

TABLE 4

This table lists the campaigns by event type and ranks them by the percentage of donated money, as reported, that actually went to charity. The information in the activity column is as reported by the commercial fundraiser.

Note: Negative amounts in the “To Charity” column indicate the campaign raised less than the commercial fundraiser fee guaranteed in the contract between the charity and the fundraiser.

Breakdown of Campaigns by Event
Listing in Alphabetical Order by Event Type

| Event Type | Charity/Charitable Purpose | Commercial Fundraiser | Activity*** | Total Revenue | To Charity | % |
|----------------------------|--------------------------------|-----------------------|---------------------|---------------|--------------|-------|
| ACTIVITY NOT LISTED | | | | | | |
| | UNITED CANCER RESEARCH SOCIETY | KKA ENTERPRISES, INC. | ACTIVITY NOT LISTED | 3,271,742.00 | 2,326,876.00 | 71.12 |

| ACTIVITY NOT LISTED | | | | | | |
|----------------------------|-----------|------------------|-----------|----------------------------|---------|--|
| Total Revenue | 3,271,742 | Total To Charity | 2,326,876 | Average Percent To Charity | 71.12 % | |

AUCTION

| | | | | | |
|---|------------------------|---------|------------|------------|-------|
| CALIFORNIA STATE UNIVERSITY, FRESNO, ATHLETIC CORPORATION | GAVEL GROUP, INC., THE | AUCTION | 201,449.00 | 74,118.00 | 36.79 |
| CALIFORNIA STATE UNIVERSITY, FULLERTON FOUNDATION | GAVEL GROUP, INC., THE | AUCTION | 915,796.00 | 234,039.00 | 25.56 |
| CHOC FOUNDATION FOR CHILDREN | GAVEL GROUP, INC., THE | AUCTION | 272,518.19 | 61,238.00 | 22.47 |

| AUCTION | | | | | | |
|----------------|-----------|------------------|---------|----------------------------|---------|--|
| Total Revenue | 1,389,763 | Total To Charity | 369,395 | Average Percent To Charity | 26.58 % | |

BRUNCH

Note: **These reports were filed in this reporting period. The events began in 2001 and concluded in 2002.

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|-------------------|-----------------------------------|------------------------------|-------------------------|----------------------|-----------------------------------|----------------|
| | LOS ANGELES HILLEL COUNCIL | BLUE ROOM EVENTS | BRUNCH | 122,556.00 | 71,086.38 | 58.00 |
| BRUNCH | | | | | | |
| | Total Revenue | 122,556 | Total To Charity | 71,086 | Average Percent To Charity | 58.00 % |

COVENTURER

| | | | | | | |
|--|---|-----------------------------|-------------------------|------------|------------|--------|
| | SUSAN G. KOMEN BREAST CANCER FOUNDATION, THE | BUILD-A-BEAR WORKSHOP, INC. | SALE OF STUFFED ANIMALS | 25,318.00 | 25,318.00 | 100.00 |
| | HUMANE SOCIETY OF THE UNITED STATES, THE | BUILD-A-BEAR WORKSHOP, INC. | SALE OF STUFFED ANIMALS | 234,363.00 | 234,363.00 | 100.00 |
| | CON AGRA FOODS FEEDING CHILDREN BETTER FOUNDATION | QUIZNOS MASTER, LLC | HOLIDAY PROMOTION | 57,121.24 | 57,121.24 | 100.00 |
| | WORLD WILDLIFE FUND, INC. | BUILD-A-BEAR WORKSHOP, INC. | SALE OF STUFFED ANIMALS | 205,182.00 | 205,182.00 | 100.00 |
| | FIRST BOOK | BUILD-A-BEAR WORKSHOP, INC. | SALE OF STUFFED ANIMALS | 54,319.00 | 54,319.00 | 100.00 |

| COVENTURER | | | | | | |
|-------------------|----------------------|----------------|-------------------------|----------------|-----------------------------------|-----------------|
| | Total Revenue | 576,303 | Total To Charity | 576,303 | Average Percent To Charity | 100.00 % |

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| LUNCHEON | | | | | | |
| | SOUTHERN CALIFORNIA LEADERSHIP NETWORK | CHARLOTTE DOBBS & CO. | ANNUAL AWARDS LUNCHEON | 192,700.00 | 107,353.00 | 55.71 |
| LUNCHEON | | | | | | |
| | Total Revenue | 192,700 | Total To Charity | 107,353 | Average Percent To Charity | 55.71 % |
| DINNER | | | | | | |
| | AL-ARGAM ISLAMIC SCHOOL | NORTH AMERICAN PROFESSIONAL SERVICE, INC. | FUNDRAISING DINNER SPEECH | 65,000.00 | 63,710.60 | 98.02 |
| | M.S.C.C. | NORTH AMERICAN PROFESSIONAL SERVICE, INC. | FUNDRAISING DINNER SPEECH | 145,750.00 | 137,850.00 | 94.58 |
| | ISLAMIC RELIEF | NORTH AMERICAN PROFESSIONAL SERVICE, INC. | FUNDRAISING DINNER | 157,716.00 | 144,445.76 | 91.59 |
| | CEDARS-SINAI RESEARCH FOR WOMEN'S CANCER | EVENTS UNLIMITED, INC. | DINNER | 1,714,442.33 | 1,471,629.74 | 85.84 |
| | SABERA FOUNDATION | EVENTS UNLIMITED, INC. | DINNER | 1,715,477.60 | 1,378,989.81 | 80.39 |

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|-------------------|--------------------------------------|------------------------------|--------------------|----------------------|-------------------|----------|
| | ALTERNATIVE LIVING FOR THE AGING | EVENTS UNLIMITED, INC. | DINNER | 91,975.00 | 70,993.58 | 77.19 |
| | BRANDEIS-BARDIN INSTITUTE, THE | EVENTS UNLIMITED, INC. | DINNER | 488,857.47 | 372,322.58 | 76.16 |
| | ALZHEIMER'S ASSOCIATION | EVENTS UNLIMITED, INC. | DINNER | 974,048.00 | 732,477.21 | 75.20 |
| | ST. JUDE CHILDREN'S HOSPITAL | EVENTS UNLIMITED, INC. | DINNER | 906,637.39 | 652,664.84 | 71.99 |
| | LIBERTY HILL FOUNDATION | BLUE ROOM EVENTS | DINNER | 344,074.96 | 217,580.72 | 63.24 |
| | AVIVA FAMILY AND CHILDREN'S SERVICES | EVENTS UNLIMITED, INC. | DINNER | 288,610.00 | 181,193.49 | 62.78 |
| | ALTERNATIVE LIVING FOR THE AGING | EVENTS UNLIMITED, INC. | DINNER | 201,560.00 | 122,755.56 | 60.90 |
| | AMERICAN IRELAND FUND | BLUE ROOM EVENTS | FUNDRAISING DINNER | 409,150.00 | 246,159.00 | 60.16 |
| | SUPPORT OUR AGING RELIGIOUS, INC. | PATRICIA E. HEIRS | DINNER | 232,565.00 | 133,837.16 | 57.55 |

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|-------------------|---|------------------------------|--|----------------------|-----------------------------------|----------------|
| | LOS ANGELES COMISSION ON ASSAULTS AGAINST WOMEN | BLUE ROOM EVENTS | DINNER | 140,282.00 | 70,199.79 | 50.04 |
| | RAGS FOR RICHES | EVENTS UNLIMITED, INC. | DINNER | 821,192.39 | 404,223.91 | 49.22 |
| | STYLE FOR SMILES | EVENTS UNLIMITED, INC. | DINNER | 139,861.45 | 65,659.92 | 46.95 |
| | PASADENA POLICE ACTIVITIES LEAGUE | CHARLOTTE DOBBS & CO. | FIRST ANNUAL AWARDS DINNER | 57,015.00 | 22,544.00 | 39.54 |
| | NAACP LEGAL DEFENSE & EDUCATIONAL FUND, INC. | CHARLOTTE DOBBS & CO. | HANK AARON HUMANITARIAN IN SPORTS AWARD DINNER | 232,600.00 | 88,890.23 | 38.22 |
| | | DINNER | | | | |
| | Total Revenue | 9,126,815 | Total To Charity | 6,578,128 | Average Percent To Charity | 72.07 % |

DIRECT MAIL

| | | | | | | |
|--|--|------------------------------|--------------------|------------|-----------|-------|
| | EARTH ISLAND INSTITUTE | PUBLIC MEDIA CENTER | MEMBERSHIP RENEWAL | 55,433.00 | 23,440.65 | 42.29 |
| | SAN JOSE POLICE OFFICERS ASSOCIATION-CHARITABLE FOUNDATION | NEW EQUITY PRODUCTIONS, INC. | DIRECT MAIL | 152,038.70 | 54,532.06 | 35.87 |

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|----------------------|---|----------------------------|-------------------------------|---------------|-----------------------------------|----------------|
| DIRECT MAIL | | | | | | |
| | Total Revenue | 207,472 | Total To Charity | 77,973 | Average Percent To Charity | 37.58 % |
| ENTERTAINMENT | | | | | | |
| | MOTION PICTURE & TELEVISION FUND FOUNDATION | LEVY, PAZANTI & ASSOCIATES | CHICAGO, BENEFIT PREMIERE | 385,075.00 | 364,311.00 | 94.61 |
| | UNITED FRIENDS OF THE CHILDREN | LEVY, PAZANTI & ASSOCIATES | MOVIE PREMIERE | 178,875.00 | 166,141.27 | 92.88 |
| | STOP CANCER | EVENTS UNLIMITED, INC. | MOVIE PREMIERE | 291,925.00 | 239,551.72 | 82.06 |
| | LEGAL AID FOUNDATION OF LOS ANGELES | LEVY, PAZANTI & ASSOCIATES | 2002 ACCESS TO JUSTICE DINNER | 446,486.00 | 325,169.98 | 72.83 |
| | BOYS & GIRLS CLUBS OF AMERICA | LEVY, PAZANTI & ASSOCIATES | FUNDRAISING DINNER | 523,881.00 | 366,075.00 | 69.88 |
| | CHILDREN AFFECTED BY AIDS FOUNDATION | LEVY, PAZANTI & ASSOCIATES | DREAM HALLOWEEN | 832,570.00 | 568,819.00 | 68.32 |
| | HUMAN RIGHTS CAMPAIGN, INC. | LEVY, PAZANTI & ASSOCIATES | FUNDRAISING DINNER | 428,791.30 | 274,531.80 | 64.02 |

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| | HOMELESS HEALTH CARE LOS ANGELES | BLUE ROOM EVENTS | MAPLE DRIVE | 43,287.00 | 26,440.00 | 61.08 |
| | CAMPANILE FOUNDATION, THE | ALARUS AGENCY, INC., THE | CED GALA | 178,015.00 | 100,065.00 | 56.21 |
| | LOS ANGELES POLICE CANINE ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL CANINE DEMONSTRATION | 116,459.00 | 65,000.00 | 55.81 |
| | ADOPT-A-MINEFIELD | LEVY, PAZANTI & ASSOCIATES | BENEFIT GALA | 656,550.00 | 350,550.00 | 53.39 |
| | FRIENDS OF THE FAMILY | PLAN A | SCREENING | 23,525.00 | 12,408.13 | 52.74 |
| | HOMELESS HEALTH CARE LOS ANGELES | BLUE ROOM EVENTS | VIP PREVIEW NIGHT - LA AUTO SHOW | 224,344.00 | 100,322.53 | 44.72 |
| | SANTA ANA POLICE OFFICERS ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL VARIETY SHOW | 150,040.50 | 55,000.00 | 36.66 |
| | CULVER CITY POLICE OFFICERS ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL DANCE | 109,464.00 | 34,000.00 | 31.06 |
| | MATERNAL & CHILD HEALTH ACCESS | PLAN A | RECEPTION | 11,625.00 | 3,577.00 | 30.77 |

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| | GARDEN GROVE FIRE FIGHTERS | J & J PRODUCTIONS, INC. | ANNUAL VARIETY SHOW | 92,033.00 | 26,000.00 | 28.25 |
| | SANTA MONICA FIRE FIGHTERS ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL DANCE | 162,850.00 | 43,000.00 | 26.40 |
| | ANAHEIM POLICE ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL VARIETY SHOW | 171,378.06 | 45,000.00 | 26.26 |
| | PASADENA POLICE OFFICERS ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL VARIETY SHOW | 176,862.00 | 45,000.00 | 25.44 |
| | CORRECTIONAL PEACE OFFICERS FOUNDATION | ROMAN PROMOTIONS, INC. | MAGIC VARIETY SHOW | 62,453.00 | 15,613.25 | 25.00 |
| | CORRECTIONAL PEACE OFFICERS FOUNDATION | ROMAN PROMOTIONS, INC. | HOLIDAY VARIETY SHOW | 54,725.00 | 13,681.25 | 25.00 |
| | CULVER CITY FIRE FIGHTERS | J & J PRODUCTIONS, INC. | ANNUAL DANCE | 95,793.00 | 22,000.00 | 22.97 |
| | OAKLAND POLICE OFFICERS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 412,066.00 | 90,895.84 | 22.06 |
| | SAN FRANCISCO POLICE OFFICERS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 431,837.00 | 90,459.25 | 20.95 |

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|-------------------|---|------------------------------|---|----------------------|-------------------|----------|
| | ALAMEDA COUNTY DEPUTY SHERIFFS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 424,207.00 | 88,551.75 | 20.87 |
| | SANTA CLARA COUNTY PEACE OFFICERS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 410,681.00 | 85,170.25 | 20.74 |
| | TUSTIN POLICE ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL VARIETY SHOW | 112,444.79 | 23,000.00 | 20.45 |
| | HUMBOLDT DEPUTY SHERIFFS ORGANIZATION | GOLD COAST PRODUCTIONS | "STAYIN' ALIVE" TRIBUTE TO THE BEEGEES | 58,625.75 | 11,727.15 | 20.00 |
| | EUREKA POLICE OFFICERS ASSOCIATION | GOLD COAST PRODUCTIONS | "A CELTIC CONCERT ON ST. PATRICK'S EVE" | 31,930.85 | 6,386.17 | 20.00 |
| | SAN MATEO POLICE OFFICERS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 310,271.00 | 62,054.20 | 20.00 |
| | HUMBOLDT COUNTY FIRE/ARSON TASK FORCE | GOLD COAST PRODUCTIONS | THE BILL HILLY BAND "AN ACOUSTIC EXPLOSION" | 55,647.50 | 11,129.50 | 20.00 |
| | HUMBOLDT COUNTY FIRE PREVENTION OFFICERS | GOLD COAST PRODUCTIONS | "CELEBRATE VALENTINE'S WITH LULU LA FEVER" | 5,600.00 | 1,120.00 | 20.00 |
| | SANTA CRUZ POLICE OFFICERS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 119,026.00 | 23,805.20 | 20.00 |

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|-------------------|--|------------------------------|---------------------|----------------------|-------------------|----------|
| | BAKERSFIELD POLICE OFFICERS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 242,523.00 | 48,504.60 | 20.00 |
| | BAKERSFIELD FIREMEN'S RELIEF ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 181,659.00 | 36,331.80 | 20.00 |
| | SAN JOSE FIREFIGHTERS BURN FOUNDATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 309,168.00 | 61,833.60 | 20.00 |
| | FRESNO COUNTY FIREFIGHTERS LOCAL 1180 | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 142,864.00 | 28,572.80 | 20.00 |
| | FRESNO DEPUTY SHERIFFS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 151,822.00 | 30,364.40 | 20.00 |
| | SAN MATEO COUNTY DEPUTY SHERIFFS ASSOCIATION | TBS PRODUCTIONS | FAMILY VARIETY SHOW | 409,847.00 | 81,969.40 | 20.00 |
| | REDDING PEACE OFFICERS ASSOCIATION | M.S.A. ENT. | CHINESE ACROBATS | 50,041.00 | 10,008.00 | 20.00 |
| | SECRET WITNESS OF SHASTA COUNTY | GOLD COAST PRODUCTIONS | "STAYIN' ALIVE" | 32,831.00 | 6,566.00 | 20.00 |
| | SECRET WITNESS OF SHASTA COUNTY | M.S.A. ENT. | "STAYIN' ALIVE" | 32,831.00 | 6,566.00 | 20.00 |

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|-------------------|--|------------------------------|-------------------------------------|----------------------|-------------------|----------|
| | SHASTA COUNTY DEPUTY SHERIFFS ASSOCIATION | M.S.A. ENT. | "A CELTIC CHRISTMAS" | 50,047.00 | 10,009.00 | 20.00 |
| | REDDING PEACE OFFICERS ASSOCIATION | GOLD COAST PRODUCTIONS | CHINESE ACROBATS | 50,541.00 | 10,008.00 | 19.80 |
| | SHASTA COUNTY DEPUTY SHERIFFS ASSOCIATION | GOLD COAST PRODUCTIONS | "A CELTIC CHRISTMAS" | 50,547.00 | 10,009.00 | 19.80 |
| | HUMBOLDT COUNTY SHERIFFS POSSE SEARCH AND RESCUE | GOLD COAST PRODUCTIONS | "A CELTIC CHRISTMAS W/MEN OF WORTH" | 104,645.10 | 20,376.02 | 19.47 |
| | HUMBOLDT COUNTY PEACE OFFICERS ASSOCIATION | GOLD COAST PRODUCTIONS | CHINESE GOLDEN DRAGON ACROBATS | 79,439.75 | 15,377.95 | 19.36 |
| | ORANGE COUNTY FIRE SERVICES ASSOCIATION, INC. | SOUTH WEST PRODUCTIONS, INC. | BENEFIT SHOW | 502,573.00 | 84,742.00 | 16.86 |
| | ORANGE FIREFIGHTERS ASSOCIATION | J & J PRODUCTIONS, INC. | ANNUAL VARIETY SHOW | 153,256.00 | 25,000.00 | 16.31 |
| | SAN BENITO COUNTY SHERIFFS ASSOCIATION | BACK STAGE MUSIC PRODUCTIONS | BENEFIT CONCERT | 64,586.00 | 10,200.00 | 15.79 |
| | CORRECTIONAL PEACE OFFICERS FOUNDATION | TBS PRODUCTIONS | BENEFIT MAGIC SHOW | 288,480.00 | 43,272.00 | 15.00 |

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| | HUMANE SOCIETY OF IMPERIAL COUNTY | MIDWEST ENTERTAINMENT | FUNDRAISING FAMILY SHOW | 26,308.00 | 3,196.20 | 12.15 |
| | SONOMA VALLEY ARTS ALLIANCE | SUMMERS MCCANN, INC. | FOOD, WINE & ART FESTIVAL | 394,922.00 | 45,016.00 | 11.40 |
| | HARTFORD STAGE COMPANY, INC. | BLUE ROOM EVENTS | THEATRICAL EVENT | 78,544.43 | 242.81 | 0.31 |
| | YOUTH, IMPROVING NON-PROFITS FOR CHILDREN | ORR ASSOCIATES, INC. | GALA, EVENTS | 54,900.00 | -35,680.00 | 0.00 |

ENTERTAINMENT

| | | | | | |
|----------------------|-------------------|-------------------------|------------------|-----------------------------------|----------------|
| Total Revenue | 11,241,719 | Total To Charity | 4,309,042 | Average Percent To Charity | 38.33 % |
|----------------------|-------------------|-------------------------|------------------|-----------------------------------|----------------|

FUNDRAISING

| | | | | | | |
|--|----------------------------------|---|---------------------|------------|------------|-------|
| | WEST COAST ISLAMIC SOCIETY, INC. | NORTH AMERICAN PROFESSIONAL SERVICE, INC. | CALIFORNIA CAMPAIGN | 18,230.00 | 18,171.00 | 99.68 |
| | MARCH OF DIMES | ADVANCED BUSINESS TECHNOLOGIES, INC. | JAIL & BAIL EVENT | 470,005.00 | 388,782.00 | 82.72 |
| | CHILDREN'S ACTION NETWORK | LEVY, PAZANTI & ASSOCIATES | FUNDRAISING | 183,673.00 | 135,822.00 | 73.95 |

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| | SAN FRANCISCO BALLET | DIAMOND-TEL, INC. | FUNDRAISING | 618,021.34 | 453,350.49 | 73.36 |
| | NATIONAL RIGHT TO LIFE COMMITTEE, INC. | TREASURE STATE DEVELOPMENT CORPORATION | FUNDRAISING | 210,835.37 | 141,259.70 | 67.00 |
| | CALIFORNIA PROLIFE COUNCIL, INC. | TREASURE STATE DEVELOPMENT CORPORATION | FUNDRAISING | 183,668.90 | 119,384.78 | 65.00 |
| | KEHILLA JEWISH HIGH SCHOOL | LAURA TALMUS ASSOCIATES, INC. | PLEDGE DRIVE | 69,402.00 | 41,320.00 | 59.54 |
| | CRLA, INC. | RAINY DAY VENTURES | FUNDRAISING | 226,282.00 | 104,547.26 | 46.20 |
| | LA JOLLA CHAMBER MUSIC SOCIETY | COMNET MARKETING GROUP, INC. | ANNUAL GIFT FROM MEMBERS | 6,310.00 | 2,685.98 | 42.57 |
| | NATIONAL MISSING CHILDREN'S LOCATE CENTER | BRUCE KUHN | DOOR TO DOOR FUNDRAISING (COUPON BOOK SALES) | 157,795.00 | 61,958.00 | 39.26 |
| | AMERICAN COMMITTEE FOR THE TEL AVIV FOUNDATION, INC., THE | JEANNIE GERZON | SOLICITATION | 144,193.00 | 39,541.00 | 27.42 |
| | CDF FIREFIGHTERS RIVERSIDE CHAPTER | THOMAS & KOBLER, INC. | BOWLING TOURNAMENT | 459,860.00 | 99,879.00 | 21.72 |

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| | LINDSAY WILDLIFE MUSEUM | COMNET MARKETING GROUP, INC. | RENEW LAPSED MEMBERSHIPS | 18,021.00 | 3,910.00 | 21.70 |
| | DEBBIE CHISHOLM MEMORIAL FOUNDATION | THOMAS & KOBLER, INC. | GENERAL FUNDRAISER | 668,465.00 | 135,865.00 | 20.32 |
| | SACRAMENTO AREA FIRE FIGHTERS-LOCAL 522 | G & M PUBLIC RELATIONS, INC | PUBLICATION | 105,956.10 | 21,191.30 | 20.00 |
| | LONG BEACH POLICE OFFICERS ASSOC. | G & M PUBLIC RELATIONS, INC | PUBLICATION | 308,271.00 | 61,654.20 | 20.00 |
| | SAN BERNARDINO CITY PROFESSIONAL FIREFIGHTERS | THOMAS & KOBLER, INC. | BOWLING TOURNAMENT | 101,841.00 | 19,795.00 | 19.44 |
| | SACRAMENTO COUNTY DEPUTY SHERIFFS ASSOC. | G & M PUBLIC RELATIONS, INC | PUBLICATION | 281,027.50 | 49,430.32 | 17.59 |
| | SADDLEBACK COMMUNITY OUTREACH | SUSAN PHELPS | FUNDRAISING | 12,380.00 | 1,857.00 | 15.00 |
| | CALIFORNIA RESERVE PEACE OFFICERS ASSOCIATION | COMMUNITY SAFETY, LLC | SPONSORSHIP PROGRAM | 14,938.00 | 2,240.70 | 15.00 |
| | UNITED CANCER FRONT | HONEYCUTT GROUP, INC. | CONSULTANT | 279,122.38 | 37,285.74 | 13.36 |

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| | RESERVE POLICE OFFICERS ASSOCIATION | PROFESSIONAL FUND-RAISERS, INC. | FUNDRAISING | 55,494.00 | 5,549.00 | 10.00 |
| | V.E.T.S./VICTORY ENSURED THRU SERVICE | ZAGAR AND ASSOCIATES | FUNDRAISING | 365,604.36 | 33,930.85 | 9.28 |
| | EMANUEL OUTREACH TEMPLE, INC. | CHARITABLE SERVICES, INC. | FUNDRAISING | 474,058.83 | 42,312.43 | 8.93 |
| | COUNCIL FOR A LIVABLE WORLD | LAURA TALMUS ASSOCIATES, INC. | FUNDRAISING | 1,820.00 | -23,328.46 | 0.00 |

FUNDRAISING

| | | | | | |
|----------------------|------------------|-------------------------|------------------|-----------------------------------|----------------|
| Total Revenue | 5,435,275 | Total To Charity | 1,998,394 | Average Percent To Charity | 36.77 % |
|----------------------|------------------|-------------------------|------------------|-----------------------------------|----------------|

MULTIPLE EVENTS

| | | | | | |
|-------------------------------|---|--------------------------------------|--------------|--------------|-------|
| TOURETTE SYNDROME ASSOCIATION | PLAN A | FUNDRAISING, AWARDS DINNER | 1,135,861.00 | 1,011,528.35 | 89.05 |
| PKD FOUNDATION | ADVANTAGE FUND-RAISING CONSULTING, INC. | MAIL FOLLOWED BY PHONE CALLS | 938,112.82 | 742,758.17 | 79.18 |
| CHILDREN'S DEFENSE FUND | PLAN A | FUNDRAISING & STUDENTS AWARDS DINNER | 373,825.00 | 295,063.33 | 78.93 |

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Table 4

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Breakdown of Campaigns by Event
Listing in Alphabetical Order by Event Type

| Event Type | Charity/Charitable Purpose | Commercial Fundraiser | Activity*** | Total Revenue | To Charity | % |
|-------------------|--|-------------------------------|---|----------------------|-------------------|----------|
| | CALIFORNIA WOMEN'S LAW CENTER | PLAN A | FUNDRAISING EVENT WITH FOOD TASTING & COMEDY SHOW | 188,057.00 | 144,732.00 | 76.96 |
| | PACIFIC LEGAL FOUNDATION | BLV AGRIBUSINESS CONSULTANT | EVENTS, MEETINGS | 227,108.46 | 170,637.45 | 75.13 |
| | BOYS & GIRLS CLUB OF SAN PEDRO | KNOCK OUT PRODUCTIONS | ANNUAL DINNER & AUCTION | 176,870.00 | 122,687.96 | 69.37 |
| | MAPLE COUNSELING CENTER, THE | KNOCK OUT PRODUCTIONS | AUCTION AT ANNUAL DINNER DANCE | 40,955.00 | 27,481.00 | 67.10 |
| | MARY MAGDALENE PROJECT | KNOCK OUT PRODUCTIONS | DINNER / AUCTION | 91,433.00 | 59,501.00 | 65.08 |
| | PACIFIC COAST AIR MUSEUM | ROGER J. OLSON | MARKETING/SPONSORSHIP SOLICITATION | 53,095.00 | 31,245.00 | 58.85 |
| | FRIENDS OF THE FAMILY | PLAN A | FUNDRAISING RECEPTION, SILENT AUCTION | 331,824.00 | 195,001.00 | 58.77 |
| | DOWNE SYNDROME FOUNDATION OF ORANGE COUNTY | KNOCK OUT PRODUCTIONS | DINNER / AUCTION | 81,000.00 | 47,500.00 | 58.64 |
| | CSU HAYWARD | DIRECTLINE TECHNOLOGIES, INC. | TELEMARKETING CAMPAIGN | 190,362.00 | 111,612.00 | 58.63 |

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|-------------------|--|------------------------------|---|----------------------|-------------------|----------|
| | NATIONAL COALITION FOR THE HOMELESS | GORDON & SCHWENKMEYER, INC. | TELEMARKETING/FUNDRAISING | 122,777.77 | 53,699.65 | 43.74 |
| | COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE, INC. | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 4,040.00 | 1,472.58 | 36.45 |
| | NATIONAL CHILDREN'S CANCER SOCIETY, INC., THE | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 310,338.75 | 98,042.90 | 31.59 |
| ** | 15TH DISTRICT CONVENTION CORPORATION | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 55,672.00 | 15,314.55 | 27.51 |
| | VANISHED CHILDREN'S ALLIANCE | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 193,481.66 | 52,311.77 | 27.04 |
| | VETERANS OF FOREIGN WARS, DEPARTMENT OF CALIFORNIA | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 49,913.00 | 9,982.60 | 20.00 |
| | AMERICAN ASSOCIATION OF THE DEAF-BLIND | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 221,577.82 | 37,342.48 | 16.85 |
| | CALIFORNIA COUNCIL OF THE BLIND INLAND VALLEY AREAS | R.E.W. ASSOCIATES | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 192,832.00 | 32,288.73 | 16.74 |
| | INLAND VALLEY OF SAN BERNARDINO & RIVERSIDE COUNTY FOSTER PARENT ASSOCIATION | R.E.W. ASSOCIATES | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 178,669.00 | 29,338.48 | 16.42 |

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|--|-----------------------------------|------------------------------|---|----------------------|-------------------|----------|
| WE-TIP, INC. | | R.E.W. ASSOCIATES | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 158,524.00 | 25,476.55 | 16.07 |
| ARC RIVERSIDE | | R.E.W. ASSOCIATES | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 147,915.00 | 23,395.50 | 15.82 |
| ISIS SHRINE TEMPLE #102, A.E.A.O.N.M.S. | | SANDERSON GROUP, INC. | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 158,569.28 | 25,039.56 | 15.79 |
| CALIFORNIA COUNCIL OF THE BLIND INLAND VALLEY AREAS | | SANDERSON GROUP, INC. | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 173,326.81 | 26,628.66 | 15.36 |
| FRIENDS OF SAN DIEGO COUNTY FOSTER PARENTS | | SANDERSON GROUP, INC. | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 95,090.14 | 14,370.46 | 15.11 |
| STRAIGHT FROM THE HEART, INC. | | SANDERSON GROUP, INC. | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 95,090.15 | 14,370.46 | 15.11 |
| EXCHANGE CLUB CENTER FOR THE PREVENTION OF CHILD ABUSE OF SAN DIEGO COUNTY, INC. | | SANDERSON GROUP, INC. | FUNDRAISING/LIVE FAMILY ENTERTAINMENT EVENT | 122,214.50 | 17,756.47 | 14.53 |
| YUBA-SUTTER FUTURE FARMERS OF AMERICA | | MERIDIAN PRODUCTIONS | TELEMARKETING / FUNDRAISING | 20,264.00 | 1,850.00 | 9.13 |
| YUBA-SUTTER FUTURE FARMERS OF AMERICA | | MERIDIAN PRODUCTIONS | TELEMARKETING / FUNDRAISING | 23,366.00 | 1,850.00 | 7.92 |

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|-------------------|--|------------------------------|-------------------------------|----------------------|-------------------|----------|
| ** | CANCER RECOVERY FOUNDATION OF AMERICA | HERITAGE COMPANY, INC., THE | TELEMARKETING AND DIRECT MAIL | 555.00 | 11.10 | 2.00 |
| | NATIONAL ABORTION AND REPRODUCTIVE RIGHTS ACTION LEAGUE FOUNDATION | GORDON & SCHWENKMEYER, INC. | TELEMARKETING/FUNDRAISING | 181,241.80 | 0.00 | 0.00 |

MULTIPLE EVENTS

| | | | | | |
|----------------------|------------------|-------------------------|------------------|-----------------------------------|----------------|
| Total Revenue | 6,333,962 | Total To Charity | 3,440,290 | Average Percent To Charity | 54.31 % |
|----------------------|------------------|-------------------------|------------------|-----------------------------------|----------------|

SPORTS

| | | | | | |
|----------------------------------|------------|------------|-----------|-----------|-------|
| BENICIA LITTLE LEAGUE | TOM NEWLIN | HIT-A-THON | 20,604.77 | 17,139.14 | 83.18 |
| ALAMO SCHOOL | TOM NEWLIN | JOG-A-THON | 27,054.85 | 21,281.10 | 78.66 |
| CUPERTINO NATIONAL LITTLE LEAGUE | TOM NEWLIN | HIT-A-THON | 4,849.50 | 3,810.41 | 78.57 |
| GILROY 14-U HOT SHOTS | TOM NEWLIN | HIT-A-THON | 1,995.00 | 1,501.97 | 75.29 |
| APTOS LITTLE LEAGUE | TOM NEWLIN | HIT-A-THON | 11,400.50 | 8,476.72 | 74.35 |

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|-------------------|------------------------------------|---------------------------------|---|----------------------|-------------------|----------|
| | ALPINE WEST LITTLE LEAGUE | TOM NEWLIN | HIT-A-THON | 8,204.00 | 6,099.28 | 74.35 |
| | PONDEROSA SCHOOL | TOM NEWLIN | JOG-A-THON | 4,420.85 | 3,193.35 | 72.23 |
| | SAN FRANCISCO AIDS FOUNDATION | MZA EVENTS, INC. | AIDS WALK SAN FRANCISCO | 3,503,221.81 | 2,169,786.02 | 61.94 |
| ** | AIDS PROJECT LOS ANGELES | WALK-THE-TALK PRODUCTIONS, INC. | NATIONAL AIDS MARATHON TRAINING PROGRAM | 5,262,785.00 | 3,174,779.00 | 60.33 |
| | WATSONVILLE AMERICAN LITTLE LEAGUE | TOM NEWLIN | HIT-A-THON | 909.25 | 540.44 | 59.44 |
| | UNITED CEREBRAL PALSY | KNOCK OUT PRODUCTIONS | GOLF TOURNAMENT | 279,590.00 | 160,901.00 | 57.55 |
| ** | SAN FRANCISCO AIDS FOUNDATION | WALK-THE-TALK PRODUCTIONS, INC. | NATIONAL AIDS MARATHON TRAINING PROGRAM | 3,820,606.00 | 2,192,390.00 | 57.38 |
| | SAN FRANCISCO AIDS FOUNDATION | WALK-THE-TALK PRODUCTIONS, INC. | NATIONAL AIDS MARATHON TRAINING PROGRAM | 3,261,288.00 | 1,705,629.00 | 52.30 |
| | VALLEY PRESBYTERIAN HOSPITAL | KNOCK OUT PRODUCTIONS | GOLF TOURNAMENT | 155,040.00 | 80,084.33 | 51.65 |

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|-------------------|---|----------------------------------|---|----------------------|-------------------|----------|
| | AIDS PROJECT LOS ANGELES | WALK-THE-TALK PRODUCTIONS, INC. | NATIONAL AIDS MARATHON TRAINING PROGRAM | 3,105,000.00 | 1,581,505.00 | 50.93 |
| | SACRAMENTO PIG BOWL ASSOCIATION | ENTERTAINMENT SERVICES UNLIMITED | FOOTBALL GAME | 132,372.00 | 66,186.00 | 50.00 |
| | KERN COUNTY SHERIFF'S RESERVE, INC. | CHENEY ENTERPRISES | RODEO | 286,225.00 | 85,320.00 | 29.81 |
| | HOLLISTER POLICE OFFICERS ASSOCIATION | BACK STAGE MUSIC PRODUCTIONS | BENEFIT NFL BASKETBALL GAME | 11,030.00 | 3,000.00 | 27.20 |
| | POLICE AMATEUR ATHLETIC FOUNDATION | DAWSON & ASSOCIATES | CHARITY SOFTBALL GAME | 98,557.00 | 24,640.00 | 25.00 |
| | EAST WEST SHRINE BOWL GAME | TBS PRODUCTIONS | FOOTBALL GAME | 258,380.00 | 64,595.00 | 25.00 |
| | AMERICA'S ATHLETES WITH DISABILITIES, INC. | DAWSON & ASSOCIATES | VICTORY GAMES | 43,340.00 | 10,835.00 | 25.00 |
| | DEPUTY SHERIFFS ASSOCIATION OF SANTA CLARA COUNTY | TBS PRODUCTIONS | BASKETBALL CLASSIC | 418,512.00 | 87,128.00 | 20.82 |
| | SANTA CRUZ CITY FIREFIGHTERS LOCAL 1716 | TBS PRODUCTIONS | BENEFIT BASKETBALL GAME | 155,129.00 | 31,025.80 | 20.00 |

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|-------------------|--|------------------------------|--------------------------------|----------------------|-------------------|----------|
| | SEASIDE FIREFIGHTERS ASSOCIATION | BACK STAGE MUSIC PRODUCTIONS | BENEFIT NFL BASKETBALL GAME | 33,083.00 | 6,000.00 | 18.14 |
| | SEASIDE POLICE OFFICERS ASSOCIATION | BACK STAGE MUSIC PRODUCTIONS | BENEFIT NFL BASKETBALL GAME | 40,125.00 | 7,000.00 | 17.45 |
| | MONTEREY COUNTY SHERIFF P.A.L. | BACK STAGE MUSIC PRODUCTIONS | BENEFIT NFL FOOTBALL GAME | 172,020.00 | 28,250.00 | 16.42 |
| | SAN FRANCISCO FIREFIGHTERS CHARITABLE FUND | TBS PRODUCTIONS | BENEFIT BASKETBALL CLASSIC | 218,457.00 | 32,768.55 | 15.00 |
| | FIREFIGHTERS CHARITABLE FOUNDATION | TBS PRODUCTIONS | GRAND NATIONAL RODEO | 769,682.00 | 115,452.30 | 15.00 |
| | STOCKTON POLICE YOUTH ACTIVITIES, INC. | VALLEY PRODUCTIONS, LLC | BASKETBALL GAME | 84,579.00 | 12,686.85 | 15.00 |
| | FIRST DOWN PROMOTIONS FOR NCEFT | DAWSON & ASSOCIATES | CELEBRITY EQUESTRIAN CHALLENGE | 45,397.00 | 6,809.55 | 15.00 |
| | COMMUNITY ASSOCIATION FOR REHABILITATION | VALLEY PRODUCTIONS, LLC | BASKETBALL GAME | 102,598.00 | 15,389.70 | 15.00 |
| | NATIONAL CENTER FOR EQUINE FACILITATED THERAPY | VALLEY PRODUCTIONS, LLC | HORSE RACE | 74,391.00 | 11,158.65 | 15.00 |

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|-------------------|--|------------------------------|-----------------------------------|----------------------|-------------------|----------|
| | UNION CITY POLICE ACTIVITIES LEAGUE | VALLEY PRODUCTIONS, LLC | FLAG FOOTBALL GAME | 66,399.00 | 9,959.85 | 15.00 |
| | SOLEDAD POLICE OFFICERS ASSOCIATION | BACK STAGE MUSIC PRODUCTIONS | BENEFIT NFL BASKETBALL GAME | 32,582.10 | 4,750.00 | 14.58 |
| | INTERFACE CHILDREN FAMILY SERVICES | TOURING TALENT, INC. | COWBOY/RAIDER NFL BASKETBALL GAME | 53,854.00 | 6,818.00 | 12.66 |
| | VENTURA COUNTY SEARCH & RESCUE | TOURING TALENT, INC. | COWBOY/RAIDER NFL BASKETBALL GAME | 42,897.00 | 5,409.00 | 12.61 |
| | STANISLAUS COUNTY SHERIFFS MOUNTED POSSE | BOB THAIN PRODUCTIONS | PROFESSIONAL RODEO | 153,278.00 | 10,000.00 | 6.52 |
| | EAST COUNTY LATINO ASSOCIATION | GARCIA'S PUEBLA MERCADO | SPORT EVENT | 12,530.00 | -11,920.00 | 0.00 |

SPORTS

| | | | | | |
|----------------------|-------------------|-------------------------|-------------------|-----------------------------------|----------------|
| Total Revenue | 22,772,387 | Total To Charity | 11,760,379 | Average Percent To Charity | 51.64 % |
|----------------------|-------------------|-------------------------|-------------------|-----------------------------------|----------------|

TELEMARKETING

| | | | | | | |
|----|-------------------------------------|---------------------------------|---------------|-----------|-----------|--------|
| ** | INTERNATIONAL CHRISTIAN MEDIA, INC. | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 13,361.00 | 13,361.00 | 100.00 |
|----|-------------------------------------|---------------------------------|---------------|-----------|-----------|--------|

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| ** | ARTHRITIS FOUNDATION OF SOUTHERN CALIFORNIA | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 122,616.35 | 119,630.32 | 97.56 |
| | NATIONAL WOMEN'S HEALTH NETWORK | SHARE GROUP, INC. | TELEMARKETING | 688,009.00 | 665,095.00 | 96.67 |
| ** | UNITED STATES FUND FOR UNICEF | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 140,890.00 | 127,432.00 | 90.45 |
| ** | LEUKEMIA AND LYMPHOMA SOCIETY | HAINES & COMPANY, INC. | RESIDENTIAL CAMPAIGN | 14,413,398.0 | 12,830,378.9 | 89.02 |
| | CHILDREN'S HOSPITAL OAKLAND FOUNDATION | ARIA COMMUNICATIONS CORPORATION | TELEFUNDRAISING | 45,769.00 | 40,128.00 | 87.68 |
| | INTERNATIONAL LUTHERAN LAYMEN'S LEAGUE | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 20,920.00 | 17,855.00 | 85.35 |
| ** | UNIVERSITY OF CALIFORNIA, SAN FRANCISCO | TELECOMP, INC. | TELEPHONE OUTREACH PROGRAM | 618,315.02 | 526,405.02 | 85.14 |
| | WEBB SCHOOLS, THE | WEISER & ASSOCIATES | TELEPHONE APPEAL | 14,655.00 | 12,263.78 | 83.68 |
| | CHILDREN'S HOSPITAL OAKLAND FOUNDATION | ARIA COMMUNICATIONS CORPORATION | TELEFUNDRAISING | 41,430.00 | 34,471.00 | 83.20 |

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| | LOYOLA LAW SCHOOL | WEISER & ASSOCIATES | TELEPHONE APPEAL | 26,590.00 | 22,080.46 | 83.04 |
| | SAVE THE CHILDREN FEDERATION | TELEFUND, INC. | TELEPHONE FUNDRAISING | 379,083.00 | 311,920.00 | 82.28 |
| ** | BRADY CAMPAIGN TO PREVENT HANDGUN VIOLENCE | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 116,309.00 | 95,431.00 | 82.05 |
| | UNIVERSITY OF THE PACIFIC SCHOOL OF DENTISTRY | WEISER & ASSOCIATES | TELEPHONE APPEAL | 24,665.00 | 19,935.59 | 80.83 |
| | SAN FRANCISCO OPERA | MKTG TELESERVICES, INC. | TELEMARKETING | 773,516.00 | 614,879.00 | 79.49 |
| | COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 90,031.00 | 69,461.00 | 77.15 |
| | PACIFIC LUTHERAN THEOLOGICAL SEMINARY | ARIA COMMUNICATIONS CORPORATION | TELEFUNDRAISING | 17,297.00 | 13,329.99 | 77.07 |
| ** | SANTA CLARA UNIVERSITY, SCHOOL OF LAW | DEVELOPMENT CENTER, LLC, THE | TELEMARKETING | 130,665.00 | 100,539.00 | 76.94 |
| | CITYTEAM MINISTRIES | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 331,515.00 | 252,528.00 | 76.17 |

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| | CITIZEN ACTION NETWORK | HUDSON BAY COMPANY OF ILLINOIS, INC. | TELEPHONE CANVASSING | 17,750.00 | 13,321.76 | 75.05 |
| | AOPA AIR SAFETY FOUNDATION | TELEFUND, INC. | TELEPHONE FUNDRAISING | 560,521.00 | 416,025.00 | 74.22 |
| | UNIVERSITY OF THE PACIFIC SCHOOL OF DENTISTRY | DIRECTLINE TECHNOLOGIES, INC. | ANNUAL FUND | 48,900.00 | 35,800.00 | 73.21 |
| | CITYTEAM MINISTRIES | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 107,080.00 | 78,368.00 | 73.19 |
| | AMERICAN CANCER SOCIETY, INC. | FUTUREMARKET TELECENTER, INC. | TELEPHONE SOLICITATION | 8,255,808.26 | 6,021,674.03 | 72.94 |
| ** | MOTHERS AGAINST DRUNK DRIVING | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 524,134.84 | 381,170.28 | 72.72 |
| | LONG BEACH AQUARIUM OF THE PACIFIC | IDC, LTD. | IDC PHONE/MAIL TELECOMMUNICATIONS PROGRAM | 516,925.00 | 374,642.41 | 72.48 |
| | FLINTRIDGE PREP SCHOOL | WEISER & ASSOCIATES | TELEPHONE APPEAL | 9,909.00 | 7,146.56 | 72.12 |
| | UNION OF CONCERNED SCIENTISTS | SHARE GROUP, INC. | TELEMARKETING | 34,151.00 | 24,625.00 | 72.11 |

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|-------------------|---|--------------------------------------|--------------------|----------------------|-------------------|----------|
| | MISSION AVIATION FELLOWSHIP | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 42,326.00 | 30,332.00 | 71.66 |
| | METROPOLITAN MUSEUM OF ART, THE | FACTER DIRECT LTD | TELEMARKETING | 174,925.00 | 124,842.64 | 71.37 |
| | CHRISTIAN RESEARCH INSTITUTE | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 460,783.00 | 327,187.00 | 71.01 |
| | CHILDREN'S HOSPITAL LOS ANGELES | MKTG TELESERVICES, INC. | TELEMARKETING | 46,934.00 | 33,237.00 | 70.82 |
| ** | VIETNAM VETERANS MEMORIAL FUND | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 26,311.00 | 18,530.62 | 70.43 |
| | METROPOLITAN MUSEUM OF ART, THE | FACTER DIRECT LTD | TELEMARKETING | 198,405.00 | 139,648.00 | 70.39 |
| | LEAGUE OF WOMEN VOTERS OF THE UNITED STATES | SHARE GROUP, INC. | TELEMARKETING | 49,245.37 | 34,411.37 | 69.88 |
| | UNION RESCUE MISSION | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 613,695.00 | 427,764.00 | 69.70 |
| | ZERO POPULATION GROWTH, INC. | SHARE GROUP, INC. | TELEMARKETING | 121,683.00 | 84,583.00 | 69.51 |

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|------------|---|--------------------------------------|-----------------------|---------------|------------|-------|
| | 20/20 VISION | HUDSON BAY COMPANY OF ILLINOIS, INC. | TELEPHONE CANVASSING | 26,741.00 | 18,585.00 | 69.50 |
| | FRIENDS OF THE NATIONAL PARKS AT GETTYSBURG, INC. | ARIA COMMUNICATIONS CORPORATION | TELEFUNDRAISING | 35,473.00 | 24,614.87 | 69.39 |
| | LOS ANGELES GAY AND LESBIAN CENTER | TELEFUND, INC. | TELEPHONE FUNDRAISING | 102,744.45 | 71,184.95 | 69.28 |
| | SANTA CLARA UNIVERSITY, SCHOOL OF LAW | DEVELOPMENT CENTER, LLC, THE | TELEMARKETING | 63,332.00 | 43,853.00 | 69.24 |
| | CHARLES DARWIN FOUNDATION | OUTREACH CENTER, INC., THE | TELEMARKETING | 139,916.00 | 96,806.00 | 69.19 |
| | BERKELEY REPERTORY THEATRE | MKTG TELESERVICES, INC. | TELEMARKETING | 294,785.00 | 203,907.00 | 69.17 |
| | MERCY CORPS | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 198,286.00 | 136,488.00 | 68.83 |
| | ZERO POPULATION GROWTH, INC. | SHARE GROUP, INC. | TELEMARKETING | 39,007.34 | 26,789.34 | 68.68 |
| | PLANNED PARENTHOOD GOLDEN GATE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 47,973.00 | 32,944.90 | 68.67 |

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|-------------------|---|--------------------------------------|-----------------------|----------------------|-------------------|----------|
| ** | WORLD RELIEF CORPORATION | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 72,225.00 | 49,475.55 | 68.50 |
| | NATIONAL GAY AND LESBIAN TASK FORCE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 60,984.00 | 41,669.25 | 68.33 |
| | AOPA AIR SAFETY FOUNDATION | BGS TELEMARKETING, INC. | TELEMARKETING | 589,167.00 | 401,374.00 | 68.13 |
| ** | CHARLES DARWIN FOUNDATION | OUTREACH CENTER, INC., THE | TELEMARKETING | 86,401.00 | 58,501.00 | 67.71 |
| | 9 TO 5 WORKING WOMEN EDUCATION FUND | HUDSON BAY COMPANY OF ILLINOIS, INC. | TELEPHONE CANVASSING | 625.00 | 422.98 | 67.68 |
| ** | KTEH FOUNDATION | OUTREACH CENTER, INC., THE | TELEMARKETING | 385,844.00 | 260,737.00 | 67.58 |
| | ENVIRONMENTAL DEFENSE FUND | TELEFUND, INC. | TELEPHONE FUNDRAISING | 136,704.07 | 91,590.60 | 67.00 |
| | PUBLIC EMPLOYEES FOR ENVIRONMENTAL RESPONSIBILITY | HUDSON BAY COMPANY OF ILLINOIS, INC. | TELEPHONE CANVASSING | 3,605.00 | 2,413.15 | 66.94 |
| | AMERICAN FOUNDATION FOR AIDS RESEARCH | SHARE GROUP, INC. | TELEMARKETING | 97,685.00 | 65,276.00 | 66.82 |

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Table 4

*** As reported by the Commercial Fundraiser

Breakdown of Campaigns by Event
Listing in Alphabetical Order by Event Type

| Event Type | Charity/Charitable Purpose | Commercial Fundraiser | Activity*** | Total Revenue | To Charity | % |
|-------------------|---|--------------------------------|-----------------------|----------------------|-------------------|----------|
| | FOOD FOR THE HUNGRY, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 201,657.00 | 134,295.00 | 66.60 |
| | MERCY CORPS | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 154,387.00 | 102,577.00 | 66.44 |
| | RAINFOREST ACTION NETWORK | SHARE GROUP, INC. | TELEMARKETING | 31,389.00 | 20,848.00 | 66.42 |
| | OCEAN CONSERVANCY, INC., THE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 78,237.91 | 51,074.86 | 65.28 |
| | GAY AND LESBIAN ALLIANCE AGAINST DEFAMATION | SHARE GROUP, INC. | TELEMARKETING | 124,917.00 | 81,197.00 | 65.00 |
| | NATIONAL AUDUBON SOCIETY, INC. | SHARE GROUP, INC. | TELEMARKETING | 30,921.00 | 20,097.00 | 64.99 |
| | ENVIRONMENTAL DEFENSE FUND | SHARE GROUP, INC. | TELEMARKETING | 907,576.00 | 589,307.00 | 64.93 |
| | PLANNED PARENTHOOD GOLDEN GATE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 57,706.50 | 37,406.40 | 64.82 |
| | UC IRVINE GRADUATE OF SCHOOL MANAGEMENT | DIRECTLINE TECHNOLOGIES, INC | ANNUAL FUND | 28,350.00 | 18,374.00 | 64.81 |

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| | ORGANIC CONSUMERS ASSOCIATION | HUDSON BAY COMPANY OF ILLINOIS, INC. | TELEPHONE CANVASSING | 115,466.20 | 74,405.89 | 64.44 |
| | LEAGUE OF WOMEN VOTERS OF THE UNITED STATES | OUTREACH CENTER, INC., THE | TELEMARKETING | 51,956.00 | 33,390.00 | 64.27 |
| | AMERICAN FIELD SERVICE-USA, INC. | SHARE GROUP, INC. | TELEMARKETING | 224,881.77 | 144,267.35 | 64.15 |
| | SAN FRANCISCO SYMPHONY | MKTG TELESERVICES, INC. | TELEMARKETING | 660,193.00 | 422,931.00 | 64.06 |
| | GAY AND LESBIAN ALLIANCE AGAINST DEFAMATION | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 10,350.00 | 6,588.75 | 63.66 |
| | FIRST RESORT | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 19,989.00 | 12,628.00 | 63.17 |
| | COLONIAL WILLIAMSBURG FOUNDATION | FACTER DIRECT LTD | TELEMARKETING | 379,612.34 | 238,557.48 | 62.84 |
| | NATIONAL MUSEUM OF WOMEN IN THE ARTS | SHARE GROUP, INC. | TELEMARKETING | 53,137.00 | 33,338.00 | 62.74 |
| | COMMUNITY TELEVISION OF SOUTHERN CALIFORNIA | TELEFUND, INC. | TELEPHONE FUNDRAISING | 264,480.00 | 165,389.15 | 62.53 |

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| | AIDS PROJECT LOS ANGELES | SHARE GROUP, INC. | TELEMARKETING | 163,322.00 | 101,645.00 | 62.24 |
| | FIRST RESORT | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 15,105.00 | 9,399.00 | 62.22 |
| ** | UNITED STATES SKI TEAM FOUNDATION | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 130,665.00 | 81,155.52 | 62.11 |
| | ADIRONDACK COUNCIL, THE | SHARE GROUP, INC. | TELEMARKETING | 74,862.00 | 46,114.00 | 61.60 |
| | LIFE ISSUES INSTITUTE | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 69,509.00 | 42,732.00 | 61.48 |
| | MAP INTERNATIONAL | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 35,845.00 | 21,943.00 | 61.22 |
| | EARTHJUSTICE LEGAL DEFENSE FUND | TELEFUND, INC. | TELEPHONE FUNDRAISING | 88,697.00 | 54,292.75 | 61.21 |
| | CONSUMERS UNION OF THE UNITED STATES, INC. | LESTER, INC. | TELEPHONE SOLICITATION | 504,874.35 | 308,874.35 | 61.18 |
| | KPBS PUBLIC RADIO AND TELEVISION | WEISER & ASSOCIATES | TELEPHONE APPEAL | 91,349.00 | 55,411.33 | 60.66 |

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|------------|---|---------------------------------|----------------------------|---------------|------------|-------|
| | PLANNED PARENTHOOD ACTION FUND, INC. | FACTER DIRECT LTD | TELEMARKETING | 818,710.00 | 491,639.79 | 60.05 |
| | AMERICAN HEART ASSOCIATION - WESTERN STATES AFFILIATE | TELESYSTEMS MARKETING, INC. | TELEMARKETING | 31,390.00 | 18,834.00 | 60.00 |
| ** | NATIONAL PARKS CONSERVATION ASSOCIATION | OUTREACH CENTER, INC., THE | TELEMARKETING | 192,409.00 | 114,592.00 | 59.56 |
| | HOLT INTERNATIONAL CHILDREN'S SERVICES | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 59,978.00 | 35,643.00 | 59.43 |
| | KPBS PUBLIC RADIO AND TELEVISION | ARIA COMMUNICATIONS CORPORATION | TELEFUNDRAISING | 56,865.00 | 33,619.98 | 59.12 |
| | LEAGUE OF WOMEN VOTERS OF THE UNITED STATES | SHARE GROUP, INC. | TELEMARKETING | 195,332.00 | 115,149.00 | 58.95 |
| | KVIE CHANNEL 6 | ARIA COMMUNICATIONS CORPORATION | TELEFUNDRAISING | 387,189.37 | 228,033.97 | 58.89 |
| | INTERFAITH ALLIANCE, INC., THE | OUTREACH CENTER, INC., THE | TELEMARKETING | 19,411.00 | 11,396.00 | 58.71 |
| | UNIVERSITY OF CALIFORNIA, SAN FRANCISCO | TELECOMP, INC. | TELEPHONE OUTREACH PROGRAM | 191,030.25 | 111,993.13 | 58.63 |

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|-------------------|-------------------------------------|--------------------------------|---------------------|----------------------|-------------------|----------|
| | CHURCH WORLD SERVICE, INC. | SHARE GROUP, INC. | TELEMARKETING | 40,521.00 | 23,725.90 | 58.55 |
| | UC SANTA BARBARA ALUMNI ASSOCIATION | DIRECTLINE TECHNOLOGIES, INC. | MEMBERSHIP CAMPAIGN | 280,357.00 | 163,994.63 | 58.49 |
| | ADIRONDACK COUNCIL, THE | SHARE GROUP, INC. | TELEMARKETING | 109,030.00 | 63,356.00 | 58.11 |
| | SIERRA CLUB | OUTREACH CENTER, INC., THE | TELEMARKETING | 1,906,379.00 | 1,099,234.00 | 57.66 |
| | DEFENDERS OF WILDLIFE | SHARE GROUP, INC. | TELEMARKETING | 180,674.00 | 104,136.00 | 57.64 |
| | CHRISTIAN NETWORK, INC., THE | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 98,857.00 | 56,857.00 | 57.51 |
| | HUMANE SOCIETY OF SONOMA COUNTY | MKTG TELESERVICES, INC. | TELEMARKETING | 150,475.00 | 86,101.00 | 57.22 |
| | CSU STANISLAUS FOUNDATION | DIRECTLINE TECHNOLOGIES, INC. | ANNUAL FUND | 46,955.00 | 26,815.00 | 57.11 |
| | CANCER FUND OF AMERICA, INC. | BEE, L.C. | TELEMARKETING | 34,533.36 | 19,698.10 | 57.04 |

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|-------------------|--|---------------------------------|-----------------------|----------------------|-------------------|----------|
| ** | WORLD VISION, INC. | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 96,924.00 | 55,227.50 | 56.98 |
| | NOW LEGAL DEFENSE AND EDUCATION FUND | TELEFUND, INC. | TELEPHONE FUNDRAISING | 50,084.00 | 28,524.95 | 56.95 |
| | ORANGE COUNTY RESCUE MISSION | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 65,962.00 | 37,445.00 | 56.77 |
| | PLANNED PARENTHOOD ACTION FUND, INC. | FACTER DIRECT LTD | TELEMARKETING | 535,640.00 | 301,801.00 | 56.34 |
| | AMERICAN CIVIL LIBERTIES UNION | SHARE GROUP, INC. | TELEMARKETING | 415,116.00 | 233,778.00 | 56.32 |
| | INTERNATIONAL CHRISTIAN MEDIA, INC. | TELE-DATA SERVICES, INC. | TELEMARKETING | 254,281.97 | 141,931.93 | 55.82 |
| | UNITARIAN UNIVERSALIST ASSOCIATION | SHARE GROUP, INC. | TELEMARKETING | 243,949.00 | 135,545.00 | 55.56 |
| | NATIONAL ABORTION AND REPRODUCTIVE RIGHTS ACTION LEAGUE FOUNDATION | OUTREACH CENTER, INC., THE | TELEMARKETING | 183,102.00 | 101,566.00 | 55.47 |
| | SIERRA CLUB | MKTG TELESERVICES, INC. | TELEMARKETING | 146,499.00 | 81,259.00 | 55.47 |

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|-------------------|---|--------------------------------------|------------------------|----------------------|-------------------|----------|
| | GREENPEACE, INC. | SHARE GROUP, INC. | TELEMARKETING | 1,484,214.00 | 808,622.00 | 54.48 |
| | NATIONAL PARKS CONSERVATION ASSOCIATION | OUTREACH CENTER, INC., THE | TELEMARKETING | 166,853.00 | 90,798.00 | 54.42 |
| | AMERICAN FOUNDATION FOR AIDS RESEARCH | SHARE GROUP, INC. | TELEMARKETING | 135,411.00 | 72,968.00 | 53.89 |
| | ANTI-DEFAMATION LEAGUE OF B'NAI B'RITH | FACTER DIRECT LTD | TELEMARKETING | 136,701.00 | 73,290.51 | 53.61 |
| | GREENPEACE, INC. | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 94,327.00 | 50,360.00 | 53.39 |
| | COMMON CAUSE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 272,606.00 | 145,271.50 | 53.29 |
| | GREENPEACE, INC. | TELEFUND, INC. | TELEPHONE FUNDRAISING | 662,644.82 | 350,299.22 | 52.86 |
| ** | CHRISTOPHER REEVE PARALYSIS FOUNDATION | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 260,708.00 | 136,648.75 | 52.41 |
| | NATIONAL TRUST FOR HISTORIC PRESERVATION IN THE UNITED STATES | FACTER DIRECT LTD | TELEMARKETING | 437,806.00 | 227,556.69 | 51.98 |

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|---|-----------------------------------|---------------------------------|------------------------|----------------------|-------------------|----------|
| KVCR-TV-FM | | WEISER & ASSOCIATES | TELEPHONE APPEAL | 21,631.00 | 11,231.05 | 51.92 |
| SPECIAL OLYMPICS SOUTHERN CALIFORNIA | | INTEGRAL RESOURCES, INC. | TELEMARKETING | 780,076.69 | 400,000.00 | 51.28 |
| MAP INTERNATIONAL | | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 7,069.00 | 3,622.00 | 51.24 |
| AMERICAN LEPROSY MISSIONS | | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 25,723.00 | 13,158.00 | 51.15 |
| MULTIPLE SCLEROSIS ASSOCIATION OF AMERICA, INC. | | FACTER DIRECT LTD | TELEMARKETING | 538,194.94 | 272,897.89 | 50.71 |
| PEOPLE FOR THE ETHICAL TREATMENT OF ANIMALS | | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 158,533.00 | 80,338.80 | 50.68 |
| MOTHERS AGAINST DRUNK DRIVING | | HERITAGE COMPANY, INC., THE | TELEMARKETING | 539,168.70 | 269,584.35 | 50.00 |
| CALIFORNIA COMMON CAUSE | | TELEFUND, INC. | TELEPHONE FUNDRAISING | 19,349.00 | 9,647.75 | 49.86 |
| HEAL THE BAY | | SHARE GROUP, INC. | TELEMARKETING | 34,163.00 | 16,952.00 | 49.62 |

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|-------------------|---|--------------------------------------|------------------------|----------------------|-------------------|----------|
| | FOUNDATION FOR THE PERFORMING ARTS CENTER | WEISER & ASSOCIATES | TELEPHONE APPEAL | 13,261.00 | 6,567.78 | 49.53 |
| | INTERFAITH ALLIANCE, INC., THE | SHARE GROUP, INC. | TELEMARKETING | 224,822.00 | 110,585.00 | 49.19 |
| | CALIFORNIA ABORTION AND REPRODUCTIVE RIGHTS ACTION LEAGUE NORTH | FACTER DIRECT LTD | TELEMARKETING | 25,090.00 | 12,287.00 | 48.97 |
| | HOLT INTERNATIONAL CHILDREN'S SERVICES | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 45,174.00 | 22,085.00 | 48.89 |
| | CSU SAN MARCOS | DIRECTLINE TECHNOLOGIES, INC. | ANNUAL FUND | 37,412.00 | 18,252.88 | 48.79 |
| | AMERICAN FOUNDATION FOR AIDS RESEARCH | FACTER DIRECT LTD | TELEMARKETING | 56,095.00 | 27,256.98 | 48.59 |
| ** | MARCH OF DIMES | HAINES & COMPANY, INC | RESIDENTIAL CAMPAIGN | 22,502,000.0 | 10,902,000.0 | 48.45 |
| | UNITED STATES FUND FOR UNICEF | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 16,585.00 | 8,001.65 | 48.25 |
| | ORGANIC CONSUMERS ASSOCIATION | HUDSON BAY COMPANY OF ILLINOIS, INC. | TELEPHONE CANVASSING | 46,402.94 | 22,362.16 | 48.19 |

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|-------------------|---|--------------------------------------|--------------------|----------------------|-------------------|----------|
| ** | BRADY CAMPAIGN TO PREVENT HANDGUN VIOLENCE | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 558,891.00 | 267,916.00 | 47.94 |
| | ALZHEIMER'S ASSOCIATION, THE | FACTER DIRECT LTD | TELEMARKETING | 29,068.00 | 13,587.97 | 46.75 |
| | MARINE MAMMAL CENTER, THE | OUTREACH CENTER, INC., THE | TELEMARKETING | 39,188.00 | 18,276.00 | 46.64 |
| | UNION OF CONCERNED SCIENTISTS | SHARE GROUP, INC. | TELEMARKETING | 174,810.00 | 78,467.00 | 44.89 |
| | NATURAL RESOURCES DEFENSE COUNCIL | FACTER DIRECT LTD | TELEMARKETING | 475,754.00 | 212,071.00 | 44.58 |
| | COMMUNITY TELEVISION OF SOUTHERN CALIFORNIA | SAGE GROUP, LLC, THE | TELEMARKETING | 83,197.00 | 36,787.40 | 44.22 |
| | INTERNATIONAL FUND FOR ANIMAL WELFARE, INC. | FACTER DIRECT LTD | TELEMARKETING | 3,341.52 | 1,471.52 | 44.04 |
| | AMERICAN LEPROSY MISSIONS | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 21,589.00 | 9,344.00 | 43.28 |
| | COUNCIL ON AGING | EUBANKS CONSULTANTS, INC. | TELEMARKETING | 401,206.00 | 172,519.00 | 43.00 |

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| | SONOMA COUNCIL ON AGING | JADENT, INC. | TELEPHONE DONATIONS | 401,206.00 | 172,518.58 | 43.00 |
| | CSU MONTEREY BAY | DIRECTLINE TECHNOLOGIES, INC. | ANNUAL FUND | 29,095.00 | 12,495.00 | 42.95 |
| ** | AMNESTY INTERNATIONAL OF THE USA, INC. | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 923,660.41 | 395,589.53 | 42.83 |
| | NATIONAL BREAST CANCER COALITION | SHARE GROUP, INC. | TELEMARKETING | 73,545.00 | 31,279.00 | 42.53 |
| | NATIONAL RIGHT TO LIFE COMMITTEE, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 1,069,794.00 | 454,582.00 | 42.49 |
| | AMERICAN DIABETES ASSOCIATION | FUTUREMARKET TELECENTER, INC. | TELEPHONE SOLICITATION | 10,539,410.0 | 4,394,130.05 | 41.69 |
| | PACIFIC SYMPHONY ORCHESTRA | MKTG TELESERVICES, INC. | TELEMARKETING | 69,579.00 | 28,646.00 | 41.17 |
| | PACIFIC SYMPHONY ORCHESTRA | MKTG TELESERVICES, INC. | TELEMARKETING | 211,968.00 | 87,087.00 | 41.08 |
| | PARENTS, FAMILIES AND FRIENDS OF LESBIANS AND GAYS, INC. | OUTREACH CENTER, INC., THE | TELEMARKETING | 35,559.00 | 14,330.00 | 40.30 |

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| | FINE ARTS MUSEUM OF SAN FRANCISCO | MKTG TELESERVICES, INC. | TELEMARKETING | 62,131.00 | 25,010.00 | 40.25 |
| | SPECIAL OLYMPICS SOUTHERN CALIFORNIA | HERITAGE COMPANY, INC., THE | TELEMARKETING | 447,431.19 | 179,986.59 | 40.23 |
| | AMERICAN SOCIETY FOR THE PREVENTION OF CRUELTY TO ANIMALS, THE | SHARE GROUP, INC. | TELEMARKETING | 258,851.00 | 102,930.00 | 39.76 |
| | NATIONAL ASSOCIATION FOR THE ADVANCEMENT OF COLORED PEOPLE | SHARE GROUP, INC. | TELEMARKETING | 94,797.52 | 37,449.32 | 39.50 |
| | NATIONAL TRUST FOR HISTORIC PRESERVATION IN THE UNITED STATES | FACTER DIRECT LTD | TELEMARKETING | 874,859.00 | 344,400.81 | 39.37 |
| | MONTALVO | MKTG TELESERVICES, INC. | TELEMARKETING | 66,205.00 | 25,951.00 | 39.20 |
| | GREENPEACE, INC. | FACTER DIRECT LTD | TELEMARKETING | 232,462.00 | 90,987.00 | 39.14 |
| | EASTER SEALS, NORTHERN CALIFORNIA | M.S.A. ENT. | TELEPHONE SOLICITATION | 42,091.00 | 16,325.00 | 38.79 |
| | PEOPLE FOR THE ETHICAL TREATMENT OF ANIMALS | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 172,406.00 | 65,361.00 | 37.91 |

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| | AMERICAN ASSOCIATION OF UNIVERSITY WOMEN | SHARE GROUP, INC. | TELEMARKETING | 14,745.00 | 5,568.00 | 37.76 |
| ** | WORLD WILDLIFE FUND, INC. | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 636,923.11 | 239,918.81 | 37.67 |
| | VIETNAM VETERANS OF AMERICA FOUNDATION | SHARE GROUP, INC. | TELEMARKETING | 78,444.00 | 29,515.00 | 37.63 |
| | NATIONAL WILDLIFE FEDERATION | SHARE GROUP, INC. | TELEMARKETING | 824,412.00 | 308,561.00 | 37.43 |
| | SERVICE MEMBERS LEGAL DEFENSE NETWORK | OUTREACH CENTER, INC., THE | TELEMARKETING | 103,228.00 | 38,342.00 | 37.14 |
| | SADD, INC. | TELE-RESPONSE CENTER, INC. | TELEMARKETING | 1,874,325.40 | 689,936.33 | 36.81 |
| | COMMON CAUSE | OUTREACH CENTER, INC., THE | TELEMARKETING | 166,166.00 | 61,140.00 | 36.79 |
| | CENTER FOR VICTIMS OF TORTURE, THE | SHARE GROUP, INC. | TELEMARKETING | 31,235.16 | 11,462.11 | 36.70 |
| | INTERFAITH ALLIANCE, INC., THE | SHARE GROUP, INC. | TELEMARKETING | 33,756.00 | 12,337.00 | 36.55 |

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|-------------------|---|--------------------------------------|------------------------|----------------------|-------------------|----------|
| | B'NAI B'RITH | SHARE GROUP, INC. | TELEMARKETING | 193,113.40 | 70,088.88 | 36.29 |
| | NATIONAL ABORTION AND REPRODUCTIVE RIGHTS ACTION LEAGUE | FACTER DIRECT LTD | TELEMARKETING | 756,958.00 | 270,911.00 | 35.79 |
| ** | NATIONAL AUDUBON SOCIETY, INC. | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 269,113.00 | 95,800.00 | 35.60 |
| | SIERRA CLUB | TELEFUND, INC. | TELEPHONE FUNDRAISING | 588,907.00 | 209,629.00 | 35.60 |
| | AMERICAN FRIENDS SERVICE COMMITTEE | SHARE GROUP, INC. | TELEMARKETING | 35,722.00 | 12,653.75 | 35.42 |
| | EASTER SEALS, NORTHERN CALIFORNIA | M.S.A. ENT. | TELEPHONE SOLICITATION | 63,885.00 | 22,360.00 | 35.00 |
| | SHASTA CENTER FOR SEXUAL ABUSE TREATMENT | M.S.A. ENT. | TELEPHONE SOLICITATION | 49,191.00 | 17,217.00 | 35.00 |
| | IRVINE BARCLAY THEATRE OPERATING COMPANY | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 2,590.00 | 905.00 | 34.94 |
| | PLANNED PARENTHOOD - LOS ANGELES | SHARE GROUP, INC. | TELEMARKETING | 27,420.00 | 9,566.50 | 34.89 |

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| | WORLD IMPACT, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 9,568.00 | 3,335.00 | 34.86 |
| | FARM SANCTUARY | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 34,718.00 | 11,916.75 | 34.32 |
| | HEART SUPPORT OF AMERICA, INC. | BEE, L.C. | TELEMARKETING | 71,191.80 | 24,360.78 | 34.22 |
| | NATIONAL AUDUBON SOCIETY, INC. | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 197,540.00 | 66,513.00 | 33.67 |
| | GREENPEACE, INC. | FACTER DIRECT LTD | TELEMARKETING | 320,087.00 | 107,076.00 | 33.45 |
| | PLANNED PARENTHOOD FEDERATION OF AMERICA | FACTER DIRECT LTD | TELEMARKETING | 1,320,062.00 | 440,981.00 | 33.41 |
| | AMERICAN COUNCIL OF THE BLIND | INTEGRAL RESOURCES, INC. | TELEMARKETING | 393,372.41 | 130,000.00 | 33.05 |
| ** | EARTHJUSTICE LEGAL DEFENSE FUND | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 39,011.00 | 12,600.00 | 32.30 |
| | GOLDEN GATE UNIVERSITY | DIRECTLINE TECHNOLOGIES, INC. | ANNUAL FUND | 47,605.00 | 15,045.00 | 31.60 |

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Listing in Alphabetical Order by Event Type

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|-------------------|--|--------------------------------------|---------------------|----------------------|-------------------|----------|
| | PLANNED PARENTHOOD FEDERATION OF AMERICA | FACTER DIRECT LTD | TELEMARKETING | 573,790.00 | 179,037.04 | 31.20 |
| ** | EPILEPSY FOUNDATION OF AMERICA | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 82,119.15 | 25,420.15 | 30.96 |
| | CALIFORNIA STATE PARKS FOUNDATION | FACTER DIRECT LTD | TELEMARKETING | 70,589.00 | 21,513.83 | 30.48 |
| | ADVOCACY RESOURCE CENTER-SONOMA COUNTY | EUBANKS CONSULTANTS, INC. | TELEMARKETING | 54,059.00 | 16,218.00 | 30.00 |
| | ADVOCACY RESOURCE CENTER-SONOMA COUNTY | JADENT, INC. | TELEPHONE DONATIONS | 54,059.00 | 16,217.70 | 30.00 |
| | CALIFORNIA ASSOCIATION FOR THE RETARDED | JADENT, INC. | TELEPHONE DONATIONS | 68,261.00 | 20,478.30 | 30.00 |
| | PLANNED PARENTHOOD - LOS ANGELES | FACTER DIRECT LTD | TELEMARKETING | 21,270.00 | 6,381.00 | 30.00 |
| | CALIFORNIA POLICE ACTIVITIES LEAGUE | TELCOM SERVICES, INC. | TELEMARKETING | 8,799,683.00 | 2,624,513.00 | 29.83 |
| | INTERFAITH ALLIANCE, INC., THE | FACTER DIRECT LTD | TELEMARKETING | 166,286.00 | 49,533.35 | 29.79 |

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|--|-----------------------------------|----------------------------------|------------------------|----------------------|-------------------|----------|
| TREEPEOPLE | | SHARE GROUP, INC. | TELEMARKETING | 29,895.00 | 8,865.00 | 29.65 |
| NATIONAL CHILDREN'S CANCER SOCIETY, INC., THE | | FUTUREMARKET TELECENTER, INC. | TELEPHONE SOLICITATION | 545,746.54 | 161,724.39 | 29.63 |
| CHILDREN'S WISH FOUNDATION INTERNATIONAL, INC. | | REESE BROTHERS, INC. | TELEPHONE SOLICITATION | 322,934.00 | 95,474.00 | 29.56 |
| PLANNED PARENTHOOD FEDERATION OF AMERICA | | SHARE GROUP, INC. | TELEMARKETING | 367,098.00 | 106,684.00 | 29.06 |
| FIND THE CHILDREN | | JADENT, INC. | TELEPHONE DONATIONS | 291,933.79 | 84,320.57 | 28.88 |
| CENTER FOR VICTIMS OF TORTURE, THE | | SHARE GROUP, INC. | TELEMARKETING | 27,773.00 | 7,976.00 | 28.72 |
| AMERICAN WHEELCHAIR VETERANS ASSOCIATION | | VENTURA COUNTY BENEFIT PROGRAMS | TELEMARKETING | 17,497.00 | 5,023.00 | 28.71 |
| NORTHERN CALIFORNIA BURN FOUNDATION | | ENTERTAINMENT SERVICES UNLIMITED | TELEMARKETING | 154,930.43 | 43,417.68 | 28.02 |
| MULTIPLE SCLEROSIS FOUNDATION, INC. | | JADENT, INC. | TELEPHONE DONATIONS | 398,415.00 | 107,572.05 | 27.00 |

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| | AMERICAN SOCIETY FOR THE PREVENTION OF CRUELTY TO ANIMALS, THE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 799,376.00 | 212,041.20 | 26.53 |
| | PROJECT OPEN HAND | SHARE GROUP, INC. | TELEMARKETING | 48,747.00 | 12,807.65 | 26.27 |
| | BERKELEY REPERTORY THEATRE | MKTG TELESERVICES, INC. | TELEMARKETING | 10,219.00 | 2,664.00 | 26.07 |
| | SIERRA CLUB | MKTG TELESERVICES, INC. | TELEMARKETING | 574,183.00 | 145,381.00 | 25.32 |
| | RELIGIOUS COALITION FOR REPRODUCTIVE CHOICE | SHARE GROUP, INC. | TELEMARKETING | 22,183.00 | 5,545.00 | 25.00 |
| | OPERATION LOOKOUT | TELE-RESPONSE CENTER, INC. | TELEMARKETING | 17,218.50 | 4,302.95 | 24.99 |
| ** | ALLIANCE DEFENSE FUND, INC. | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 33,383.00 | 8,171.30 | 24.48 |
| | NATIONAL AUDUBON SOCIETY, INC. | SHARE GROUP, INC. | TELEMARKETING | 468,193.11 | 113,584.55 | 24.26 |
| | CALIFORNIA PROLIFE COUNCIL, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 17,230.00 | 4,057.00 | 23.55 |

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|-------------------|--|---|--------------------|----------------------|-------------------|----------|
| | PROJECT ANGEL FOOD | FACTER DIRECT LTD | TELEMARKETING | 43,139.00 | 10,139.35 | 23.50 |
| | HEART SUPPORT OF AMERICA, INC. | BEE, L.C. | TELEMARKETING | 34,148.25 | 7,948.25 | 23.28 |
| | PIONEER CLUBS | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 13,559.00 | 3,148.00 | 23.22 |
| | LIFE ISSUES INSTITUTE | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 48,911.00 | 11,354.00 | 23.21 |
| | NATIONAL LAW ENFORCEMENT SPORTS FEDERATION, LTD., INC., THE | LAS, LLC | TELEMARKETING | 60,265.00 | 13,861.00 | 23.00 |
| | COMMON CAUSE | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 96,410.00 | 22,112.16 | 22.94 |
| | AMERICAN HUMANE SOCIETY | FACTER DIRECT LTD | TELEMARKETING | 64,674.00 | 14,448.99 | 22.34 |
| | FRATERNAL ORDER OF POLICE, CALIFORNIA STATE LODGE | TELCOM SERVICES, INC. | TELEMARKETING | 1,931,607.00 | 425,169.00 | 22.01 |
| | MUSCULAR DYSTROPHY FAMILY FOUNDATION | PREFERRED COMMUNITY SERVICES, INC. | TELEMARKETING | 89,789.28 | 19,753.64 | 22.00 |

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| | PROJECT CURE | BEE, L.C. | TELEMARKETING | 296,356.21 | 64,842.02 | 21.88 |
| | RETIRED TROOPERS ASSOCIATION, INC. | CHARITABLE RESOURCE FOUNDATION, INC. | TELEPHONE APPEAL/DIRECT | 254,917.90 | 55,769.32 | 21.88 |
| | PENDLE HILL FRIENDS SCHOOL | SHARE GROUP, INC. | TELEMARKETING | 40,011.00 | 8,722.00 | 21.80 |
| | NATIONAL VETERANS SERVICES FUND, INC. | BEE, L.C. | TELEMARKETING | 68,463.00 | 14,848.56 | 21.69 |
| | NATIONAL CAREGIVING FOUNDATION | REESE BROTHERS, INC. | TELEPHONE SOLICITATION | 221,154.00 | 47,275.00 | 21.38 |
| | HILLEL: THE FOUNDATION FOR JEWISH CAMPUS LIFE | FACTER DIRECT LTD | TELEMARKETING | 44,625.00 | 9,382.15 | 21.02 |
| | ROGER WYBURN-MASON AND JACK M. BLOUNT FOUNDATION FOR THE ERADICATION OF RHEUMATOID DISEASE, INC., TH | BEE, L.C. | TELEMARKETING | 141,853.95 | 29,332.73 | 20.68 |
| | JUSTICE PROJECT, INC., THE | FACTER DIRECT LTD | TELEMARKETING | 44,248.00 | 9,081.00 | 20.52 |
| | DAKOTA INDIAN FOUNDATION | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 82,119.00 | 16,703.20 | 20.34 |

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| | HUMAN RIGHTS CAMPAIGN, INC. | SHARE GROUP, INC. | TELEMARKETING | 396,889.00 | 79,804.00 | 20.11 |
| | SURVIVORS AND VICTIMS EMPOWERED | PREFERRED COMMUNITY SERVICES, INC. | TELEMARKETING | 11,711.65 | 2,342.33 | 20.00 |
| | SHILOH INTERNATIONAL MINISTRIES, INC. | ENTERTAINMENT SERVICES UNLIMITED | TELEMARKETING | 24,090.00 | 4,818.00 | 20.00 |
| | CANCER FUND OF AMERICA, INC. | ASSOCIATED COMMUNITY SERVICES | TELEMARKETING | 305,609.77 | 61,121.95 | 20.00 |
| | CANCER FEDERATION, INC. | JADENT, INC. | TELEPHONE DONATIONS | 142,128.42 | 28,425.68 | 20.00 |
| | CHILDHOOD LEUKEMIA FOUNDATION | JADENT, INC. | TELEPHONE DONATIONS | 85,278.22 | 17,055.64 | 20.00 |
| ** | SURVIVORS AND VICTIMS EMPOWERED | PREFERRED COMMUNITY SERVICES, INC. | TELEMARKETING | 32,007.97 | 6,401.59 | 20.00 |
| | DEFEAT DIABETES FOUNDATION, INC. | PREFERRED COMMUNITY SERVICES, INC. | TELEMARKETING | 25,838.00 | 5,167.00 | 20.00 |
| | PROFESSIONAL PEACE OFFICERS ASSOCIATION CHARITABLE FOUNDATION | PUBLIC APPEAL, INC. | TELEMARKETING | 303,596.00 | 60,599.00 | 19.96 |

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| | PROFESSIONAL PEACE OFFICERS ASSOCIATION CHARITABLE FOUNDATION | TELCOM SERVICES, INC. | TELEMARKETING | 303,596.00 | 60,599.00 | 19.96 |
| | INTERNATIONAL RESCUE COMMITTEE | TELEFUND, INC. | TELEPHONE FUNDRAISING | 26,800.00 | 5,178.00 | 19.32 |
| | INTERNATIONAL CAMPAIGN FOR TIBET | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 127,758.75 | 24,412.73 | 19.11 |
| ** | DEFENDERS OF WILDLIFE | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 832,650.85 | 158,399.19 | 19.02 |
| | WILDERNESS SOCIETY, THE | SHARE GROUP, INC. | TELEMARKETING | 555,961.00 | 104,330.00 | 18.77 |
| | PLANNED PARENTHOOD ACTION FUND, INC. | SHARE GROUP, INC. | TELEMARKETING | 208,287.00 | 39,047.00 | 18.75 |
| | SIERRA CLUB LOMA PRIETA CHAPTER | FACTER DIRECT LTD | TELEMARKETING | 9,207.00 | 1,704.79 | 18.52 |
| | CHILD ABUSE PREVENTION CENTER | ENTERTAINMENT SERVICES UNLIMITED | TELEMARKETING | 42,010.55 | 7,653.65 | 18.22 |
| | CRUSADE FOR CHILD SAFETY | ASSOCIATED COMMUNITY SERVICES | TELEMARKETING | 229,389.26 | 41,290.07 | 18.00 |

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| | MICHIGAN VETERANS FOUNDATION, INC. | ASSOCIATED COMMUNITY SERVICES | TELEMARKETING | 72,022.00 | 12,963.96 | 18.00 |
| | YOUTH DEVELOPMENT FUND, INC. | ASSOCIATED COMMUNITY SERVICES | TELEMARKETING | 931,315.30 | 167,636.75 | 18.00 |
| ** | SOUTHERN POVERTY LAW CENTER | OUTREACH CENTER, INC., THE | TELEMARKETING | 210,215.00 | 37,800.00 | 17.98 |
| | SAVE A CHILD FOUNDATION | ASSOCIATED COMMUNITY SERVICES | TELEMARKETING | 29,740.00 | 5,203.72 | 17.50 |
| | CANCER FUND OF AMERICA, INC. | PREFERRED COMMUNITY SERVICES, INC. | TELEMARKETING | 112,069.00 | 19,238.92 | 17.17 |
| | CANCER FUND OF AMERICA, INC | PREFERRED COMMUNITY SERVICES, INC | TELEMARKETING | 71,162.00 | 12,097.54 | 17.00 |
| | PEOPLE FOR THE AMERICAN WAY | TELEFUND, INC. | TELEPHONE FUNDRAISING | 518,049.14 | 86,902.33 | 16.77 |
| | MIRACLE FLIGHTS FOR KIDS, INC. | REESE BROTHERS, INC. | TELEPHONE SOLICITATION | 125,859.00 | 20,491.00 | 16.28 |
| | NATIONAL RIGHT TO LIFE COMMITTEE, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 1,500,732.00 | 242,254.00 | 16.14 |

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| | CALIFORNIA STATE UNIVERSITY, SACRAMENTO TRUST FOUNDATION | DIRECTLINE TECHNOLOGIES, INC. | ANNUAL FUND | 18,090.00 | 2,850.00 | 15.75 |
| | SOUTH BAY RAPE CRISIS CENTER | SOUTH BAY PRODUCTIONS | TELEMARKETING | 98,714.00 | 14,833.00 | 15.03 |
| | CHILDREN'S CHARITY FUND | CIVIC DEVELOPMENT GROUP, LLC | TELEPHONE SOLICITATION | 36,212.00 | 5,432.00 | 15.00 |
| | COPS | TELMAR PRODUCTIONS INC. | TELEMARKETING | 58,698.00 | 8,805.00 | 15.00 |
| | CALIFORNIA ORGANIZATION OF POLICE AND SHERIFFS | CIVIC DEVELOPMENT GROUP, LLC | TELEPHONE SOLICITATION | 3,609,910.00 | 541,487.00 | 15.00 |
| | ASSOCIATION OF RETIRED FIREFIGHTERS | FUNDRAISERS INCORPORATED | TELEMARKETING | 55,929.00 | 8,389.35 | 15.00 |
| | ASSOCIATION FOR DISABLED FIREFIGHTERS | CAMPAIGN CENTER, INC., THE | TELEMARKETING | 18,361.00 | 2,754.15 | 15.00 |
| | OPERATION LOOKOUT | MIDWEST PUBLISHING-AZ, INC. | TELEPHONE SOLICITATION | 367,684.94 | 55,152.74 | 15.00 |
| | DISABLED VETERANS ASSOCIATION | CIVIC DEVELOPMENT GROUP, LLC | TELEPHONE SOLICITATION | 277,515.00 | 41,627.00 | 15.00 |

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| ADF | | TELMAR PRODUCTIONS INC. | TELEMARKETING | 35,374.00 | 5,306.00 | 15.00 |
| | CALIFORNIA NARCOTIC OFFICERS ASSOCIATION | MIDWEST PUBLISHING-AZ, INC. | TELEPHONE SOLICITATION | 1,285,221.78 | 192,771.99 | 15.00 |
| | CALIFORNIA PROFESSIONAL FIREFIGHTERS | MIDWEST PUBLISHING-AZ, INC. | TELEPHONE SOLICITATION | 871,637.83 | 130,736.77 | 15.00 |
| | HUMANE SOCIETY OF THE UNITED STATES, THE | SHARE GROUP, INC. | TELEMARKETING | 1,387,881.00 | 206,731.00 | 14.90 |
| | CITIZENS AGAINST GOVERNMENT WASTE | FACTER DIRECT LTD | TELEMARKETING | 109,739.00 | 16,068.83 | 14.64 |
| | ADSA, INC. | FUNDRAISERS INCORPORATED | TELEMARKETING | 874,322.19 | 126,818.83 | 14.50 |
| | AMERICAN SOCIETY FOR THE PREVENTION OF CRUELTY TO ANIMALS, THE | FACTER DIRECT LTD | TELEMARKETING | 188,887.00 | 26,855.00 | 14.22 |
| | FIREFIGHTERS CHARITABLE FOUNDATION | CIVIC DEVELOPMENT GROUP, LLC | TELEPHONE SOLICITATION | 883,298.00 | 123,662.00 | 14.00 |
| ** | NATIONAL WILDLIFE FEDERATION | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 46,690.00 | 6,002.00 | 12.86 |

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| | CALIFORNIA ABORTION AND REPRODUCTIVE RIGHTS ACTION LEAGUE NORTH | FACTER DIRECT LTD | TELEMARKETING | 10,408.00 | 1,315.66 | 12.64 |
| | AMNESTY INTERNATIONAL OF THE USA, INC. | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 28,311.00 | 3,508.95 | 12.39 |
| | HERITAGE FOUNDATION, THE | FACTER DIRECT LTD | TELEMARKETING | 618,562.00 | 75,620.00 | 12.23 |
| | ADSA, INC. | CHARITABLE RESOURCE FOUNDATION, INC. | TELEPHONE APPEAL/DIRECT | 2,106,492.54 | 252,799.10 | 12.00 |
| | KIDS WISH NETWORK, INC. | TELESYSTEMS MARKETING, INC. | TELEMARKETING | 109,847.97 | 13,181.76 | 12.00 |
| | REACH OUR CHILDREN, INC. | CHARITABLE RESOURCE FOUNDATION, INC. | TELEPHONE APPEAL/DIRECT | 149,780.37 | 17,973.64 | 12.00 |
| | INTERNATIONAL NARCOTIC ENFORCEMENT OFFICERS | LAS, LLC | TELEMARKETING | 67,087.00 | 8,050.00 | 12.00 |
| | NATIONAL PARKS CONSERVATION ASSOCIATION | FACTER DIRECT LTD | TELEMARKETING | 203,036.00 | 23,941.26 | 11.79 |
| | AMERICAN WHEELCHAIR VETERANS ASSOCIATION | SOUTHERN CALIFORNIA FUNDRAISING | TELEMARKETING | 102,785.47 | 11,938.88 | 11.62 |

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| ** | SOUTHERN POVERTY LAW CENTER | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 324,272.50 | 37,261.24 | 11.49 |
| ** | AMERICAN ASSOCIATION OF UNIVERSITY WOMEN | OUTREACH CENTER, INC., THE | TELEMARKETING | 185,023.00 | 20,894.00 | 11.29 |
| | ALLIANCE DEFENSE FUND, INC. | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 46,812.67 | 5,282.72 | 11.28 |
| | RAINFOREST ACTION NETWORK | SHARE GROUP, INC. | TELEMARKETING | 45,177.00 | 5,081.00 | 11.25 |
| | PACIFIC WEST CANCER FUND | BEE, L.C. | TELEMARKETING | 345,393.44 | 38,089.86 | 11.03 |
| | CANCER FUND OF AMERICA, INC. | CIVIC DEVELOPMENT GROUP, LLC | TELEPHONE SOLICITATION | 211,442.00 | 23,259.00 | 11.00 |
| | CANCER FUND OF AMERICA, INC. | CIVIC DEVELOPMENT GROUP, LLC | TELEPHONE SOLICITATION | 49,200.00 | 5,412.00 | 11.00 |
| | TOMORROW'S ABUNDANCE, INC. | TELEMARKETINGFROMHOME.COM, INC. | TELEMARKETING | 99,109.98 | 9,911.00 | 10.00 |
| | ASSOCIATION FOR POLICE AND SHERIFFS, INC. | KINSHIP COMMUNICATIONS | TELEMARKETING | 356,075.25 | 35,607.53 | 10.00 |

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| | ASSOCIATION FOR POLICE AND SHERIFFS, INC. | SAFETY ENFORCEMENT | TELEMARKETING | 15,075.00 | 1,507.50 | 10.00 |
| | SAVE A CHILD FOUNDATION | TELESERVICE U.S.A. | TELEMARKETING | 85,610.00 | 8,561.00 | 10.00 |
| | TOMORROW'S ABUNDANCE, INC. | CAMPAIGN CENTER, INC., THE | TELEMARKETING | 4,822.50 | 482.25 | 10.00 |
| | ASSOCIATION FOR FIREFIGHTERS AND PARAMEDICS | SAFETY ENFORCEMENT | TELEMARKETING | 28,647.00 | 2,864.70 | 10.00 |
| | COMMITTEE FOR MISSING CHILDREN, INC., THE | LAS, LLC | TELEMARKETING | 44,783.00 | 4,478.00 | 10.00 |
| | SHILOH INTERNATIONAL MINISTRIES, INC. | NATIONWIDE FUNDRAISERS, INC. | TELEMARKETING | 308,075.00 | 30,776.00 | 9.99 |
| | SHILOH INTERNATIONAL MINISTRIES, INC. | NATIONWIDE FUNDRAISERS, INC. | TELEMARKETING | 37,686.00 | 3,761.00 | 9.98 |
| | AMVETS DEPARTMENT OF CALIFORNIA | MIDWEST PUBLISHING-AZ, INC. | TELEPHONE SOLICITATION | 439,027.86 | 43,814.15 | 9.98 |
| | ASSOCIATION FOR FIREFIGHTERS AND PARAMEDICS | KINSHIP COMMUNICATIONS | TELEMARKETING | 405,298.15 | 40,429.82 | 9.98 |

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| | NATIONAL COALITION OF PRAYER, INC. | CHARITABLE RESOURCE FOUNDATION, INC. | TELEPHONE APPEAL/DIRECT | 399,673.43 | 37,524.18 | 9.39 |
| | INTERNATIONAL UNION OF POLICE ASSOCIATIONS | LAS, LLC | TELEMARKETING | 496,989.00 | 44,729.00 | 9.00 |
| | MOTHERS AGAINST DRUNK DRIVING | DIALAMERICA MARKETING, INC. | BUSINESS-TO-BUSINESS TELEMARKETING | 55,904.00 | 4,144.00 | 7.41 |
| | MIRACLE FLIGHTS FOR KIDS, INC. | TELE-RESPONSE CENTER, INC. | TELEMARKETING | 360,504.02 | 26,667.00 | 7.40 |
| ** | RAILS TO TRAILS CONSERVANCY | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 42,360.07 | 3,129.48 | 7.39 |
| | MUNICIPAL MOTORCYCLE OFFICERS OF CALIFORNIA | VARIETY INTERNATIONAL PRODUCTIONS, INC. | PR SERVICES, TELEMARKETING | 444,157.07 | 23,936.00 | 5.39 |
| | PEOPLE FOR THE AMERICAN WAY | SHARE GROUP, INC. | TELEMARKETING | 92,429.00 | 4,826.00 | 5.22 |
| ** | WILDERNESS SOCIETY, THE | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 34,232.84 | 1,563.45 | 4.57 |
| | PLANNED PARENTHOOD FEDERATION OF AMERICA | SHARE GROUP, INC. | TELEMARKETING | 252,019.00 | 10,192.00 | 4.04 |

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| | AMNESTY INTERNATIONAL OF THE USA, INC. | TELEFUND, INC. | TELEPHONE FUNDRAISING | 261,080.00 | 5,555.10 | 2.13 |
| | AMERICAN CIVIL LIBERTIES UNION FOUNDATION, INC. | SMITH COMPANY, THE | TELEFUNDRAISING | 83,768.50 | 715.87 | 0.85 |
| | PROJECT ANGEL FOOD | FACTER DIRECT LTD | TELEMARKETING | 21,537.00 | 165.00 | 0.77 |
| | MOTHERS AGAINST DRUNK DRIVING | DIALAMERICA MARKETING, INC. | BUSINESS-TO-BUSINESS TELEMARKETING | 51,400.00 | 276.00 | 0.54 |
| | NATIONAL WILDLIFE FEDERATION | FACTER DIRECT LTD | TELEMARKETING | 479,090.00 | 1,989.00 | 0.42 |
| | KVIE CHANNEL 6 | EDGE TELESERVICES, INC. | TELEMARKETING | 12,423.00 | 0.00 | 0.00 |
| | CHILDREN'S WISH FOUNDATION INTERNATIONAL, INC. | REESE BROTHERS, INC. | TELEPHONE SOLICITATION | 81,654.00 | 0.00 | 0.00 |
| | GREATER LOS ANGELES ZOO ASSOCIATION | EDGE TELESERVICES, INC. | TELEMARKETING | 147,875.00 | 0.00 | 0.00 |
| ** | PUBLIC CITIZEN, INC. | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 30,025.00 | -16,380.75 | 0.00 |

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Table 4

*** As reported by the Commercial Fundraiser

Breakdown of Campaigns by Event
Listing in Alphabetical Order by Event Type

| Event Type | Charity/Charitable Purpose | Commercial Fundraiser | Activity*** | Total Revenue | To Charity | % |
|-------------------|--|--------------------------------------|------------------------|----------------------|-------------------|----------|
| | ENVIRONMENTAL CAREERS ORGANIZATION | LESTER, INC. | TELEPHONE SOLICITATION | 2,725.00 | -1,367.65 | 0.00 |
| ** | AMERICAN CIVIL LIBERTIES UNION | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 75,899.00 | -20,333.50 | 0.00 |
| | OXFAM AMERICA | TELEFUND, INC. | TELEPHONE FUNDRAISING | 12,764.00 | -3,433.50 | 0.00 |
| | HUMAN RIGHTS CAMPAIGN FOUNDATION | TELEFUND, INC. | TELEPHONE FUNDRAISING | 475,258.30 | -14,872.55 | 0.00 |
| | CALIFORNIA STATE PARKS FOUNDATION | SHARE GROUP, INC. | TELEMARKETING | 14,715.00 | -1,336.00 | 0.00 |
| | FOUNDATION FOR NATIONAL PROGRESS | TELEFUND, INC. | TELEPHONE FUNDRAISING | 95,708.00 | -13,531.82 | 0.00 |
| ** | CALIFORNIA STATE UNIVERSITY, SACRAMENTO TRUST FOUNDATION | EDGE TELESERVICES, INC. | TELEMARKETING | 5,940.00 | -9,066.00 | 0.00 |
| | INTERNATIONAL CHRISTIAN MEDIA, INC. | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 8,585.50 | -1,414.50 | 0.00 |
| ** | PUBLIC CITIZEN FOUNDATION | PUBLIC INTEREST COMMUNICATIONS, INC. | TELEMARKETING | 21,655.00 | -29,862.00 | 0.00 |

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| | UNION RESCUE MISSION | UNIVISION MARKETING GROUP, INC. | TELEMARKETING | 11,064.00 | -3,065.31 | 0.00 |
| | COMMUNITY TELEVISION OF SOUTHERN CALIFORNIA | MKTG TELESERVICES, INC. | TELEMARKETING | 14,422.00 | -1,457.00 | 0.00 |
| | COMMUNITY TELEVISION OF SOUTHERN CALIFORNIA | MKTG TELESERVICES, INC. | TELEMARKETING | 77,545.00 | -17,593.00 | 0.00 |
| | MONTALVO | MKTG TELESERVICES, INC. | TELEMARKETING | 32,035.00 | -4,780.00 | 0.00 |
| | UNITED JEWISH FEDERATION OF SAN DIEGO COUNTY | MKTG TELESERVICES, INC. | TELEMARKETING | 20,246.00 | -2,072.00 | 0.00 |
| | CATHOLIC MEDICAL MISSION BOARD, INC. | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 92,320.00 | -2,393.00 | 0.00 |
| | CONCERNED WOMEN FOR AMERICA | MDS COMMUNICATIONS CORPORATION | TELEMARKETING | 701,728.00 | -73,828.00 | 0.00 |
| | LIGHTHOUSE INTERNATIONAL | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 13,294.00 | -1,539.60 | 0.00 |
| | PLANETARY SOCIETY, THE | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 47,300.00 | 0.00 | 0.00 |

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|-------------------|---|---------------------------------|------------------------|----------------------|-------------------|----------|
| | PLANETARY SOCIETY, THE | HARRIS O'MALLEY MARKETING, INC. | TELEPHONE SOLICITATION | 47,418.00 | 0.00 | 0.00 |
| | CATHOLIC CHARITIES USA | TELEFUND, INC. | TELEPHONE FUNDRAISING | 21,726.00 | 0.00 | 0.00 |
| | COMMON CAUSE | FACTER DIRECT LTD | TELEMARKETING | 33,761.00 | -4,830.00 | 0.00 |
| | ALZHEIMER'S ASSOCIATION, THE | FACTER DIRECT LTD | TELEMARKETING | 22,941.00 | -3,364.00 | 0.00 |
| | AMERICAN HUMANE SOCIETY | FACTER DIRECT LTD | TELEMARKETING | 4,150.00 | -1,852.00 | 0.00 |
| | GAY, LESBIAN AND STRAIGHT EDUCATION NETWORK | SHARE GROUP, INC. | TELEMARKETING | 29,484.00 | 0.00 | 0.00 |
| | HSUS WILDLIFE LAND TRUST, THE | SHARE GROUP, INC. | TELEMARKETING | 8,479.00 | -5,935.00 | 0.00 |
| | INFACT "INFT" | SHARE GROUP, INC. | TELEMARKETING | 6,310.00 | -4,398.00 | 0.00 |
| | LIGHTHOUSE INTERNATIONAL | SHARE GROUP, INC. | TELEMARKETING | 16,679.00 | -1,326.75 | 0.00 |

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|-------------------|--|------------------------------|--------------------|----------------------|-------------------|----------|
| | NATIONAL PARK TRUST | SHARE GROUP, INC. | TELEMARKETING | 34,613.00 | -16,012.00 | 0.00 |
| | NATIONAL WILDLIFE FEDERATION | SHARE GROUP, INC. | TELEMARKETING | 247,373.90 | -68,525.80 | 0.00 |
| | RAILS TO TRAILS CONSERVANCY | SHARE GROUP, INC. | TELEMARKETING | 9,198.00 | -1,890.00 | 0.00 |
| | CHURCH WORLD SERVICE, INC. | FACTER DIRECT LTD | TELEMARKETING | 8,271.00 | -4,987.00 | 0.00 |
| | AMERICA'S ATHLETES WITH DISABILITIES, INC. | TELE-RESPONSE CENTER, INC. | TELEMARKETING | 632.20 | -3,124.86 | 0.00 |
| | COMMON CAUSE | FACTER DIRECT LTD | TELEMARKETING | 28,266.00 | -14,158.57 | 0.00 |
| | INTERFAITH ALLIANCE, INC., THE | FACTER DIRECT LTD | TELEMARKETING | 21,045.00 | -14,451.00 | 0.00 |
| | INTERNATIONAL RESCUE COMMITTEE | FACTER DIRECT LTD | TELEMARKETING | 34,882.00 | -11,041.00 | 0.00 |
| | AMERICAN RED CROSS, LOS ANGELES CHAPTER | FACTER DIRECT LTD | TELEMARKETING | 44,972.00 | -9,077.98 | 0.00 |

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|-------------------|--|------------------------------|--|----------------------|-------------------|----------|
| | RIVERSIDED COMMUNITY HEALTH FOUNDATION | IDC, LTD. | ACQUI/TEL TELECOMMUNICATIONS PROGRAM | 36,985.00 | -64,811.20 | 0.00 |
| | NATIONAL TRUST FOR HISTORIC PRESERVATION IN THE UNITED STATES | FACTER DIRECT LTD | TELEMARKETING | 151,830.00 | -36,639.00 | 0.00 |
| | UNITED STATES FUND FOR UNICEF | FACTER DIRECT LTD | TELEMARKETING | 22,421.00 | -14,873.00 | 0.00 |
| | WILDERNESS SOCIETY, THE | FACTER DIRECT LTD | TELEMARKETING | 9,369.00 | -765.00 | 0.00 |
| | CHRISTIAN BLIND MISSION INTERNATIONAL | TELE-DATA SERVICES, INC. | TELEMARKETING | 2,598.00 | 0.00 | 0.00 |
| | CITIZENS AGAINST GOVERNMENT WASTE | FACTER DIRECT LTD | TELEMARKETING | 46,831.00 | -30,770.00 | 0.00 |

TELEMARKETING

| | | | | | |
|----------------------|--------------------|-------------------------|-------------------|-----------------------------------|----------------|
| Total Revenue | 145,338,373 | Total To Charity | 65,349,173 | Average Percent To Charity | 44.96 % |
|----------------------|--------------------|-------------------------|-------------------|-----------------------------------|----------------|

MISCELLANEOUS

| | | | | | | |
|--|------------------|-----------------------------|--|----------|----------|--------|
| | GROUNDSPRING.ORG | WORKING ASSETS ONLINE, INC. | PROMOTION OF WEBSITE WHERE DONOR MAY DONATE | 9,730.00 | 9,730.00 | 100.00 |
|--|------------------|-----------------------------|--|----------|----------|--------|

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Breakdown of Campaigns by Event
Listing in Alphabetical Order by Event Type

| Event Type | Charity/Charitable Purpose | Commercial Fundraiser | Activity*** | Total Revenue | To Charity | % |
|-------------------|---|------------------------------|---|----------------------|-------------------|----------|
| | GROUNDSPRING.ORG | WORKING ASSETS ONLINE, INC. | PROMOTION OF WEBSITE WHERE DONOR MAY DONATE | 307,784.00 | 307,784.00 | 100.00 |
| | UNITED CANCER RESEARCH SOCIETY | ROBERT EARHART | ENCOURAGE ESTABLISHMENT OF CHARITABLE TRUSTS | 1,172,000.00 | 1,127,993.00 | 96.25 |
| | FATHER JOE'S VILLAGES | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 500.00 | 462.50 | 92.50 |
| | CHILDREN'S HUNGER FUND | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 1,550.00 | 1,433.75 | 92.50 |
| | AIDS RESEARCH ALLIANCE OF AMERICA | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 30.00 | 27.75 | 92.50 |
| | JUVENILE DIABETES FOUNDATION | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 50.00 | 46.25 | 92.50 |
| | BOYS & GIRLS CLUB OF SAN GABRIEL VALLEY | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 10.00 | 9.25 | 92.50 |
| | GIVING CHILDREN HOPE | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 230.00 | 212.75 | 92.50 |
| | NATIONAL AIDS FOUNDATION-JOSUE HOMES | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 200.00 | 185.00 | 92.50 |

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|-------------------|--|---|-------------------------|----------------------|-------------------|----------|
| | ST. VINCENT DE PAUL VILLAGE | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 100.00 | 92.50 | 92.50 |
| | ALPHA PROJECT FOR THE HOMELESS | CHARITABLE CHOICES | ONLINE DONATION SERVICE | 40.00 | 37.00 | 92.50 |
| | KINDHEARTS | NORTH AMERICAN PROFESSIONAL SERVICE, INC. | FUNDRAISING SPEECH | 52,244.00 | 44,682.54 | 85.53 |
| | AMERICA'S ATHLETES WITH DISABILITIES, INC. | CONTRACT COMMUNICATIONS, INC. | BUSINESS-TO-BUSINESS | 306,043.00 | 52,027.00 | 17.00 |
| | AMERICA'S ATHLETES WITH DISABILITIES, INC. | CONTRACT COMMUNICATIONS, INC. | BUSINESS-TO-BUSINESS | 225,127.00 | 38,271.00 | 17.00 |
| | JUNIOR POLICE ACADEMY | NETWORK MANAGEMENT PRESS, INC. | AD SALES & PUBLISHING | 119,680.50 | 16,306.58 | 13.63 |
| ** | SOUTH LAKE TAHOE OPTIMIST CLUB | ROBERT H. DAVIES | AUTOMOBILE RAFFLE | 113,243.50 | 14,899.08 | 13.16 |
| | LITTLE HEROES FOUNDATION, THE | CONTRACT COMMUNICATIONS, INC. | BUSINESS-TO-BUSINESS | 317,984.00 | 38,158.00 | 12.00 |
| | FOR KIDS SAKE | CONTRACT COMMUNICATIONS, INC. | BUSINESS-TO-BUSINESS | 110,794.00 | 11,079.00 | 10.00 |

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|----------------------|---|--------------------------------|-------------------------|----------------------|-----------------------------------|----------------|
| | NATIONAL ASSOCIATION OF VETERAN POLICE OFFICERS | NETWORK MANAGEMENT PRESS, INC. | AD SALES & PUBLISHING | 276,878.00 | 24,456.00 | 8.83 |
| | INTERNATIONAL ASSOCIATION OF RETIRED FIREFIGHTERS | NETWORK MANAGEMENT PRESS, INC. | AD SALES & PUBLISHING | 414,135.96 | 28,989.52 | 7.00 |
| | RETIRED AND DISABLED POLICE OF AMERICA | NETWORK MANAGEMENT PRESS, INC. | AD SALES & PUBLISHING | 584,669.03 | 40,926.83 | 7.00 |
| | WE-TIP, INC. | NETWORK MANAGEMENT PRESS, INC. | AD SALES & PUBLISHING | 1,276,692.78 | 67,423.64 | 5.28 |
| MISCELLANEOUS | | | | | | |
| | Total Revenue | 5,289,716 | Total To Charity | 1,825,233 | Average Percent To Charity | 34.51 % |

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Table 4

*** As reported by the Commercial Fundraiser