affect fundraising costs. Identifying new donors may be more time consuming and thus more expensive than contacting previous contributors. An organization may conduct a telemarketing campaign simply to test-market new fundraising ideas without any certainty that its campaign will prove efficient and productive. An organization may also achieve goals other than raising funds - such as public education or recruitment of volunteers - at the same time that it is conducting a fundraising campaign. Those other benefits will not be reflected in the revenue received by the charity. A newly created charity or one advocating new programs or new ideas may experience greater fundraising costs without any certainty that its campaign will prove cost effective.

The reader should also keep in mind that amounts raised in a particular telemarketing campaign may represent only a small part of a charity’s fundraising activity and, therefore, may not provide donors with a complete picture of a charity’s overall fundraising. Donors are urged to review the entire annual financial report of a charity when considering making a contribution and should not rely solely on this report when making such decisions.

For any particular registered charity, the annual report may be obtained from the organization or by contacting the Charities Bureau. In addition, Attorney General Spitzer’s web site - [www.oag.state.ny.us/charities/charities.html](http://www.oag.state.ny.us/charities/charities.html) - contains links to other sites from

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6 A copy of the 2000 financial report of a registered charity may be obtained by calling the Charities Bureau at (212) 416-8401 or writing to Eliot Spitzer, Attorney General of the State of New York, Attention Charities Bureau, 120 Broadway, 3rd Floor, New York, New York 10271.
which such reports may be accessed. Potential contributors should review those reports and
information received directly from charitable organizations before making a decision as to where
to donate their hard-earned dollars. Additionally, potential contributors should review Attorney
General Spitzer’s pamphlet, *Tips on Charitable Giving - What You Should Know*, which is
included with this report.

In addition to familiarizing themselves with this report, representatives of charitable
organizations that are contemplating engaging a telemarketer or other professional fund raiser
are urged to read Attorney Generals Spitzer’s pamphlet, *Tips For Charities Raising Funds in
New York State - Questions to Ask Before Signing A Contract With A Professional Fund Raiser*,
which is also included in this report.

*Pennies for Charity*, as well as the other pamphlets mentioned in this report are posted on
Attorney General Spitzer’s web site.
Results Of Telemarketing Campaigns In 2000
Total Raised: $188.4 Million

Amount Retained By Charity
31.5%
$59,340,410

Campaign Costs
68.5%
$129,053,200

Breakdown Of 2000 Telemarketing Campaigns By Percent Retained By Charity
**GEOGRAPHIC AREA CODE**

Based upon the address contained in documents filed with the Charities Bureau, each charitable organization listed in this report has been assigned to a particular geographic area. Following is a list of those geographic areas, the counties included in each, total gross dollars raised in the specified geographic area and the net amount received by charitable organizations located in the assigned geographic region:

<table>
<thead>
<tr>
<th>Area</th>
<th>Counties</th>
<th>Gross Amount Raised Per Geo Area</th>
<th>Net % To Charity Per Geo Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - New York City</td>
<td>Bronx, Kings, New York, Queens, Richmond, Staten Island</td>
<td>$27,789,905.09</td>
<td>54.53%</td>
</tr>
<tr>
<td>2 - Long Island</td>
<td>Nassau, Suffolk</td>
<td>$10,264,440.26</td>
<td>22.67%</td>
</tr>
<tr>
<td>3 - Lower Hudson Valley</td>
<td>Delaware, Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster, Westchester</td>
<td>$7,392,016.02</td>
<td>25.72%</td>
</tr>
<tr>
<td>4 - Capital District and Eastern Adirondacks</td>
<td>Albany, Clinton, Columbia, Essex, Franklin, Fulton, Greene, Hamilton, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Warren, Washington</td>
<td>$8,057,540.10</td>
<td>32.98%</td>
</tr>
<tr>
<td>5 - Central NY and Western Adirondacks</td>
<td>Broome, Cayuga, Chenango, Cortland, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, Otsego, St. Lawrence, Tioga, Tompkins</td>
<td>$4,642,026.09</td>
<td>24.86%</td>
</tr>
<tr>
<td>6 - Rochester and Surrounding Region</td>
<td>Chemung, Livingston, Monroe, Ontario, Schuyler, Seneca, Steuben, Wayne, Yates</td>
<td>$1,816,516.31</td>
<td>40.51%</td>
</tr>
<tr>
<td>7 - Western NY</td>
<td>Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans, Wyoming</td>
<td>$3,789,444.35</td>
<td>38.88%</td>
</tr>
<tr>
<td>8 - All Others</td>
<td>All locations outside New York State</td>
<td>$124,641,678.33</td>
<td>27.23%</td>
</tr>
</tbody>
</table>
TIPS
TIPS ON CHARITABLE GIVING - WHAT YOU SHOULD KNOW

Attorney General
Eliot Spitzer

New Yorkers give generously to charities. In fact, each year they give over $10 billion to charitable organizations. Since September 11, 2001, New Yorkers' generosity has been extraordinary. Most charities are honest in their methods of soliciting contributions. However, there are some organizations that misuse fundraising methods, victimizing well-meaning people who only want to help a good cause.

The Attorney General's office regulates the conduct of charitable organizations and protects contributors from being victimized by unscrupulous fund raisers.

Fraudulent charitable solicitations have been the subject of many legal actions by the Attorney General's office. These actions compel deceptive fund raisers to follow the law or to stop doing business in New York. The Attorney General's office also tries to restore money that good-hearted New Yorkers give in the best of faith to charities.

For example, the Attorney General's office takes action against fraudulent fund raisers who solicit funds for charitable causes but use the money to line their own pockets.

Actions by the Attorney General's office have resulted in the return of hundreds of thousands of dollars to the charitable purposes for which generous New Yorkers made contributions. Lawsuits by the Attorney General have forced illegitimate charities and their fund raisers to stop their misleading practices and money they have collected has been distributed to charities throughout the State. Legitimate charities need contributions to continue their good works. Charities that use illegal fundraising practices should be ordered to stop those practices and return money they have received.

Considering a Charitable Contribution

- Find out what the charity will do with your money -- ask for information about its programs and ask for a copy of its financial report. Find out how much of your money will be used for charitable programs.

- Be wary if the organization will not provide information about its programs and finances upon request. Honest charities will be happy to give you the information requested. In New York, they are required by law to do so within 15 days.

- Ask what proportion of money given actually goes to support the charity's program and what proportion goes to administrative costs.
Charities do have legitimate and necessary fundraising and administrative expenses, so beware of claims such as "all proceeds will go to charity." Be careful of charities with names that sound impressive or resemble those of other organizations -- some organizations use names similar to those of well known organizations in order to confuse donors.

Be wary of emotional appeals that talk about problems but do not explain how money raised will be spent or what the programs of the organization are.

**Mail Solicitations**

- Read the literature carefully to make sure it identifies the charity and tells what will be done with your money. If it does not, call or write the charity to ask for program and financial information before making a contribution.

- Some organizations send fundraising materials that look like actual bills. Others enclose very real looking copies of checks and request matching funds. Remember, you do not have to respond. Read the information carefully.

- You do not have to pay for or return merchandise mailed to you if you did not order it.

- Be careful of appeals asking you to return something such as a questionnaire or survey. Such devices may be used to divert your attention from the organization's program and how it will spend your donation.

**Solicitations on the Internet**

- Never give your credit card number or other personal information via the Internet unless you know to organization soliciting your contribution and are have assurances that the site is secure.

- As with any other solicitation - find out what will be done with your money and how much of it will reach the cause you wish to support.

**Solicitations in Person**

- Ask the solicitor for identification.
  A door-to-door solicitor should have written identification authorizing that person to solicit for the charity.

- Inquire what the charity does with the money and if your contribution is tax deductible.

- Request printed material describing the charity's program, how it uses its money, its address and phone number.

**Solicitations Over the Phone**
Don't fall for pressure tactics such as repeated phone calls or even threats. Remember you do not have to agree to donate at the time of the call or have someone pick up your contribution. You have the right to say no or to say you need more time.

Ask if the solicitor is a paid telemarketer - New York law requires that professional telemarketers identify themselves and tell that they are being paid to solicit your contribution.

Ask how much or your contribution will be used by the charity for its programs.

**Tickets and Merchandise Sales**

- Ask how much of the purchase price will go to the charity. If you are told that tickets will be given to an organization or individual, ask who will receive the tickets.

**Giving to An Association of Police or Other Law Enforcement Group**

Many people show their support of their local police by giving to police organizations. Unfortunately, con artists, taking advantage of the public's concern, make fraudulent solicitations.

When asked to give to a police organization, contact your local police or other law enforcement agency to check on the identity and the legitimacy of the group asking for the contribution. Be wary of a solicitor who uses coercive or abusive tactics or who promises that your contribution will entitle you to better police protection or special privileges. This is illegal.

**IF YOU DECIDE TO CONTRIBUTE - DO NOT PAY IN CASH**

Give your contribution by check made payable to the charity.

**Complaints**

If you wish to make a complaint about an organization that has solicited your contribution, contact the Attorney General's Charities Bureau or the Attorney General's office nearest you.

**ATTORNEY GENERAL'S OFFICES**

<table>
<thead>
<tr>
<th>Location</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Capitol</td>
<td>65 Court Street</td>
</tr>
<tr>
<td>Albany, NY 12224-0341</td>
<td>Buffalo, NY 14202-3473</td>
</tr>
<tr>
<td>120 Broadway</td>
<td>300 Motor Parkway</td>
</tr>
<tr>
<td>New York, NY 10271-0332</td>
<td>Hauppauge, NY 11788-5127</td>
</tr>
<tr>
<td>44 Hawly Street</td>
<td>211 Station Road, 6th Floor</td>
</tr>
<tr>
<td>Binghamton, NY 14202</td>
<td>Mineola, NY 11501-3702</td>
</tr>
<tr>
<td></td>
<td>163 West 125th Street</td>
</tr>
</tbody>
</table>
For More Information

New York law requires most charities soliciting contributions to register with the Attorney General and file annual financial reports. To find out if a charity is required to register and to get a copy of its financial report, call or write:

**Office of the Attorney General Charities Bureau**
120 Broadway
New York, NY 10271
(212) 416-8400

For further information about a national charity, you may write to one of the "watchdog" agencies which monitor the activities of charities.

**Philanthropic Advisory Service Council of Better Business Bureaus**
4200 Wilson Boulevard
Suite 800
Arlington, VA 22203-1804
1-800-575-GIVE
[www.bbb.org](http://www.bbb.org)

**Better Business Bureau - New York Philanthropic Advisory Service**
257 Park Avenue South
New York, NY 10010
1-212-358-2873
[www.newyork.bbb.org](http://www.newyork.bbb.org)
TIPS FOR CHARITIES
RAISING FUNDS IN
NEW YORK STATE

QUESTIONS TO ASK BEFORE SIGNING A CONTRACT WITH A
PROFESSIONAL FUNDRAISER

ELIOT SPITZER
ATTORNEY GENERAL

New York is home to thousands of charitable organizations. Many of those charities engage the services of professional fundraisers to raise funds on their behalf. Fundraisers are hired for many reasons. Some organizations do not have sufficient staff to raise funds. Others do not have the expertise necessary to conduct fundraising campaigns. Small organizations may view professional fundraising campaigns as a way to get more people involved in their causes.

Whatever your organization’s reason for hiring a fundraiser, it is important to learn as much as possible about the fundraiser's experience and record before signing a fundraising contract. Remember, the fundraiser will be representing your organization in seeking support from members of the public.

Following the tips listed below should contribute to the success of your fundraising campaigns and assist your organization in avoiding the financial loss, bad reputation and other problems that may result from hiring an inexperienced or unscrupulous fundraiser.

● **Make sure** your organization is properly registered with the Attorney General’s Charities Bureau and current in its annual financial filings.

● **Check** with the Charities Bureau to see if the fundraiser and its professional solicitors are registered and have currently filed the required contracts and financial reports.

● **Find out** from the Charities Bureau what other charities the fundraiser represents.

● **Ask** the Charities Bureau for copies of the fundraiser’s contracts with other charities to determine what the fundraiser agreed to do for those charities.

● **Ask** the Charities Bureau for copies of the fundraiser’s financial reports of fundraising campaigns conducted on behalf of other charities.
• **Ask** the fundraiser for references. A reputable fundraiser should be happy to provide a potential client with the names, addresses and telephone numbers of some of its clients.

• **Contact** charities for which the fundraiser has worked. Find out what was promised, what was done, whether there were any problems and if the charity is satisfied with the work done by the fundraiser.

• **Make sure** all contracts between your organization and a professional fundraiser are in writing as required by New York law.

• **Find out** if the funds solicited by the fundraiser will be received by the charity itself or by a bank or other fiduciary custodian instead of the fundraiser.

• **Get** the best deal for your organization
  
  ○ **Ask** at least three fundraisers to make proposals
  
  ○ **Review** all proposed contracts to see what the fundraiser will do for your organization
  
  ○ **Compare** the proposed contracts to determine which offers the best return

• New York law requires that fundraising contracts include the following provisions:
  
  ○ If funds are to be received by the fundraiser, within five days of receipt, all funds solicited by a fundraiser must be deposited in a bank account exclusively controlled by the charity.

  ○ The charity has the right to cancel the contract without cost, penalty or liability within fifteen days after the fundraiser has filed it with the Attorney General.

  ○ Clear descriptions of the services to be provided by the professional fundraiser and the financial terms of the contract.

  ○ Names, addresses and registration numbers of both parties to the contract as well as the dated signatures of the fundraiser and the charity.

• **Read** all provisions of the contract before signing it. The contract should state clearly all of its terms. If something is unclear, the contract may need revision.

• **Make Sure** that the charity’s board has read the contract and approves of its terms before signing it.

• **Follow** activities of the fundraising campaign.
Review all written solicitations and scripts used by the fundraiser -

- Make sure that solicitation material accurately describes your organization and its activities.
- Solicitation material must include the name of the organization as registered with the Attorney General.
- All solicitations on behalf of registered organizations must advise potential contributors that they may obtain a copy of the soliciting charitable organization’s financial report from the Attorney General or from the organization itself.
- Any solicitation conducted by a professional fundraiser or any of its representatives ("professional solicitors") must disclose the name of the specific professional solicitor, the name of the employing professional fundraiser and a statement that the solicitor is being paid to raise funds.

Make periodic visits to any telephone room used by telemarketers. Each person who is employed by the professional fundraiser to make calls on behalf of your organization must be separately registered with the Attorney General as a professional solicitor. Your visits will also enable your organization to learn what the public is being told about the organization.

Obtain the professional fundraiser’s copies of invoices and receipts to be sure that vendors are paid on time. If they are not, they will probably seek payment from your organization.

Make sure that your organization is given periodic accountings of the fundraising campaign and that the fundraiser is keeping records of funds received and expended during with the campaign. Remember, your organization is responsible for all funds raised in your organization’s name by a professional fundraiser.

For information concerning registration of charitable organizations contact:

Department of Law
Charities Bureau
120 Broadway
New York, NY 10271

(212) 416-8400

For information concerning registration of professional fundraisers and professional solicitors, contact:

Department of Law
Charities Bureau
The Capitol
Albany, NY

(518) 486-9797

Visit the Attorney General’s Internet Site at: www.oag.state.us.ny,charities/charities.html
TABLE 1
Charitable Organizations-
Alphabetical Order
2000 Telemarketing Campaigns
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>81st Promenade Nationale Corp La Societe Des 40 Hommes et 8 Chevaux</td>
<td>Heritage Company Inc (The)</td>
<td>8</td>
<td>$156,081.00</td>
<td>$30,414.38</td>
<td>---</td>
<td>19.49%</td>
</tr>
<tr>
<td>A O P A Air Safety Foundation Inc</td>
<td>BGS Telemarketing Inc</td>
<td>8</td>
<td>$1,016,466.00</td>
<td>$477,880.00</td>
<td>$405,896.00</td>
<td>47.01%</td>
</tr>
<tr>
<td>Adelphi University</td>
<td>Development Center Inc</td>
<td>2</td>
<td>$51,316.00</td>
<td>$25,833.00</td>
<td>---</td>
<td>50.34%</td>
</tr>
<tr>
<td>ADSA Inc</td>
<td>Nationwide Fundraisers Inc</td>
<td>8</td>
<td>$1,134,174.98</td>
<td>$92,384.26</td>
<td>$736,842.00</td>
<td>8.15%</td>
</tr>
<tr>
<td>Aeneas McDonald Police Benevolent Assn</td>
<td>Vee Concepts of New York Inc</td>
<td>6</td>
<td>$87,540.00</td>
<td>$30,639.00</td>
<td>---</td>
<td>35.00%</td>
</tr>
<tr>
<td>Albany County Deputy Sheriffs Police Benevolent Assn</td>
<td>Nodel Publishing Inc</td>
<td>4</td>
<td>$36,434.00</td>
<td>$10,930.00</td>
<td>---</td>
<td>30.00%</td>
</tr>
<tr>
<td>Albany County Sheriff's Union #775 AFSCME</td>
<td>Stage Door Music Productions Inc</td>
<td>4</td>
<td>$305,627.50</td>
<td>$67,238.05</td>
<td>---</td>
<td>22.00%</td>
</tr>
<tr>
<td>Albion Emergency Squad Inc</td>
<td>Spotlight Music Productions Inc</td>
<td>7</td>
<td>$35,576.00</td>
<td>$9,000.00</td>
<td>---</td>
<td>25.30%</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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<td>American Diabetes Assn Inc</td>
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<td>Marketing Squad Inc</td>
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<tr>
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<td>Regency Communications Inc</td>
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<td>Tan Productions Inc</td>
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<thead>
<tr>
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<th>% TO CHARITY</th>
</tr>
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<tbody>
<tr>
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<td>Tan Productions Inc</td>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>C S Hawley Chemical Co (Halfmoon Volunteer Fire Co)</td>
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<tr>
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<td>25.00%</td>
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<tr>
<td>Cancer Fund of America Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>Telesystems Marketing Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>Charitable Organization</th>
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<th>Geo. Area</th>
<th>Gross Receipts</th>
<th>Net To Charity</th>
<th>Uncollected Pledges</th>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>---------------------------------------------------</td>
<td>-----------------------------------------------------</td>
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<td>Niagara Frontier Advertising Associates Inc</td>
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<td>Campaign Headquarters Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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<td>Capital District Callers Inc</td>
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<td>GEO. AREA</td>
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<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>$5,302.00</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>$18,808.75</td>
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<td>National Promotional Services Inc</td>
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<td>Korean War Veterans Association-Adirondack Chapter</td>
<td>Royalty Services Inc</td>
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<td>$6,289.50</td>
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<td>Campaign Headquarters Inc</td>
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<td>Upstate Telemarketing Inc</td>
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<td>Suffolk Productions Inc</td>
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<td>$19,884.00</td>
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<td>Buffalo Cody &amp; Associates</td>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>% TO CHARITY</th>
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<tbody>
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<td>Narcotic Enforcement Officers Assn Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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</tr>
<tr>
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<td>Northeastern Advertising (Morgan, William J)</td>
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<tr>
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<td>TD Marketing Inc</td>
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<tr>
<td>Village of Hempstead Police Activity League</td>
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<td>Gotham Productions Inc</td>
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<tr>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAiser</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
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<tbody>
<tr>
<td>Volunteer Firemens Convention Committee of Oneida County</td>
<td>Stage Door Music Productions Inc</td>
<td>5</td>
<td>$54,556.63</td>
<td>$12,500.00</td>
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<td>Royalty Services Inc</td>
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<td>Stage Door Music Productions Inc</td>
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<td>$17,630.67</td>
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<td>Waverly Police Benevolent Assn</td>
<td>Vee Concepts of New York Inc</td>
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<td>$38,100.00</td>
<td>$12,573.00</td>
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<td>Westchester County Correction Officers Benevolent Assn</td>
<td>Spotlight Music Productions Inc</td>
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<td>$36,767.00</td>
<td>$9,192.00</td>
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<td>Westchester Legionnaire Inc</td>
<td>Weiss, Howard</td>
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<td>$51,800.00</td>
<td>$18,130.00</td>
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<td>Phone Bank Systems Inc</td>
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<td>$201,763.03</td>
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<td>MSGI Direct Inc</td>
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<td>$78,497.00</td>
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<td>Wilderness Society</td>
<td>Share Group Inc</td>
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<td>$541,065.00</td>
<td>$151,098.00</td>
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<td>27.93%</td>
</tr>
<tr>
<td>WMHT Educational Telecommunications Inc</td>
<td>Angeles Communications LLC</td>
<td>4</td>
<td>$57,024.00</td>
<td>$23,708.00</td>
<td>$29,031.00</td>
<td>41.58%</td>
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<tr>
<td>WNYC Radio</td>
<td>Aria Communications Corporation</td>
<td>1</td>
<td>$282,739.00</td>
<td>$192,794.51</td>
<td>$76,247.00</td>
<td>68.19%</td>
</tr>
<tr>
<td>WNYC Radio</td>
<td>Optima Direct Inc</td>
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<td>$260,742.00</td>
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<td>Infocision Management Corporation</td>
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<td>$628,325.57</td>
<td>$166,157.01</td>
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<td>World Wildlife Fund Inc</td>
<td>Public Interest Communications Inc</td>
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<td>$399,349.67</td>
<td>$164,413.80</td>
<td>42.41%</td>
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<tr>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>5</td>
<td>$7,240.01</td>
<td>$4,594.31</td>
<td>$2,467.99</td>
<td>63.46%</td>
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<tr>
<td>WXXI Public Broadcasting Council</td>
<td>Telecomp Inc</td>
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<td>$143,815.25</td>
<td>$96,396.25</td>
<td>$19,144.25</td>
<td>67.03%</td>
</tr>
<tr>
<td>Yonkers Police Captain’s, Lieutenant’s &amp; Sergeant’s Benevolent Assn</td>
<td>Holmac Telecommunications Inc</td>
<td>3</td>
<td>$169,340.00</td>
<td>$55,801.70</td>
<td>---</td>
<td>32.95%</td>
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**DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS**
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Youth for Understanding Inc</td>
<td>Aria Communications Corporation</td>
<td>8</td>
<td>$44,489.00</td>
<td>$21,121.01</td>
<td>$7,851.00</td>
<td>47.47%</td>
</tr>
<tr>
<td>Zero Population Growth Inc</td>
<td>Aria Communications Corporation</td>
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<td>$11,224.41</td>
<td>($6,548.84)</td>
<td>$15,830.59</td>
<td>-58.34%</td>
</tr>
<tr>
<td>Ziyara Temple A A O N M S</td>
<td>Royalty Services Inc</td>
<td>5</td>
<td>$83,726.00</td>
<td>$25,117.80</td>
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<td>30.00%</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>---</td>
<td><strong>$188,393,566.55</strong></td>
<td><strong>$59,340,407.57</strong></td>
<td><strong>$44,792,335.70</strong></td>
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TABLE 1 SUPPLEMENT
Charitable Organizations-
Alphabetical Order
1999 Telemarketing Campaigns
<table>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mountain Lake Public Telecommunications Council Inc</td>
<td>ComNet Marketing Group Inc</td>
<td>4</td>
<td>$33,851.40</td>
<td>$21,521.00</td>
<td>$12,330.00</td>
<td>63.57%</td>
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<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>Share Group Inc</td>
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<td>$751,781.00</td>
<td>$255,916.00</td>
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<tr>
<td>National Coalition for the Protection of Children &amp; Families</td>
<td>Regency Communications Inc</td>
<td>8</td>
<td>$5,446.00</td>
<td>($97.85)</td>
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<tr>
<td>Reach Our Children Inc</td>
<td>Non-Profit Telemedia Inc</td>
<td>8</td>
<td>$260,711.67</td>
<td>$26,071.17</td>
<td>$349,870.33</td>
<td>10.00%</td>
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<tr>
<td>Save the Children Federation Inc</td>
<td>Telefund Inc</td>
<td>8</td>
<td>$474,285.00</td>
<td>$253,439.99</td>
<td>$525,101.00</td>
<td>53.44%</td>
</tr>
<tr>
<td>Scarsdale Patrolmen’s Benevolent Assn</td>
<td>Holmac Telecommunications Inc</td>
<td>3</td>
<td>$143,626.00</td>
<td>$44,587.79</td>
<td>---</td>
<td>31.04%</td>
</tr>
<tr>
<td>Vermont Public Radio</td>
<td>ComNet Marketing Group Inc</td>
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<td>$53,833.00</td>
<td>$37,147.02</td>
<td>$11,358.00</td>
<td>69.00%</td>
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<tr>
<td>WNYC Radio</td>
<td>Smith Company (The)</td>
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<td>$22,059.60</td>
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<td>66.86%</td>
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<tr>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>5</td>
<td>$8,313.00</td>
<td>$5,877.02</td>
<td>$1,260.00</td>
<td>70.70%</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td></td>
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TABLE 2
Professional Fund Raisers-
Alphabetical Order
2000 Telemarketing Campaigns
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<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>A.D. Publications Inc</td>
<td>American Diabetes Assn Inc</td>
<td>8</td>
<td>$105,690.00</td>
<td>$22,764.00</td>
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<td>Adams, Hussey &amp; Associates Inc</td>
<td>Educational Broadcasting Corporation</td>
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<td>$761,578.00</td>
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<td>American Veteran’s Foundation Inc</td>
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<td>$24,779.00</td>
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<td>$30,005.00</td>
<td>20.00%</td>
</tr>
<tr>
<td>All Star Productions (Messmore, Barbara)</td>
<td>Children’s Charity Fund Inc</td>
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<td>$9,023.00</td>
<td>$1,804.60</td>
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<td>All Star Productions (Messmore, Barbara)</td>
<td>Coalition Against Breast Cancer Inc</td>
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<td>$56,005.00</td>
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<td>$30,480.00</td>
<td>25.00%</td>
</tr>
<tr>
<td>All Star Productions (Messmore, Barbara)</td>
<td>Defeat Diabetes Foundation Inc</td>
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<td>$45,517.00</td>
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<td>Fondest Wish Foundation Inc</td>
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<td>International Center for the Search &amp; Recovery of Missing Children Inc</td>
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<td>Long Island Responds</td>
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<td>Fraternal Order of New York State Troopers Inc</td>
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<td>American Veterans of World War II, Korea and Vietnam</td>
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<td>National Association of Police Athletic Leagues</td>
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<td>New York Vietnam Veterans Foundation Inc</td>
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<td>New York AMVETS Inc</td>
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<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>--------------------------</td>
<td>-------------------------------------------------------------</td>
<td>-----------</td>
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<td>-----------------</td>
<td>----------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>American Trade and Convention Publications Inc</td>
<td>Veterans Assistance Foundation Inc</td>
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<td>Multiple Sclerosis Association of America</td>
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<td>$109,297.00</td>
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<td>S A D D Inc</td>
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<tr>
<td>Angeles Communications LLC</td>
<td>Human Rights Campaign Inc</td>
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<td>$180,762.00</td>
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<td>League of Women Voters of the United States</td>
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<td>Angeles Communications LLC</td>
<td>Nature Conservancy</td>
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<td>29.83%</td>
</tr>
<tr>
<td>Angeles Communications LLC</td>
<td>WMHT Educational Telecommunications Inc</td>
<td>4</td>
<td>$57,024.00</td>
<td>$23,708.00</td>
<td>$29,031.00</td>
<td>41.58%</td>
</tr>
<tr>
<td>Aria Communications Corporation</td>
<td>Friends of the National Parks at Gettysburg Inc</td>
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<td>$57,586.16</td>
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<td>Aria Communications Corporation</td>
<td>Human Rights Campaign Inc</td>
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<td>$78,979.24</td>
<td>$34,992.13</td>
<td>39.83%</td>
</tr>
<tr>
<td>Aria Communications Corporation</td>
<td>National Center for Lesbian Rights</td>
<td>8</td>
<td>$14,160.00</td>
<td>$4,420.75</td>
<td>$6,235.00</td>
<td>31.22%</td>
</tr>
<tr>
<td>Aria Communications Corporation</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
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<th>GEO. AREA</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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**DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS**
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
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<td>Planned Parenthood Action Fund Inc</td>
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<tr>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>% TO CHARITY</th>
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<td>4</td>
<td>$13,275.00</td>
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<tr>
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<tr>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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<td>American Center for Law &amp; Justice Inc</td>
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<td>Epilepsy Foundation</td>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
<td>Integral Resources Inc</td>
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</tbody>
</table>

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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
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<td>Metropolitan Police Conference of New York State Inc</td>
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<tr>
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<td>51.96%</td>
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<td>MDS Communications Corporation</td>
<td>Mercy Corps International</td>
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<td>Mothers Against Drunk Driving</td>
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<td>33.86%</td>
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<tr>
<td>MDS Communications Corporation</td>
<td>National Right to Life Committee Inc</td>
<td>8</td>
<td>$4,296,274.00</td>
<td>$776,398.00</td>
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<td>18.07%</td>
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<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
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<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>PROFESSIONAL FUND RAISER</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<th>% TO CHARITY</th>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
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<td>% TO CHARITY</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
<th>PROFESSIONAL FUND RAISER</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
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<th>UNCOLLECTED PLEDGES</th>
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<td>PROFESSIONAL FUND RAISER</td>
<td>CHARITABLE ORGANIZATION</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
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<td>------------------------------------------------------</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
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<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
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<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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<th>PROFESSIONAL FUND RAISER</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
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<th>% TO CHARITY</th>
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<tr>
<td>Vee Concepts of New York Inc</td>
<td>Seneca Falls Police Benevolent Assn</td>
<td>6</td>
<td>$47,140.00</td>
<td>$12,727.80</td>
<td>---</td>
<td>27.00%</td>
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<tr>
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<td>Waverly Police Benevolent Assn</td>
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<td>$38,100.00</td>
<td>$12,573.00</td>
<td>---</td>
<td>33.00%</td>
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<tr>
<td>Weiss, Howard</td>
<td>Westchester Legionnaire Inc</td>
<td>3</td>
<td>$51,800.00</td>
<td>$18,130.00</td>
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<td>35.00%</td>
</tr>
<tr>
<td>Whiterock Marketing Group Inc</td>
<td>American Foundation for Disabled Children Inc</td>
<td>1</td>
<td>$9,815.00</td>
<td>$1,977.00</td>
<td>$7,838.00</td>
<td>20.14%</td>
</tr>
</tbody>
</table>

DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whiterock Marketing Group Inc</td>
<td>New York Firefighters Foundation Inc</td>
<td>8</td>
<td>$157,782.00</td>
<td>$15,777.48</td>
<td>$184,958.00</td>
<td>10.00%</td>
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<tr>
<td>Young Productions (Young-Wolff, Mary B)</td>
<td>Kiwanis Club-Glen Lake</td>
<td>4</td>
<td>$9,972.00</td>
<td>$1,533.44</td>
<td>$2,329.00</td>
<td>15.38%</td>
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<tr>
<td>Young Productions (Young-Wolff, Mary B)</td>
<td>Kiwanis Club-Glen Lake</td>
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<td>$10,837.00</td>
<td>$2,167.40</td>
<td>$3,006.00</td>
<td>20.00%</td>
</tr>
</tbody>
</table>

**TOTALS**                                   | ---                        | $188,393,566.55 | $59,340,407.57 | $44,792,335.70 | 31.50%          |
TABLE 2 SUPPLEMENT
Professional Fund Raisers-
Alphabetical Order
1999 Telemarketing Campaigns
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>Mountain Lake Public Telecommunications Council Inc</td>
<td>4</td>
<td>$33,851.40</td>
<td>$21,521.00</td>
<td>$12,330.00</td>
<td>63.57%</td>
</tr>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>Vermont Public Radio</td>
<td>8</td>
<td>$53,833.00</td>
<td>$37,147.02</td>
<td>$11,358.00</td>
<td>69.00%</td>
</tr>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>5</td>
<td>$8,313.00</td>
<td>$5,877.02</td>
<td>$1,260.00</td>
<td>70.70%</td>
</tr>
<tr>
<td>Holmac Telecommunications Inc</td>
<td>Scarsdale Patrolmen’s Benevolent Assn</td>
<td>3</td>
<td>$143,626.00</td>
<td>$44,587.99</td>
<td>---</td>
<td>31.04%</td>
</tr>
<tr>
<td>Non-Profit Telemedia Inc</td>
<td>Reach Our Children Inc</td>
<td>8</td>
<td>$260,711.67</td>
<td>$26,071.17</td>
<td>$349,870.33</td>
<td>10.00%</td>
</tr>
<tr>
<td>Regency Communications Inc</td>
<td>National Coalition for the Protection of Children &amp; Families</td>
<td>8</td>
<td>$5,446.00</td>
<td>($97.85)</td>
<td>---</td>
<td>-1.80%</td>
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<tr>
<td>Share Group Inc</td>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>8</td>
<td>$751,781.00</td>
<td>$255,916.00</td>
<td>---</td>
<td>34.04%</td>
</tr>
<tr>
<td>Smith Company (The)</td>
<td>WNYC Radio</td>
<td>1</td>
<td>$32,992.00</td>
<td>$22,059.60</td>
<td>---</td>
<td>66.86%</td>
</tr>
<tr>
<td>Telefund Inc</td>
<td>Save the Children Federation Inc</td>
<td>8</td>
<td>$474,285.00</td>
<td>$253,439.99</td>
<td>$525,101.00</td>
<td>53.44%</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td></td>
<td>$1,764,839.07</td>
<td>$666,521.74</td>
<td>$899,919.33</td>
<td>37.77%</td>
</tr>
<tr>
<td>Charitable Organizations - Net Percentage Of Revenues Retained By Charity</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
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<td></td>
<td></td>
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</tr>
<tr>
<td>2000 Telemarketing Campaigns</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>------------------------</td>
<td>--------------------------</td>
<td>----------</td>
<td>----------------</td>
<td>----------------</td>
<td>---------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>V F W of the United States-Department of New York</td>
<td>Heritage Company Inc (The)</td>
<td>4</td>
<td>$13,275.00</td>
<td>$15,500.00</td>
<td>---</td>
<td>116.76%</td>
</tr>
<tr>
<td>Christian Appalachian Project Inc</td>
<td>Public Interest Communications Inc</td>
<td>8</td>
<td>$1,445,704.00</td>
<td>$1,329,551.48</td>
<td>$116,296.00</td>
<td>91.97%</td>
</tr>
<tr>
<td>American Civil Liberties Union</td>
<td>Smith Company (The)</td>
<td>1</td>
<td>$915,981.98</td>
<td>$806,903.18</td>
<td>---</td>
<td>88.09%</td>
</tr>
<tr>
<td>Masters School</td>
<td>Lester Inc</td>
<td>3</td>
<td>$21,044.25</td>
<td>$17,869.16</td>
<td>---</td>
<td>84.91%</td>
</tr>
<tr>
<td>Hunter College Foundation Inc</td>
<td>Development Center Inc</td>
<td>1</td>
<td>$380,843.00</td>
<td>$322,597.00</td>
<td>---</td>
<td>84.71%</td>
</tr>
<tr>
<td>Buffalo Philharmonic Orchestra Society Inc</td>
<td>NPO Direct Marketing Inc</td>
<td>7</td>
<td>$766,940.00</td>
<td>$640,675.00</td>
<td>$97,659.00</td>
<td>83.54%</td>
</tr>
<tr>
<td>Barnard College</td>
<td>Lester Inc</td>
<td>1</td>
<td>$288,760.00</td>
<td>$236,714.55</td>
<td>$66,409.00</td>
<td>81.98%</td>
</tr>
<tr>
<td>Food for the Poor Inc</td>
<td>Infocision Management Corporation</td>
<td>8</td>
<td>$2,424,349.33</td>
<td>$1,980,650.33</td>
<td>---</td>
<td>81.70%</td>
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<tr>
<td>Monroe Community College Foundation Inc</td>
<td>Telecomp Inc</td>
<td>6</td>
<td>$198,934.24</td>
<td>$157,678.24</td>
<td>$13,969.00</td>
<td>79.26%</td>
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<tr>
<td>National Partnership for Women &amp; Families Inc</td>
<td>Smith Company (The)</td>
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<td>$10,010.00</td>
<td>$7,908.74</td>
<td>---</td>
<td>79.01%</td>
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<tr>
<td>Cyprus Temple of the A A O N M S of Albany New York</td>
<td>Royalty Services Inc</td>
<td>4</td>
<td>$15,841.00</td>
<td>$12,500.00</td>
<td>---</td>
<td>78.91%</td>
</tr>
<tr>
<td>New York and Presbyterian Hospital</td>
<td>IDC Ltd</td>
<td>1</td>
<td>$797,036.00</td>
<td>$623,694.00</td>
<td>$1,138,987.00</td>
<td>78.25%</td>
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<tr>
<td>Rye Country Day School</td>
<td>Lester Inc</td>
<td>3</td>
<td>$21,944.50</td>
<td>$17,120.00</td>
<td>$4,170.00</td>
<td>78.02%</td>
</tr>
<tr>
<td>Empire State Association of the Deaf Inc</td>
<td>Heritage Company Inc (The)</td>
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<td>$15,135.00</td>
<td>$11,500.00</td>
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<td>75.98%</td>
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<tr>
<td>United States Fund for UNICEF</td>
<td>Public Interest Communications Inc</td>
<td>1</td>
<td>$667,965.71</td>
<td>$503,373.45</td>
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<td>75.36%</td>
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<tr>
<td>Mercy Corps International</td>
<td>MDS Communications Corporation</td>
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<td>$273,819.00</td>
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<td>75.30%</td>
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<td>Carnegie Hall Society Inc</td>
<td>MSGI Direct Inc</td>
<td>1</td>
<td>$2,299,775.00</td>
<td>$1,705,107.00</td>
<td>---</td>
<td>74.14%</td>
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<tr>
<td>Kenmore Club Police Benevolent Assn Inc</td>
<td>Niagara Frontier Advertising Associates Inc</td>
<td>7</td>
<td>$19,906.08</td>
<td>$14,500.00</td>
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<td>72.84%</td>
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<tr>
<td>WNYC Radio</td>
<td>Optima Direct Inc</td>
<td>1</td>
<td>$364,749.00</td>
<td>$260,742.00</td>
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<td>71.49%</td>
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<tr>
<td>National Trust for Historic Preservation in the U S</td>
<td>Share Group Inc</td>
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<td>$1,392,546.00</td>
<td>$995,104.52</td>
<td>$34,496.00</td>
<td>71.46%</td>
</tr>
<tr>
<td>New York City Ballet Inc</td>
<td>MSGI Direct Inc</td>
<td>1</td>
<td>$738,526.00</td>
<td>$521,686.00</td>
<td>$32,873.00</td>
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<tr>
<td>Manhattan Theatre Club Inc</td>
<td>MSGI Direct Inc</td>
<td>1</td>
<td>$565,969.00</td>
<td>$398,908.00</td>
<td>$17,879.00</td>
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<td>Pacifica Foundation WBAI-FM Division</td>
<td>Smith Company (The)</td>
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<td>$149,330.00</td>
<td>$105,159.18</td>
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<td>70.42%</td>
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<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>-------------------------------------------------------------</td>
<td>-----------------------------------------------</td>
<td>-----------</td>
<td>-----------------</td>
<td>----------------</td>
<td>---------------------</td>
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</tr>
<tr>
<td>Lincoln Center for the Performing Arts Inc</td>
<td>Market Access Inc</td>
<td>1</td>
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<td>$367,526.00</td>
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<td>Western New York Public Broadcasting Assn</td>
<td>Phone Bank Systems Inc</td>
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<td>$201,763.03</td>
<td>$140,065.27</td>
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<td>Outreach Center Inc (Direct Advantage Marketing)</td>
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<td>MDS Communications Corporation</td>
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<td>Lester Inc</td>
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<tr>
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<td>Aria Communications Corporation</td>
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<td>National Wildlife Federation</td>
<td>Public Interest Communications Inc</td>
<td>8</td>
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<td>$259,270.86</td>
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<tr>
<td>Christian Research Institute Inc</td>
<td>MDS Communications Corporation</td>
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<td>$476,975.00</td>
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<td>Mothers Against Drunk Driving</td>
<td>Public Interest Communications Inc</td>
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<td>$361,222.75</td>
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</tr>
<tr>
<td>WXXI Public Broadcasting Council</td>
<td>Telecomp Inc</td>
<td>6</td>
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<td>$96,396.25</td>
<td>$19,144.25</td>
<td>67.03%</td>
</tr>
<tr>
<td>Allendale Columbia School</td>
<td>Lester Inc</td>
<td>6</td>
<td>$7,140.00</td>
<td>$4,776.51</td>
<td>---</td>
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<td>Comic Relief</td>
<td>Public Interest Communications Inc</td>
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<tr>
<td>Allendale Columbia School</td>
<td>Telecomp Inc</td>
<td>6</td>
<td>$95,424.86</td>
<td>$61,684.00</td>
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<td>64.64%</td>
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<tr>
<td>United States Fund for UNICEF</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$1,591,000.00</td>
<td>$1,025,882.00</td>
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<td>64.48%</td>
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<td>MDS Communications Corporation</td>
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<td>$14,264.00</td>
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</tr>
<tr>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>5</td>
<td>$7,240.01</td>
<td>$4,594.31</td>
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<td>Angeles Communications LLC</td>
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<td>$105,508.00</td>
<td>$61,944.00</td>
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<tr>
<td>Planned Parenthood Federation of America Inc</td>
<td>Facter Direct Ltd</td>
<td>1</td>
<td>$1,698,296.00</td>
<td>$1,065,382.90</td>
<td>$600,210.00</td>
<td>62.73%</td>
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<tr>
<td>Alliance Defense Fund</td>
<td>MDS Communications Corporation</td>
<td>8</td>
<td>$126,520.00</td>
<td>$79,338.00</td>
<td>$31,670.00</td>
<td>62.17%</td>
</tr>
<tr>
<td>Citymeals-on-Wheels</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$38,367.72</td>
<td>$23,964.72</td>
<td>---</td>
<td>62.46%</td>
</tr>
<tr>
<td>Philharmonic Symphony Society of New York Inc</td>
<td>MDS Communications Corporation</td>
<td>1</td>
<td>$1,051,455.00</td>
<td>$652,922.00</td>
<td>$398,533.00</td>
<td>62.10%</td>
</tr>
<tr>
<td>New York State Right to Life Committee</td>
<td>MDS Communications Corporation</td>
<td>4</td>
<td>$327,619.00</td>
<td>$202,752.00</td>
<td>$105,641.00</td>
<td>61.89%</td>
</tr>
</tbody>
</table>

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<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>Sojourners Share Group Inc</td>
<td>8</td>
<td>$62,528.75</td>
<td>$38,506.70</td>
<td>$11,749.00</td>
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</tr>
<tr>
<td>Roundabout Theatre Company Inc</td>
<td>NPO Direct Marketing Inc</td>
<td>1</td>
<td>$715,493.00</td>
<td>$435,129.00</td>
<td>$977,775.00</td>
<td>60.82%</td>
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<tr>
<td>National Right to Life Committee Inc</td>
<td>Infocision Management Corporation</td>
<td>8</td>
<td>$1,742,540.87</td>
<td>$1,056,335.58</td>
<td>---</td>
<td>60.62%</td>
</tr>
<tr>
<td>Association of Graduates of the U S Military Academy</td>
<td>IDC Ltd</td>
<td>3</td>
<td>$101,058.00</td>
<td>$60,485.52</td>
<td>$778,042.00</td>
<td>59.85%</td>
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<tr>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$2,063,532.00</td>
<td>$1,229,795.00</td>
<td>---</td>
<td>59.60%</td>
</tr>
<tr>
<td>Pratt Institute</td>
<td>Development Center Inc</td>
<td>1</td>
<td>$82,598.00</td>
<td>$49,099.00</td>
<td>$262,777.00</td>
<td>59.44%</td>
</tr>
<tr>
<td>Parents, Families and Friends of Lesbians and Gays Inc</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$32,765.00</td>
<td>$19,397.57</td>
<td>---</td>
<td>59.20%</td>
</tr>
<tr>
<td>National Parks Conservation Assn</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$354,236.00</td>
<td>$209,388.00</td>
<td>---</td>
<td>59.11%</td>
</tr>
<tr>
<td>Depew Police Benevolent Assn Inc</td>
<td>Niagara Frontier Advertising Associates Inc</td>
<td>7</td>
<td>$27,090.00</td>
<td>$16,000.00</td>
<td>---</td>
<td>59.06%</td>
</tr>
<tr>
<td>Empire State College Foundation</td>
<td>Lester Inc</td>
<td>4</td>
<td>$71,977.00</td>
<td>$42,139.23</td>
<td>---</td>
<td>58.55%</td>
</tr>
<tr>
<td>Mountain Lake Public Telecommunications Council Inc (WCFE)</td>
<td>ComNet Marketing Group Inc</td>
<td>4</td>
<td>$66,500.00</td>
<td>$38,871.00</td>
<td>$39,744.00</td>
<td>58.45%</td>
</tr>
<tr>
<td>National Environmental Policy and Law Center Inc</td>
<td>Telefund Inc</td>
<td>8</td>
<td>$117,956.00</td>
<td>$68,948.84</td>
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<td>58.45%</td>
</tr>
<tr>
<td>Life Issues Institute Inc</td>
<td>MDS Communications Corporation</td>
<td>8</td>
<td>$154,183.00</td>
<td>$89,940.00</td>
<td>$53,454.00</td>
<td>58.33%</td>
</tr>
<tr>
<td>Cheektowaga Police Captains and Lieutenants Assn Inc</td>
<td>Niagara Frontier Advertising Associates Inc</td>
<td>7</td>
<td>$30,875.00</td>
<td>$18,000.00</td>
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<td>58.30%</td>
</tr>
<tr>
<td>Natural Resources Defense Council Inc</td>
<td>Harris O’Malley Marketing Inc</td>
<td>1</td>
<td>$171,980.14</td>
<td>$100,000.00</td>
<td>---</td>
<td>58.15%</td>
</tr>
<tr>
<td>Amnesty International of the USA Inc</td>
<td>Facter Direct Ltd</td>
<td>1</td>
<td>$153,682.00</td>
<td>$89,243.46</td>
<td>$43,858.00</td>
<td>58.07%</td>
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<tr>
<td>Foundation for National Progress</td>
<td>Telefund Inc</td>
<td>8</td>
<td>$155,344.00</td>
<td>$89,329.19</td>
<td>$41,756.00</td>
<td>57.50%</td>
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<td>Environmental Defense Inc</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$317,985.00</td>
<td>$182,800.00</td>
<td>---</td>
<td>57.49%</td>
</tr>
<tr>
<td>Vermont Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>8</td>
<td>$38,297.00</td>
<td>$21,802.79</td>
<td>$13,057.00</td>
<td>56.93%</td>
</tr>
<tr>
<td>Arthritis Foundation</td>
<td>Infocision Management Corporation</td>
<td>8</td>
<td>$637,584.00</td>
<td>$359,184.00</td>
<td>---</td>
<td>56.34%</td>
</tr>
<tr>
<td>Planned Parenthood Hudson Peconic Inc</td>
<td>Share Group Inc</td>
<td>2</td>
<td>$40,755.45</td>
<td>$22,844.15</td>
<td>---</td>
<td>56.05%</td>
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<tr>
<td>Educational Broadcasting Corporation</td>
<td>Optima Direct Inc</td>
<td>1</td>
<td>$1,519,107.00</td>
<td>$847,540.00</td>
<td>---</td>
<td>55.79%</td>
</tr>
<tr>
<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>------------------------------------------------------</td>
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</tr>
<tr>
<td>Consumers Union of United States Inc</td>
<td>Lester Inc</td>
<td>3</td>
<td>$572,131.00</td>
<td>$315,859.00</td>
<td>$178,531.00</td>
<td>55.21%</td>
</tr>
<tr>
<td>Amityville Fire Department</td>
<td>Tan Productions Inc</td>
<td>2</td>
<td>$15,555.00</td>
<td>$8,555.25</td>
<td>--</td>
<td>55.00%</td>
</tr>
<tr>
<td>Amityville Patrolmen’s Benevolent Assn Inc</td>
<td>Tan Productions Inc</td>
<td>2</td>
<td>$30,685.00</td>
<td>$16,876.75</td>
<td>--</td>
<td>55.00%</td>
</tr>
<tr>
<td>Amnesty International of the USA Inc</td>
<td>Public Interest Communications Inc</td>
<td>1</td>
<td>$1,298,905.00</td>
<td>$706,167.20</td>
<td>$91,934.00</td>
<td>54.37%</td>
</tr>
<tr>
<td>United States Fund for UNICEF</td>
<td>Facter Direct Ltd</td>
<td>1</td>
<td>$478,019.00</td>
<td>$258,397.37</td>
<td>$96,817.00</td>
<td>54.06%</td>
</tr>
<tr>
<td>New York University</td>
<td>Ruffalo Cody &amp; Associates</td>
<td>1</td>
<td>$1,276,152.00</td>
<td>$688,152.00</td>
<td>--</td>
<td>53.92%</td>
</tr>
<tr>
<td>Queens College Foundation Inc</td>
<td>Development Center Inc</td>
<td>1</td>
<td>$244,015.00</td>
<td>$130,828.00</td>
<td>--</td>
<td>53.61%</td>
</tr>
<tr>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>Outreach Center Inc (Direct Advantage Marketing)</td>
<td>8</td>
<td>$108,396.00</td>
<td>$58,043.25</td>
<td>--</td>
<td>53.55%</td>
</tr>
<tr>
<td>National Museum of Women in the Arts</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$52,939.00</td>
<td>$28,131.00</td>
<td>--</td>
<td>53.14%</td>
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<tr>
<td>Food Pantries for the Capital District Inc</td>
<td>Capital District Callers Inc</td>
<td>4</td>
<td>$266,229.00</td>
<td>$141,101.37</td>
<td>--</td>
<td>53.00%</td>
</tr>
<tr>
<td>Human Rights Campaign Inc</td>
<td>Angeles Communications LLC</td>
<td>8</td>
<td>$180,762.00</td>
<td>$95,100.00</td>
<td>$37,492.00</td>
<td>52.61%</td>
</tr>
<tr>
<td>American Rivers Inc</td>
<td>Public Interest Communications Inc</td>
<td>8</td>
<td>$87,749.00</td>
<td>$45,848.85</td>
<td>--</td>
<td>52.25%</td>
</tr>
<tr>
<td>Christian Blind Mission International</td>
<td>Regency Communications Inc</td>
<td>8</td>
<td>$14,646.00</td>
<td>$7,619.75</td>
<td>--</td>
<td>52.03%</td>
</tr>
<tr>
<td>Long Island Coalition for Life Inc</td>
<td>MDS Communications Corporation</td>
<td>2</td>
<td>$27,988.00</td>
<td>$14,542.00</td>
<td>$9,467.00</td>
<td>51.96%</td>
</tr>
<tr>
<td>Rochester Philharmonic Orchestra Inc</td>
<td>Telecomp Inc</td>
<td>6</td>
<td>$103,616.50</td>
<td>$53,836.00</td>
<td>$23,659.50</td>
<td>51.96%</td>
</tr>
<tr>
<td>Whitney Museum of American Art</td>
<td>MSGI Direct Inc</td>
<td>1</td>
<td>$152,081.00</td>
<td>$78,497.00</td>
<td>$1,920.00</td>
<td>51.62%</td>
</tr>
<tr>
<td>American Center for Law &amp; Justice Inc</td>
<td>Infocision Management Corporation</td>
<td>8</td>
<td>$1,759,905.53</td>
<td>$906,361.35</td>
<td>--</td>
<td>51.50%</td>
</tr>
<tr>
<td>Marine Corps League-Capt William Dale O’Brien Detachment</td>
<td>Capital District Callers Inc</td>
<td>4</td>
<td>$21,795.00</td>
<td>$11,115.45</td>
<td>--</td>
<td>51.00%</td>
</tr>
<tr>
<td>Marine Corps League-Electric City Detachment</td>
<td>Capital District Callers Inc</td>
<td>4</td>
<td>$21,795.00</td>
<td>$11,115.45</td>
<td>--</td>
<td>51.00%</td>
</tr>
<tr>
<td>Marine Corps League-Troy Detachment</td>
<td>Capital District Callers Inc</td>
<td>4</td>
<td>$21,795.00</td>
<td>$11,115.45</td>
<td>--</td>
<td>51.00%</td>
</tr>
<tr>
<td>God’s Love We Deliver Inc</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$65,258.00</td>
<td>$33,244.37</td>
<td>--</td>
<td>50.94%</td>
</tr>
<tr>
<td>Museum of Fine Arts</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$168,474.00</td>
<td>$85,822.00</td>
<td>--</td>
<td>50.94%</td>
</tr>
<tr>
<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>-----------------------------------------------------------------</td>
<td>----------------------------------------------</td>
<td>-----------</td>
<td>----------------</td>
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<td>--------------</td>
</tr>
<tr>
<td>Solomon R Guggenheim Museum</td>
<td>Facter Direct Ltd</td>
<td>1</td>
<td>$120,137.00</td>
<td>$60,968.31</td>
<td>$115,243.00</td>
<td>50.75%</td>
</tr>
<tr>
<td>Brooklyn College Foundation Inc</td>
<td>Development Center Inc</td>
<td>1</td>
<td>$119,771.00</td>
<td>$60,643.00</td>
<td>---</td>
<td>50.63%</td>
</tr>
<tr>
<td>American Leprosy Missions Inc</td>
<td>Regency Communications Inc</td>
<td>8</td>
<td>$99,175.00</td>
<td>$50,102.25</td>
<td>---</td>
<td>50.52%</td>
</tr>
<tr>
<td>City of Tonawanda Frontier Police Club</td>
<td>Niagara Frontier Advertising Associates Inc</td>
<td>7</td>
<td>$17,832.50</td>
<td>$9,000.00</td>
<td>---</td>
<td>50.47%</td>
</tr>
<tr>
<td>Cayuga Club PBA of the Town of Lancaster Police Dept</td>
<td>Niagara Frontier Advertising Associates Inc</td>
<td>7</td>
<td>$25,780.00</td>
<td>$13,000.00</td>
<td>---</td>
<td>50.43%</td>
</tr>
<tr>
<td>Adelphi University</td>
<td>Development Center Inc</td>
<td>2</td>
<td>$51,316.00</td>
<td>$25,833.00</td>
<td>---</td>
<td>50.34%</td>
</tr>
<tr>
<td>Binghamton Police Benevolent Assn</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>5</td>
<td>$81,375.00</td>
<td>$40,687.50</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>Binghamton Police Supervisors Assn Inc</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>5</td>
<td>$42,315.00</td>
<td>$21,157.50</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>Employee’s Union Tompkins County Sheriff Dept</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>5</td>
<td>$70,837.50</td>
<td>$35,418.75</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>Fraternal Order of Police Broome County Lodge #99</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>5</td>
<td>$11,180.00</td>
<td>$5,590.00</td>
<td>---</td>
<td>50.00%</td>
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<tr>
<td>Freeport Police Benevolent Assn</td>
<td>Tan Productions Inc</td>
<td>2</td>
<td>$15,730.00</td>
<td>$7,865.00</td>
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<td>50.00%</td>
</tr>
<tr>
<td>Hunger Action Network of New York State</td>
<td>Capital District Callers Inc</td>
<td>4</td>
<td>$135,879.00</td>
<td>$67,939.50</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>Mothers Against Drunk Driving</td>
<td>Heritage Company Inc (The)</td>
<td>8</td>
<td>$4,746,529.57</td>
<td>$2,373,264.79</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>Mothers Against Drunk Driving</td>
<td>Heritage Company Inc (The)</td>
<td>8</td>
<td>$1,222,136.17</td>
<td>$611,068.09</td>
<td>---</td>
<td>50.00%</td>
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<tr>
<td>Onondaga County Deputy Sheriffs Police Assn Inc</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>5</td>
<td>$89,532.50</td>
<td>$44,766.25</td>
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<td>50.00%</td>
</tr>
<tr>
<td>Southern Tier Canine Assn Inc</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>5</td>
<td>$38,112.50</td>
<td>$19,056.25</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>Troy Police Benevolent and Protective Assn</td>
<td>Nordel Publishing Inc</td>
<td>4</td>
<td>$50,351.00</td>
<td>$25,176.00</td>
<td>---</td>
<td>50.00%</td>
</tr>
<tr>
<td>American Civil Liberties Union</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$315,223.00</td>
<td>$155,626.00</td>
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<td>49.37%</td>
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<tr>
<td>Common Cause</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$155,380.00</td>
<td>$75,380.00</td>
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<td>48.51%</td>
</tr>
<tr>
<td>Maple City Police Club</td>
<td>Unique Promotions &amp; Advertising</td>
<td>6</td>
<td>$26,474.00</td>
<td>$12,750.00</td>
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<td>48.16%</td>
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<tr>
<td>New York Cares Inc</td>
<td>Gordon &amp; Schwenkmeyer Inc</td>
<td>1</td>
<td>$232,522.25</td>
<td>$111,341.65</td>
<td>$27,482.00</td>
<td>47.88%</td>
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<tr>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>Facter Direct Ltd</td>
<td>8</td>
<td>$980,443.00</td>
<td>$468,289.44</td>
<td>$533,842.00</td>
<td>47.76%</td>
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<td>Interfaith Alliance Inc</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$197,179.00</td>
<td>$93,937.00</td>
<td>---</td>
<td>47.64%</td>
</tr>
<tr>
<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>------------------------------------------------</td>
<td>------------------------------------------</td>
<td>-----------</td>
<td>----------------</td>
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</tr>
<tr>
<td>Youth for Understanding Inc</td>
<td>Aria Communications Corporation</td>
<td>8</td>
<td>$44,489.00</td>
<td>$21,121.01</td>
<td>$7,851.00</td>
<td>47.47%</td>
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<tr>
<td>Field Museum of Natural History</td>
<td>MSGI Direct Inc</td>
<td>8</td>
<td>$246,870.00</td>
<td>$116,452.00</td>
<td>$78,216.00</td>
<td>47.17%</td>
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<tr>
<td>A O P A Air Safety Foundation Inc</td>
<td>BGS Telemarketing Inc</td>
<td>8</td>
<td>$1,016,466.00</td>
<td>$477,880.00</td>
<td>$405,896.00</td>
<td>47.01%</td>
</tr>
<tr>
<td>Educational Broadcasting Corporation</td>
<td>Adams, Hussey &amp; Associates Inc</td>
<td>1</td>
<td>$1,631,600.00</td>
<td>$761,578.00</td>
<td>---</td>
<td>46.68%</td>
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<tr>
<td>Long Island University</td>
<td>MSGI Direct Inc</td>
<td>2</td>
<td>$281,948.00</td>
<td>$131,411.00</td>
<td>---</td>
<td>46.61%</td>
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<tr>
<td>American Farmland Trust</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$89,936.00</td>
<td>$41,790.00</td>
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<td>46.47%</td>
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<tr>
<td>Human Rights Campaign Inc</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$963,742.00</td>
<td>$438,004.00</td>
<td>---</td>
<td>45.45%</td>
</tr>
<tr>
<td>New York Special Olympics Inc</td>
<td>Customer Elation Inc</td>
<td>4</td>
<td>$982,678.00</td>
<td>$445,910.00</td>
<td>$395,590.00</td>
<td>45.38%</td>
</tr>
<tr>
<td>Cicero Police Benevolent Assn Inc</td>
<td>TD Marketing Inc</td>
<td>5</td>
<td>$89,389.00</td>
<td>$40,328.05</td>
<td>---</td>
<td>45.12%</td>
</tr>
<tr>
<td>Bethlehem Police Benevolent Assn Inc</td>
<td>Nordel Publishing Inc</td>
<td>4</td>
<td>$71,503.00</td>
<td>$32,176.00</td>
<td>---</td>
<td>45.00%</td>
</tr>
<tr>
<td>Elmira Police Benevolent Assn</td>
<td>Event Marketing (Narde, James E)</td>
<td>6</td>
<td>$66,680.00</td>
<td>$30,006.00</td>
<td>$500.00</td>
<td>45.00%</td>
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<tr>
<td>Horseheads Police Benevolent Assn</td>
<td>Event Marketing (Narde, James E)</td>
<td>6</td>
<td>$40,000.00</td>
<td>$18,000.00</td>
<td>$500.00</td>
<td>45.00%</td>
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<tr>
<td>National Wildlife Federation</td>
<td>Infocision Management Corporation</td>
<td>8</td>
<td>$669,292.00</td>
<td>$301,182.00</td>
<td>---</td>
<td>45.00%</td>
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<tr>
<td>American Leprosy Missions Inc</td>
<td>Univision Marketing Group Inc</td>
<td>8</td>
<td>$19,159.00</td>
<td>$8,618.21</td>
<td>$10,104.00</td>
<td>44.98%</td>
</tr>
<tr>
<td>Natural Resources Defense Council Inc</td>
<td>Facter Direct Ltd</td>
<td>1</td>
<td>$464,186.00</td>
<td>$208,156.48</td>
<td>$135,871.00</td>
<td>44.84%</td>
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<tr>
<td>Herkimer County Deputy Sheriff’s Assn</td>
<td>Royalty Services Inc</td>
<td>5</td>
<td>$16,779.00</td>
<td>$7,500.00</td>
<td>---</td>
<td>44.70%</td>
</tr>
<tr>
<td>Public Citizen Inc</td>
<td>Public Interest Communications Inc</td>
<td>8</td>
<td>$64,713.00</td>
<td>$28,860.00</td>
<td>$35,850.84</td>
<td>44.60%</td>
</tr>
<tr>
<td>Buffalo State College Foundation Inc</td>
<td>Univision Marketing Group Inc</td>
<td>7</td>
<td>$23,484.00</td>
<td>$10,435.04</td>
<td>$18,004.00</td>
<td>44.43%</td>
</tr>
<tr>
<td>Save the Children Federation Inc</td>
<td>Telefund Inc</td>
<td>8</td>
<td>$449,835.86</td>
<td>$199,711.22</td>
<td>$1,001,345.14</td>
<td>44.40%</td>
</tr>
<tr>
<td>Brooklyn Botanic Garden Corporation</td>
<td>ComNet Marketing Group Inc</td>
<td>1</td>
<td>$11,810.00</td>
<td>$5,226.00</td>
<td>$5,584.00</td>
<td>44.25%</td>
</tr>
<tr>
<td>Children’s Defense Fund Action Council</td>
<td>Integral Resources Inc</td>
<td>8</td>
<td>$568,798.08</td>
<td>$250,233.38</td>
<td>$318,564.70</td>
<td>43.99%</td>
</tr>
<tr>
<td>WAER-FM (Syracuse University)</td>
<td>ComNet Marketing Group Inc</td>
<td>5</td>
<td>$6,408.00</td>
<td>$2,811.88</td>
<td>$4,996.12</td>
<td>43.88%</td>
</tr>
<tr>
<td>Onondaga County Volunteer Firemen’s Assn Inc</td>
<td>Upstate Telemarketing Inc</td>
<td>5</td>
<td>$56,300.00</td>
<td>$24,520.00</td>
<td>---</td>
<td>43.55%</td>
</tr>
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<td>CHARITABLE ORGANIZATION</td>
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<td>GEO. AREA</td>
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<td>Capital District Callers Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
<td>Suffolk County Deputy Sheriff’s Benevolent Assn</td>
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<td>$23,165.49</td>
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<td>Tigris Temple A A O N M S</td>
<td>Royalty Services Inc</td>
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<td>$10,000.00</td>
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<td>Defenders of Wildlife Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>Share Group Inc</td>
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<td>Share Group Inc</td>
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<td>$34,463.00</td>
<td>$11,209.00</td>
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<tr>
<td>Heritage Foundation Inc (DC)</td>
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
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<th>UNCOLLECTED PLEDGES</th>
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<td>Vee Concepts of New York Inc</td>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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<td>-------------------------------------------------------------</td>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<tr>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
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<td>Midwest Publishing-MN Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<td>Orange County Fire Police Assn</td>
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<td>Nationwide Fundraisers Inc</td>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>-------------------------</td>
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<tr>
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<td>Share Group Inc</td>
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<td>American Trade and Convention Publications Inc</td>
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<td>Tele-Data Services Inc</td>
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<td>Facter Direct Ltd</td>
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<td>Infocision Management Corporation</td>
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<td>$5,631.00</td>
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<td>Reese Brothers Inc</td>
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<td>Share Group Inc</td>
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<td>Rails-to-Trails Conservancy</td>
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<td>$0.00</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Common Cause</td>
<td>Harris O’Malley Marketing Inc</td>
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<td>Telefund Inc</td>
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<td>Defenders of Wildlife Inc</td>
<td>Harris O’Malley Marketing Inc</td>
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<td>Telefund Inc</td>
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<td>Integral Resources Inc</td>
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<tr>
<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>-------------------------------------------------------------</td>
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TABLE 3 SUPPLEMENT
Charitable Organizations - Net Percentage Of Revenues Retained By Charity
1999 Telemarketing Campaigns
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>5</td>
<td>$8,313.00</td>
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<td>Smith Company (The)</td>
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<td>$32,992.00</td>
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<td>Share Group Inc</td>
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<td>PROFESSIONAL FUND RAISER</td>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>-----------------------------------------------------------------------------------------</td>
<td>----------------------------------------------------------------------------------------</td>
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<tr>
<td>Heritage Company Inc (The)</td>
<td>V F W of the United States-Department of New York</td>
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<td>$15,500.00</td>
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<td>116.76%</td>
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<tr>
<td>Public Interest Communications Inc</td>
<td>Christian Appalachian Project Inc</td>
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<td>UNCOLLECTED PLEDGES</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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Data obtained from interim and closing statements filed by professional fund raisers.
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<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
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<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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<td>GROSS RECEIPTS</td>
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<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tr>
<td>Infocision Management Corporation</td>
<td>United Service Organizations Inc</td>
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<td>$5,631.00</td>
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</tr>
<tr>
<td>Reese Brothers Inc</td>
<td>American Cancer Society Inc</td>
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<td>$65,823.00</td>
<td>$2,826,689.00</td>
<td>3.00%</td>
</tr>
<tr>
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<td>American Health Assistance Foundation</td>
<td>8</td>
<td>$269,474.00</td>
<td>$7,631.13</td>
<td>---</td>
<td>2.83%</td>
</tr>
<tr>
<td>Public Interest Communications Inc</td>
<td>Public Citizen Inc</td>
<td>8</td>
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<td>2.75%</td>
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<tr>
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<td>1</td>
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<td>$147.00</td>
<td>$2,805.00</td>
<td>2.44%</td>
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<tr>
<td>Share Group Inc</td>
<td>Humane Society of the United States Inc</td>
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<td>1.53%</td>
</tr>
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<td>Nora Lam Chinese Ministries International</td>
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<td>$430,012.00</td>
<td>$6,179.00</td>
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<td>1.44%</td>
</tr>
<tr>
<td>Public Interest Communications Inc</td>
<td>Rails-to-Trails Conservancy</td>
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<td>$825.26</td>
<td>$38,225.00</td>
<td>0.62%</td>
</tr>
<tr>
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<td>National Easter Seal Society Inc</td>
<td>8</td>
<td>$569,579.29</td>
<td>$3,477.46</td>
<td>---</td>
<td>0.61%</td>
</tr>
</tbody>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gordon &amp; Schwenkmeyer Inc</td>
<td>National Abortion &amp; Reproductive Rights Action League</td>
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<td>$174,465.53</td>
<td>$0.00</td>
<td>$8,532.00</td>
<td>0.00%</td>
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<td>Amnesty International of the USA Inc</td>
<td>1</td>
<td>$25,717.00</td>
<td>$0.00</td>
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<td>0.00%</td>
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<tr>
<td>Harris O’Malley Marketing Inc</td>
<td>Common Cause</td>
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<td>$24,249.00</td>
<td>$0.00</td>
<td>$18,050.00</td>
<td>0.00%</td>
</tr>
<tr>
<td>Harris O’Malley Marketing Inc</td>
<td>Defenders of Wildlife Inc</td>
<td>8</td>
<td>$15,222.00</td>
<td>$0.00</td>
<td>---</td>
<td>0.00%</td>
</tr>
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<td>Harris O’Malley Marketing Inc</td>
<td>Environmental Defense Inc</td>
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<td>0.00%</td>
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<td>Harris O’Malley Marketing Inc</td>
<td>Farm Sanctuary Inc</td>
<td>6</td>
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<td>$0.00</td>
<td>$18,972.00</td>
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<td>$0.00</td>
<td>$74,750.00</td>
<td>0.00%</td>
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<td>Epilepsy Foundation</td>
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<td>$7,975.00</td>
<td>$0.00</td>
<td>---</td>
<td>0.00%</td>
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<td>International Christian Media</td>
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<td>$61,847.90</td>
<td>$0.00</td>
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<td>0.00%</td>
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<td>$34,652.05</td>
<td>$0.00</td>
<td>---</td>
<td>0.00%</td>
</tr>
<tr>
<td>Telefund Inc</td>
<td>Earthjustice Legal Defense Fund</td>
<td>8</td>
<td>$49,316.92</td>
<td>$0.00</td>
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<td>0.00%</td>
</tr>
<tr>
<td>Share Group Inc</td>
<td>American Society for the Prevention of Cruelty to Animals</td>
<td>1</td>
<td>$182,106.00</td>
<td>($15,265.00)</td>
<td>---</td>
<td>-8.38%</td>
</tr>
<tr>
<td>Faceter Direct Ltd</td>
<td>Public Citizen Inc</td>
<td>8</td>
<td>$32,165.00</td>
<td>($3,116.02)</td>
<td>$41,983.00</td>
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<td>Integral Resources Inc</td>
<td>American Council of the Blind Inc</td>
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<td>($27,589.31)</td>
<td>$93,291.10</td>
<td>-14.86%</td>
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<td>United States Fund for UNICEF</td>
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<td>($30,620.13)</td>
<td>$128,652.00</td>
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<td>International Fund for Animal Welfare Inc</td>
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<td>($3,797.00)</td>
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<td>-16.60%</td>
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<tr>
<td>MSGI Direct Inc</td>
<td>Center for Food Safety</td>
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<td>($9,100.00)</td>
<td>$19,653.00</td>
<td>-21.00%</td>
</tr>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>New York Botanical Garden</td>
<td>1</td>
<td>$8,565.00</td>
<td>($1,857.00)</td>
<td>$10,830.00</td>
<td>-21.68%</td>
</tr>
<tr>
<td>Telecomp Inc</td>
<td>George Eastman House</td>
<td>6</td>
<td>$14,298.46</td>
<td>($4,128.00)</td>
<td>$5,214.00</td>
<td>-28.87%</td>
</tr>
<tr>
<td>Telecomp Inc</td>
<td>Nazareth College</td>
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<td>$12,566.00</td>
<td>($6,169.00)</td>
<td>$5,735.00</td>
<td>-49.09%</td>
</tr>
<tr>
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<td>Baruch College Fund</td>
<td>1</td>
<td>$61,432.00</td>
<td>($35,535.00)</td>
<td>$198,044.00</td>
<td>-57.84%</td>
</tr>
<tr>
<td>Aria Communications Corporation</td>
<td>Zero Population Growth Inc</td>
<td>8</td>
<td>$11,224.41</td>
<td>($6,548.84)</td>
<td>$15,830.59</td>
<td>-58.34%</td>
</tr>
<tr>
<td>DirectLine Technologies Inc</td>
<td>New York Institute of Technology</td>
<td>2</td>
<td>$21,451.00</td>
<td>($12,549.00)</td>
<td>$23,522.00</td>
<td>-58.50%</td>
</tr>
</tbody>
</table>

DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facter Direct Ltd</td>
<td>Animal Legal Defense Fund</td>
<td>8</td>
<td>$9,542.00</td>
<td>$(6,584.14)</td>
<td>$6,097.00</td>
<td>-69.00%</td>
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<td>Aria Communications Corp</td>
<td>Planned Parenthood-New York City</td>
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<td>$8,316.00</td>
<td>$(6,256.33)</td>
<td>---</td>
<td>-75.23%</td>
</tr>
<tr>
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<td>New York Institute of Technology</td>
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<td>$23,932.00</td>
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<td>-83.85%</td>
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<tr>
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<td>Environmental Defense Inc</td>
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<td>$21,631.92</td>
<td>$(31,823.66)</td>
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<td>-147.11%</td>
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<tr>
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<td>Association of Graduates of the U S Military Academy</td>
<td>3</td>
<td>$2,775.00</td>
<td>$(28,765.00)</td>
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<td>-1036.58%</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>---</td>
<td>$188,393,566.55</td>
<td>$59,340,407.57</td>
<td>$44,792,335.70</td>
<td>31.50%</td>
</tr>
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</table>
TABLE 4 SUPPLEMENT
Professional Fund Raisers - Net Percentage Of Revenues Retained By Charity
1999 Telemarketing Campaigns
<table>
<thead>
<tr>
<th>PROFESSIONAL FUND RAISER</th>
<th>CHARITABLE ORGANIZATION</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>5</td>
<td>$8,313.00</td>
<td>$5,877.02</td>
<td>$1,260.00</td>
<td>70.70%</td>
</tr>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>Vermont Public Radio</td>
<td>8</td>
<td>$53,833.00</td>
<td>$37,147.02</td>
<td>$11,358.00</td>
<td>69.00%</td>
</tr>
<tr>
<td>Smith Company (The)</td>
<td>WNYC Radio</td>
<td>1</td>
<td>$32,992.00</td>
<td>$22,059.60</td>
<td>---</td>
<td>66.86%</td>
</tr>
<tr>
<td>ComNet Marketing Group Inc</td>
<td>Mountain Lake Public Telecommunications Council Inc</td>
<td>4</td>
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<td>$12,330.00</td>
<td>63.57%</td>
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<td>Save the Children Federation Inc</td>
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<td>$474,285.00</td>
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</tr>
<tr>
<td>Share Group Inc</td>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>8</td>
<td>$751,781.00</td>
<td>$255,916.00</td>
<td>---</td>
<td>34.04%</td>
</tr>
<tr>
<td>Holmac Telecommunications Inc</td>
<td>Scarsdale Patrolmen’s Benevolent Assn</td>
<td>3</td>
<td>$143,626.00</td>
<td>$44,587.79</td>
<td>---</td>
<td>31.04%</td>
</tr>
<tr>
<td>Non-Profit Telemedia Inc</td>
<td>Reach Our Children Inc</td>
<td>8</td>
<td>$260,711.67</td>
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<tr>
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<td>National Coalition for the Protection of Children &amp; Families</td>
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<td>($97.85)</td>
<td>---</td>
<td>-1.80%</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>---</td>
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<td>$666,521.74</td>
<td>$899,919.33</td>
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TABLE 5
Charitable Organizations-
Alphabetical Order
Within Geographic Locations
2000 Telemarketing Campaigns
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Civil Liberties Union</td>
<td>Public Interest Communications Inc</td>
<td>1</td>
<td>$154,978.83</td>
<td>$40,070.19</td>
<td>$81,189.17</td>
<td>25.86%</td>
</tr>
<tr>
<td>American Civil Liberties Union</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$315,223.00</td>
<td>$155,626.00</td>
<td>---</td>
<td>49.37%</td>
</tr>
<tr>
<td>American Civil Liberties Union</td>
<td>Smith Company (The)</td>
<td>1</td>
<td>$915,981.98</td>
<td>$806,903.18</td>
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<td>88.09%</td>
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<td>American Foundation for AIDS Research (AMFAR)</td>
<td>Share Group Inc</td>
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<td>$214,772.00</td>
<td>$90,785.00</td>
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<tr>
<td>American Foundation for Disabled Children Inc</td>
<td>All-Pro Telemarketing Associates Corp</td>
<td>1</td>
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<td>American Foundation for Disabled Children Inc</td>
<td>Gelmar Ltd</td>
<td>1</td>
<td>$4,440.00</td>
<td>$1,110.00</td>
<td>---</td>
<td>25.00%</td>
</tr>
<tr>
<td>American Foundation for Disabled Children Inc</td>
<td>National Promotional Services Inc</td>
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<td>$4,490.00</td>
<td>$898.00</td>
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<tr>
<td>American Foundation for Disabled Children Inc</td>
<td>Whiterock Marketing Group Inc</td>
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<td>$13,185.00</td>
<td>20.14%</td>
</tr>
<tr>
<td>American Society for the Prevention of Cruelty to Animals</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$182,106.00</td>
<td>($15,265.00)</td>
<td>---</td>
<td>-8.38%</td>
</tr>
<tr>
<td>Amnesty International of the USA Inc</td>
<td>Facter Direct Ltd</td>
<td>1</td>
<td>$153,682.00</td>
<td>$89,243.46</td>
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<tr>
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<tr>
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<td>0.00%</td>
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<tr>
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<td>Lester Inc</td>
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<td>$66,409.00</td>
<td>81.98%</td>
</tr>
<tr>
<td>Baruch College Fund</td>
<td>IDC Ltd</td>
<td>1</td>
<td>$61,432.00</td>
<td>($35,535.00)</td>
<td>$198,044.00</td>
<td>-57.84%</td>
</tr>
<tr>
<td>Benevolent &amp; Protective Order of Elks #841-Staten Island</td>
<td>Hill, Allan C Productions Inc</td>
<td>1</td>
<td>$14,395.00</td>
<td>$2,000.00</td>
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<td>13.89%</td>
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<tr>
<td>Benevolent &amp; Protective Order of Elks #841-Staten Island</td>
<td>Hill, Allan C Productions Inc</td>
<td>1</td>
<td>$12,563.00</td>
<td>$2,000.00</td>
<td>$5,967.00</td>
<td>15.92%</td>
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<td>ComNet Marketing Group Inc</td>
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<td>$5,325.00</td>
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<tr>
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<td>Development Center Inc</td>
<td>1</td>
<td>$119,771.00</td>
<td>$60,643.00</td>
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<td>50.63%</td>
</tr>
<tr>
<td>CHARITABLE ORGANIZATION</td>
<td>PROFESSIONAL FUND RAISER</td>
<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
</tr>
<tr>
<td>-------------------------------------------------------------</td>
<td>------------------------------------------</td>
<td>-----------</td>
<td>----------------</td>
<td>----------------</td>
<td>---------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>Cancer Care Inc &amp; the National Cancer Care Foundation</td>
<td>Gelmar Ltd</td>
<td>1</td>
<td>$112,679.00</td>
<td>$28,170.00</td>
<td>---</td>
<td>25.00%</td>
</tr>
<tr>
<td>Carnegie Hall Society Inc</td>
<td>MGEI Direct Inc</td>
<td>1</td>
<td>$2,299,775.00</td>
<td>$1,705,107.00</td>
<td>---</td>
<td>74.14%</td>
</tr>
<tr>
<td>Citymeals-on-Wheels</td>
<td>Share Group Inc</td>
<td>1</td>
<td>$38,367.72</td>
<td>$23,964.72</td>
<td>---</td>
<td>62.46%</td>
</tr>
<tr>
<td>Cooper Union for the Advancement of Science &amp; Art</td>
<td>Development Center Inc</td>
<td>1</td>
<td>$6,024.00</td>
<td>$147.00</td>
<td>$2,805.00</td>
<td>2.44%</td>
</tr>
<tr>
<td>Covenant House</td>
<td>Share Group Inc</td>
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<td>Capital District Callers Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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<td>Gordon &amp; Schwenkmeyer Inc</td>
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<td>Telefund Inc</td>
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<td>Buffalo Cody &amp; Associates</td>
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<td>Telefund Inc</td>
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<td>Lester Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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<tr>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>Lester Inc</td>
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<td>Capital District Callers Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>GEO. AREA</td>
<td>GROSS RECEIPTS</td>
<td>NET TO CHARITY</td>
<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>Marketing Squad Inc</td>
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<td>Marketing Squad Inc</td>
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Data obtained from interim and closing statements filed by professional fund raisers.
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
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<td>Campaign Headquarters Inc</td>
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<td>Stage Door Music Productions Inc</td>
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<td>$10,500.00</td>
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<td>Stage Door Music Productions Inc</td>
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<td>Marketing Squad Inc</td>
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<td>Spotlight Music Productions Inc</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<th>CHARITABLE ORGANIZATION</th>
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<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>National Promotional Services Inc</td>
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<td>$17,305.50</td>
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<td>Harris O’Malley Marketing Inc</td>
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<td>Share Group Inc</td>
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<td>$6,771.00</td>
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<tr>
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<td>MSGI Direct Inc</td>
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<td>Civic Development Group LLC</td>
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<th>% TO CHARITY</th>
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<tbody>
<tr>
<td>Food for the Hungry Inc</td>
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<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<tbody>
<tr>
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</thead>
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<tr>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>Facter Direct Ltd</td>
<td>8</td>
<td>$980,443.00</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
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<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>UNCOLLECTED PLEDGES</td>
<td>% TO CHARITY</td>
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DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS
<table>
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<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
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<td>VietNow National Headquarters</td>
<td>D T Y Marketing (Card, Charles D)</td>
<td>8</td>
<td>$5,075.00</td>
<td>$1,015.00</td>
<td></td>
<td>20.00%</td>
</tr>
<tr>
<td>VietNow National Headquarters</td>
<td>Griffin Marketing LLC</td>
<td>8</td>
<td>$98,850.00</td>
<td>$17,793.00</td>
<td>$25,000.00</td>
<td>18.00%</td>
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<tr>
<td>VietNow National Headquarters</td>
<td>Municipal Marketing (Blaine, Kim E)</td>
<td>8</td>
<td>$35,449.00</td>
<td>$7,099.80</td>
<td></td>
<td>20.03%</td>
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<tr>
<td>VietNow National Headquarters</td>
<td>Northeastern Advertising (Morgan, William J)</td>
<td>8</td>
<td>$6,380.00</td>
<td>$1,276.00</td>
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<td>20.00%</td>
</tr>
<tr>
<td>VietNow National Headquarters</td>
<td>TD Marketing Inc</td>
<td>8</td>
<td>$19,116.00</td>
<td>$3,823.20</td>
<td></td>
<td>20.00%</td>
</tr>
<tr>
<td>Voice for the Children Inc</td>
<td>Marketing Squad Inc</td>
<td>8</td>
<td>$44,400.00</td>
<td>$6,660.00</td>
<td></td>
<td>15.00%</td>
</tr>
<tr>
<td>Wilderness Society</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$541,065.00</td>
<td>$151,098.00</td>
<td></td>
<td>27.93%</td>
</tr>
<tr>
<td>World Wildlife Fund Inc</td>
<td>Infocision Management Corporation</td>
<td>8</td>
<td>$628,325.57</td>
<td>$166,157.01</td>
<td></td>
<td>26.44%</td>
</tr>
</tbody>
</table>

**DATA OBTAINED FROM INTERIM AND CLOSING STATEMENTS FILED BY PROFESSIONAL FUND RAISERS**
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>World Wildlife Fund Inc</td>
<td>Public Interest Communications Inc</td>
<td>8</td>
<td>$941,750.10</td>
<td>$399,349.67</td>
<td>$164,413.80</td>
<td>42.41%</td>
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<tr>
<td>Youth for Understanding Inc</td>
<td>Aria Communications Corporation</td>
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<td>$44,489.00</td>
<td>$21,121.01</td>
<td>$7,851.00</td>
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<tr>
<td>Zero Population Growth Inc</td>
<td>Aria Communications Corporation</td>
<td>8</td>
<td>$11,224.41</td>
<td>($6,548.84)</td>
<td>$15,830.59</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td></td>
<td><strong>$188,393,566.55</strong></td>
<td><strong>$59,340,407.57</strong></td>
<td><strong>$44,792,335.70</strong></td>
<td><strong>31.50%</strong></td>
</tr>
</tbody>
</table>
TABLE 5 SUPPLEMENT
Charitable Organizations - Alphabetical Order
Within Geographic Locations
1999 Telemarketing Campaigns
<table>
<thead>
<tr>
<th>CHARITABLE ORGANIZATION</th>
<th>PROFESSIONAL FUND RAISER</th>
<th>GEO. AREA</th>
<th>GROSS RECEIPTS</th>
<th>NET TO CHARITY</th>
<th>UNCOLLECTED PLEDGES</th>
<th>% TO CHARITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>WNYC Radio</td>
<td>Smith Company (The)</td>
<td>1</td>
<td>$32,992.00</td>
<td>$22,059.60</td>
<td>---</td>
<td>66.86%</td>
</tr>
<tr>
<td>Scarsdale Patrolmen’s Benevolent Assn</td>
<td>Holmac Telecommunications Inc</td>
<td>3</td>
<td>$143,626.00</td>
<td>$44,587.79</td>
<td>---</td>
<td>31.04%</td>
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<tr>
<td>Mountain Lake Public Telecommunications Council Inc</td>
<td>ComNet Marketing Group Inc</td>
<td>4</td>
<td>$33,851.40</td>
<td>$21,521.00</td>
<td>$12,330.00</td>
<td>63.57%</td>
</tr>
<tr>
<td>WSLU-FM Community Advisory Board North Country Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>5</td>
<td>$8,313.00</td>
<td>$5,877.02</td>
<td>$1,260.00</td>
<td>70.70%</td>
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<tr>
<td>National Abortion &amp; Reproductive Rights Action League</td>
<td>Share Group Inc</td>
<td>8</td>
<td>$751,781.00</td>
<td>$255,916.00</td>
<td>---</td>
<td>34.04%</td>
</tr>
<tr>
<td>National Coalition for the Protection of Children &amp; Families</td>
<td>Regency Communications Inc</td>
<td>8</td>
<td>$5,446.00</td>
<td>($97.85)</td>
<td>---</td>
<td>-1.80%</td>
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<tr>
<td>Reach Our Children Inc</td>
<td>Non-Profit Telemedia Inc</td>
<td>8</td>
<td>$260,711.67</td>
<td>$26,071.17</td>
<td>$349,870.33</td>
<td>10.00%</td>
</tr>
<tr>
<td>Save the Children Federation Inc</td>
<td>Telefund Inc</td>
<td>8</td>
<td>$474,285.00</td>
<td>$253,439.99</td>
<td>$525,101.00</td>
<td>53.44%</td>
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<tr>
<td>Vermont Public Radio</td>
<td>ComNet Marketing Group Inc</td>
<td>8</td>
<td>$53,833.00</td>
<td>$37,147.02</td>
<td>$11,358.00</td>
<td>69.00%</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td></td>
<td>---</td>
<td><strong>$1,764,839.07</strong></td>
<td><strong>$666,521.74</strong></td>
<td><strong>$899,919.33</strong></td>
<td><strong>37.77%</strong></td>
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