

2019 Sourcebook

Yellow Pages Directory

Advertising Index

5W Strategies, Inc		13
Action MailersMailing/Lettershop Divid	der,	69
Allied Printing Resources	25,	81
AMi, Inc	29,	70
Atlantic List Company, Inc		
BIGEYE Direct, Inc.	47,	71
Chapman Cubine + Hussey		
Colortree Group	26,	81
Corporate Mailing Services, Inc. (CMS) 14, 29,		
CP Direct		
DaVinci Direct		36
Direct Mail Processors		
DR2		
Hub Labels, Inc		
Japs-Olson Company Back Cover,		
L & E Meridian Yellow Pages Section Divider, 15,		
Lautman Maska Neill & Company		
MailSmart Logistics Inside Front Cov		
Media Reactions, Inc.		
Membership Cards Only		
Membership Marketing Partners, LLC		
NMG Corporation/NMG Mailers		
Nova Label Co., Inc.		
One & All		
OnTime Card Solutions		
Production Solutions		
Rite Envelope and GraphicsEnvelopes Divid		
Silver Marketing10,		
Sisk Fulfillment Service		
Sue Curran Design		
The Calmark Group		
The Harrington Agency		
The Magnet Guys		
The Production Advantage		
The Production Management GroupInside Back (
	12,	
Tri State Envelope		28
US Monitor		
Washington Intelligence Bureau		8
Wunderman Data	18	19

Table of Contents

Advocacy & Political Consultants
Caging / Lockbox Services / Payment Processing5
Creative / Copywriting / Design / Production9
Data & Analytics13
Digital Marketing / Mobile / Social Media / Email21
Envelope Printers & Manufacturers25
Fulfillment29
Full-Service Fundraising & Marketing Agencies33
Full-Service Operation47
Fundraising & Marketing Consultants55
List Broker / Compiler / Manager61
Mailing / Lettershop (Including International)69
Premiums / Promotional Products & Contests79
Printers (Including Specialty)81
Telemarketing / Customer Service89
Video Production / Duplication91
Web Design & Services93
Index by Company94



Advocacy & Political Consultants



CAPTEL

Phil Smith, President & CEO 300 Fifth Street, NE Washington, DC 20002 202-546-6874 psmith@captel.net www.captel.net



CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broadbased fundraising services for political organizations, public policy institutions and nonprofit organizations.

Integrated Direct Marketing

Michael Rooney, Principal 1250 Connecticut Avenue, NW Suite 700 Washington, DC 20036 202-261-6587 Fax: 202-261-6589 mrooney@idm-dc.com www.idm-dc.com



Integrated Direct Marketing is a fullservice fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

The Delta Group USA, Inc.

Steve LeBlanc, President 6715 Little River Turnpike, Suite 207 Annandale, VA 22003 703-914-1266 x108 steve@deltagroup.info www.deltagroup.info



A full-service direct mail agency located near Washington, DC. We specialize in fundraising and consulting to nonprofits and conservative political campaigns.

We develop cost effective direct mail program strategies for each client. Our team consists of a network of highly skilled direct mail professionals with experience in copy, lists, analytics, print and data.





Caging / **Lockbox Services / Payment Processing**



Agilis

Jessica Fisher, Relationship Manager 2381 Crossroads Boulevard Albert Lea, MN 56007 507-379-1418 jessica.fisher@aqilisco.com www.agilisco.com



Agilis is a national donations processing and fulfillment company dedicated to meeting the unique needs of nonprofit organizations. We provide specialized donations and document processing, data capture, data customization for file upload, direct database lookup, donor account maintenance, research/retrieval archived images, acknowledgements, and fulfillment services.

Agilis is PCI certified and undergoes an annual SSAE Soc 1 Type 2 audit. Located in America's heartland, we truly have a heart for the work of nonprofit organizations with whom we have the privilege of partnering with.

Deluxe Treasury Management Solutions

Tiffany Fortier 168 Lisbon Street Lewiston, ME 04240 207-782-6858 x7442 tiffany.fortier@deluxe.com www.fi.deluxe.com/nonprofit

DELUXE

Treasury Management Solutions

Deluxe Treasury Management Solutions provide secure caging, lockbox, data entry, and acknowledgment services to nonprofits across the country. We offer an online archive, remote capture, electronic check deposit, flexible reporting options, comprehensive fulfillment services, and excellent customer care.

Using extensive experience, we combine proprietary technology with manual processing methods to accurately capture donation details based on your specific requirements and report them back to you.

Contact us to discover how we simplify and centralize donation processing with flexible, scalable, outsourcing options.





25 Years of Service

- · Response Processing & Fulfillment
- Direct Mail & Online
- Timely Deposits
- Non-Profit
- Commercial
- Government

For 25 years, DMP has been a leading provider of caging / lockbox, data capture, scanning & imaging, inbound telemarketing, fulfillment and acknowledgment services.

www.dmpinc.net | 301.714.4700 sales@dmpinc.net



Direct Mail Processors, Inc.

Robb Wanner 1150 Conrad Court Hagerstown, MD 21740 301-812-0135 Cell: 301-641-7474 rwanner@dmpinc.net www.dmpinc.net



For 26 years, DMP has been the leading provider of caging/lockbox, data entry, data scanning/imaging, strategic information, high touch donor processing, and acknowledgement services to the Nonprofit and Commercial Community. DMP has the strongest level of customer service and communication channels in place to support our clients and their donors.

Since our founding in 1992, DMP has undergone a remarkable period of growth adding significantly to our service capabilities. We have grown our business by offering unparalleled customer service, our flexibility to accommodate special requirements and by developing the best system practices available today. Also, DMP offers Image Cash Letter processing, our real time Strategic Information System, analytical reporting and is PCI DSS compliant to handle all credit card transactions.

Our rapid processing of the mail combined with our state-of-the-art image capture capabilities enable our clients to maximize their revenues. We can offer this same advantage to you.

EngageUSA

Susan Mayonado, Director, Client Services 880 North East Street, Suite 205 Frederick, MD 21701 301-631-1010 x1032 susanm@engageusa.com www.engageusa.com



EngageUSA is dedicated to serving the unique needs of nonprofit organizations like yours. Our state-of-the art lockbox system is unrivaled and provides our clients with the fastest, most accurate and secure caging services available.

At EngageUSA, we understand the challenges of fundraising and we're committed to your success. And that's why we guarantee your clean donation deposits and data will be available the following business day after it arrives at our facility. Becoming an EngageUSA partner is easy and painless. Our relationships with banks and deposit services will allow us to facilitate a quick and seamless transition for your organization.

If you require the best in caging services, please contact us. We're confident that, after exploring the unparalleled service we provide, you'll want to join the many nonprofit organizations who count on us to help them achieve their organizational goals.

Merkle Response **Management Group**

Steven L. Gregg, VP, Sales & Marketing 100 Jamison Court Hagerstown, MD 21740 301-790-3100 Cell: 703-909-8666

sgregg@merkleinc.com www.merkleresponse.com

Merkle Response Management Group (RMG) helps nonprofit organizations elevate the donor experience and improve retention through processing expertise and data-driven insights enabled by advanced technology. Merkle RMG combines a comprehensive set of best-in-class multi-channel direct response processing, donor care and fulfillment solutions with actionable strategies that drive one-to-one relationships and increase lifetime donor value.

Applying best practices learned during 36 years in business, we employ a high-tech/high touch approach that helps minimize costs while ensuring a high level of donor satisfaction through fast, accurate, secure and responsive service that is tailored to each client's requirements and strategic objectives. Services include caging, scanning/ imaging, data entry, exceptions handling, image archive and retrieval, inbound call center, e-mail customer service, acknowledgment / premium fulfillment, sustainer management, event processing, merchant services, website development and strategy & analytics. Let Merkle RMG help you cultivate stronger relationships with your donors as a partner in your fundraising success!

NACHA

Peter Hohenstein, Senior Director, ACH Network Administration

2552 Wasser Terrace, Suite 400 Herndon, VA 20171 703-561-3919

phohenstein@nacha.org www.electronicpayments.org/donor



NACHA is the steward of the ACH Network that powers direct withdrawal via ACH, commonly known as Electronic Funds Transfer or EFT. For more information on how this donation method can help nonprofits build its sustaining donor program and achieve their fundraising goals, visit ElectronicPayments.org/donor to download a toolkit that offers best practices, practical tips and resources for leveraging direct withdrawal via ACH to retain donors and sustain contributions.

Payment Solutions, Inc.

Geoff Biddle, CEO 9210 Corporate Boulevard, Suite 315 Rockville, MD 20850 301-986-1062 geoff@paymentsolutionsinc.net



Payment Processing

www.paysolinc.com

Payment Solutions provides payment processing in all major donation channels. Our legacy and Salesforce systems process daily/weekly/monthly direct debit EFTs, credit card charges, Amazon Payments and e-check payments for One-time, 1st Sustainer and Recurring donations.

Let us show you how we consolidate payments, reporting and reconciliations across all your website, telemarketing, caging and canvassing activity.

Our staff is "hands on" and proud of our meticulous attention to detail, emphasis on cost containment, accountability and excellent customer service.



Washington Intelligence Bureau (WIB) uses the industry's most advanced technology to process payments and donations with speed, accuracy and the highest level of confidentiality.





4128 Pepsi Place Chantilly, VA 20151 (703) 817-1308 www.wibmail.com WIB is a highly-respected lockbox and caging service provider in Northern Virginia. WIB takes pride in partnerships and works with clients to create a custom solution for document processing that works. WIB offers easy to manage remittance processing for businesses and non-profits of all sizes. WIB's escrow services are recommended for those needing A/R and A/P bookkeeping services and business reply mail account services, amongst others.

Washington Intelligence Bureau

John M. Robinson, *President* 703-817-1308 x246 johnr@wibmail.com

Marcia Brooks, CFO 571-643-8066 marciab@wibmail.com

4128 Pepsi Place Chantilly, VA 20151 Fax: 703-817-1675 www.wibmail.com The marketing industry Is forever changing and Washington Intelligence Bureau (WIB) is dedicated to keeping up with the times. As the industry is advancing, so is WIB, producing notable ROI for their clients.

Serving Northern Virginia and beyond, WIB is committed to assisting nonprofit and for-profit organizations with Caging/Lockbox and escrow services. With over 50 years of service and hundreds of satisfied clients, WIB believes that partnership is the key to success.

For more information, up-to-date blog posts, and product knowledge, visit their website

Creative / Copywriting / Design/ Production



Barry Cox, Copywriter

927 South Walter Reed Drive, Suite 26 Arlington, VA 22204 703-892-2577

Fax: 703-892-2481 bcoxwriter@aol.com

Smart, fast, experienced, affordable, versatile and, not least of all, quite good. Everything you've always wanted in a fundraising specialist but couldn't find ... until now.

Direct Creative, Inc.

Scott E. Huch, President 3701 South George Mason Drive Unit 2114-N Fall Church, VA 22041 703-933-3845 scott@directcreative.info www.directcreative.info



You need copy fast. You need to beat a control. You need creative that's on time and on budget. You need results.

You need Direct Creative. For 37 years, I've been writing copy that changes minds, wins voters, raises money, and recruits volunteers.

Direct mail is my specialty – engaging, informative, and persuasive. And I never lose focus on your marketing objective – I'll help you get the results you need.

Call today for a free consultation.



DR2

Steve Fleshman, Founder & Creative Partner

8205 Chivalry Road Annandale, VA 22003 **703-560-2806**

dr2steve@aol.com www-dr-2.com



"It's not about making it look pretty. Fundraising design is about tapping into an audience's beliefs about how our world should be and using everything in your arsenal to compel them to act."

—Steve Fleshman Founder/Creative Partner DR2

So how can I help you tap into your audience?



Foremost Solutions Group, LLC

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup .com

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Hispanic Marketing & Publishing

Daniel A. Gonzalez 939 8th Avenue, Suite 300 New York, NY 10019 212-682-0333

Text: 917-484-1842 dagonzalezny@gmail.com

HISPANIC DIRECT MARKETING
Strategic planning and Spanish
copywriting, original design and
creative adaptations. Specializing in
promotions for health and children's
publishers and nonprofit organizations.
Formats include traditional direct mail
efforts, social media, web pages, search
ads; collection letters and fulfillment
material. Translated and edited more
than 75 books and booklets.

Forty years of direct marketing and publishing experience, including Time Latin America, Time-Life Books, PCH and Prentice Hall. Recent projects included: Editorial and marketing for Bottom Line Inc. for diabetes book; Guideposts, Highlights' High Five Bilingüe magazine, Loyola Press. Editor of The DMA's Directo Hispanic Council's newsletter, Línea Directa, for 11 years.

Impact Communications, Inc.

Kathy Swayze, CFRE, President 735 8th Street, SE, Floor 2 Washington, DC 20003 202-543-7671 kswayze@impactdc.com www.impactdc.com



Award-winning fundraising creative strategy and compelling copy for your direct response, mid-level, major gift, and gift planning programs. Impact Communications is here to help you change the world, one story at a time.

Production Solutions

Ben Harris, *President* 1953 Gallows Road, Suite 500 Vienna, VA 22182 **703-734-5700** bharris@psmail.com www.productionsolutions.com



Serving the nonprofit community for nearly 30 years, Production Solutions is one of the nation's largest and most comprehensive direct response production management firms. As your strategic partner, we provide cost-effective and customized solutions to ensure success with each campaign.

We are grateful to serve many of the nation's top nonprofit organizations while working with industry-leading suppliers, agencies, and consultants to enhance your fundraising program goals.

Contact us today to experience the Production Solutions difference!

Silver Marketing

301-951-3505

Patricia Silver, President Katherine Carr, Executive Vice President 7910 Woodmont Avenue, Suite 914 Bethesda, MD 20814

Fax: 301-652-3691 psilver@silvermarketing.com kcarr@silvermarketing.com www.silvermarketing.com



A full-service marketing agency offering insightful strategic planning and consultation, award winning creative, quality production, analysis and implementation of marketing programs and campaigns. Specializes in direct mail, email, internet marketing, print and advertising.

Specialties include publishing, financial, insurance, healthcare, business-to-business, high tech, retail and entertainment marketing.

SJM Copywriting

Stephan Mathys, Principal 220 Monroe Mill Drive Ballwin, MO 63011 317-340-5773

stephan@sjmcopywriting.com www.sjmcopywriting.com



HEY! Got lousy renewal rates? Decreasing average size? Negative direct mail ROI? Do you know why?

It could be anything from your list to outer envelope to your message. To find out, call a verified direct response creative professional with 16 years' experience in data analysis and segmentation.

We'll look at everything from Dear Friend to P.S. and get you better results, so you can make a better community.

Stephen@copybygod.com

Stephen Godbout 803 Brantford Avenue Silver Spring, MD 20904 301-535-3772 stephen@copybygod.com

Nearly 20 years copywriting experience with over 50 international and local awards, including DMAW 2018 Volunteer of the year.

Direct Mail, Digital, Email, Web, Content Management.

Quality, effective copy at affordable rates. Always willing to work with your budget. Portfolio includes: humanitarian, environmental, international relief, political, crisis-response, civil rights, community service.

Sue Curran Design Art Direction | Print Management

Sue Curran, Art Director 43050 Elk Place Chantilly, VA 20152 703-926-0594 currancreates@gmail.com



I've worked with marketers, associations and nonprofits to inform and inspire constituencies for more than 20 years. With a unique combination of eye-catching design and thorough print management skills, I take clients' projects from concept, design, and production through printing and mailing.

Whether you're communicating B2B or B2C, the bottom line is I'll design the creative, high-impact printed piece you need, on time and on budget! So, next time you have an upcoming print project, let's talk!

Please call to view my portfolio!



The Production Management Group, Ltd.

Rick Powell, President Polly Papsadore, Business Development 7160 Columbia Gateway Drive Suite 300 Columbia, MD 21046 410-290-0667

Fax: 410-290-1578 rick@pmgdirect.net polly@pmgdirect.net www.pmgdirect.net



PMG provides full-service direct mail production management to nonprofits and the agencies that serve them.

Our team of seasoned production experts handles everything from initial planning, campaign execution, printing, data processing and mailing services to postal logistics and reporting. Our extensive network of carefully selected, high quality suppliers are ready to meet each client's unique needs. Our data hygiene, data processing and analytics services are offered in-house, providing you with an exceptional level of quality control and responsiveness. Our postal optimization services expedite delivery, decrease postal costs and provide free tracking of your outbound and inbound mail.

For over 20 years, PMG has provided superior quality, consistent on-time delivery, competitive pricing and innovative ideas to its client partners. And in today's marketplace, with increasing paper, freight and postage costs, we are constantly focused on finding ways to save our clients money. We look forward to working with you!

Vallejo, Fred Direct Marketing Copy, Inc.

Fred Vallejo, *Principal* PO Box 4558 Park City, UT 84060 435-901-2015 fred.a.vallejo@gmail.com

Expert fundraising copy - direct mail, email, web - and creative consulting for the likes of Earthjustice, International Rescue Committee, Museum of American Jewish History, Cincinnati Children's Hospital, National Wildlife Federation, Yosemite Conservancy, and many more.

As one client put it, "You're the copywriter I call when a package <u>has</u> to work."



Data & Analytics





We help marketers maximize their success by optimizing WHO to engage, with WHAT content, WHERE, WHEN and WHY

Ask us about our:

- AIM5™ Artificial Intelligence Marketing using the 5 W's Tools
- Capabilities Assessment and Roadmap
- 5W Optimization Workshops & Training Courses
- FREE Consultation

Maximize Your Success

(434) 973-6537

info@5WStrategists.com

www.5WStrategists.com

5W Strategies, Inc.

Jerry Montgomery, Founder & CEO 3445 Seminole Trail, Suite 292 Charlottesville, VA 22911 434-973-6537

info@5wstrategists.com www.5wstrategists.com

<u>5W</u>

STRATEGISTS

5W Strategists helps marketers maximize their success by optimizing Who to engage, with What content, Where, When and Why. We can work with you to assess your marketing capabilities and greatly improve your ROI through a tailored mix of our strategic consulting, artificial intelligence marketing (AIM5™) tools, analytics, modeling, database marketing and creative services – combined with the capabilities of your existing staff and partners to deliver you the most value for the lowest cost and risk.

AmeriList, Inc.

Ravi Buckredan, *Director, Business Development*

40 Ramland Road, South, Suite 2036 Orangeburg, NY 10962 800-457-2899

info@amerilist.com www.amerilist.com



As the nation's leading provider of multi-channel marketing solutions, AmeriList, Inc. can segment the best prospects for your next direct marketing campaign. AmeriList provides targeted mailing lists, telemarketing lists, email marketing data, database append and hygiene, as well as printing and direct mail services to business of all sizes.

Our core competencies are centered around helping clients improve their customer acquisition and retention programs by developing responsedriven marketing data. Growing your business is our business!

DON'T MISS

Data Strategy Forum May 9

National Housing Center Washington, DC



CorePro Data Direct

David Padilla, MCP, MDP, EMCM President

10432 Balls Ford Road, Suite 300 Manassas, VA 20109 703-542-4171

david@coreprodata.com www.coreprodata.com



Content matters

CorePro Data Direct is a specialized data services bureau that works exclusively as an extension of your team to (very meticulously) analyze, correct, de-duplicate and enhance your database so you can direct your efforts towards the delivery of your message. With nearly two decades of experience in intensive complex data scenarios and unorthodox requests, we are the solution to all of your data needs. Switch and get to the core of your data!

Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services 1625 Knecht Avenue Baltimore, MD 21227 410-501-1128 Cell: 410-259-0990

timf@whycms.com www.whycms.com



CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/ donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort-Full Lettershop with Intelligent Inserting and Flats-Variable Data/Imaging -TransPromo - Statements - Document and Facilities Management.

Data Management Inc.

Jim Strasbourger, President 8300 Greensboro Drive Suite 800 McLean, Virginia 22102 703-893-5627

Fax: 703-356-1698

jstrasbourger@data-management.com www.data-management.com



Data Management is a full-service data management company. Through innovative software products and analytical services, we help nonprofits store, segment, and use their data to drive fundraising success. DMI has supported Nonprofits for over 55 years by offering the following:

- Robust Donor Management Platform
- Data Warehousing
- Direct Mail Processing
- Data Integrations
- Real-time Campaign Analysis
- Online Batch Entry Tool
- List Fulfillment
- Merge Purge
- Customer Service team







Data Services, Inc.

Keith Messer, VP, Marketing & New **Business Development** 31516 Winterplace Parkway Salisbury, MD 21804 410-546-2206

dsisales@dataservicesinc.com www.dataservicesinc.com

Imagine creating an organizational database framework plugged into all your previously siloed data sources. Now imagine being able to access that centralized database via a robust DMP which allows you create, track, and manage campaigns as well as report, analyze and gain insights from response and other cross-channel elements via a NoSQL platform.

No need to imagine... With a unique blend of data management platform technology combined with database building/maintenance and global contact data quality services, Data Services, Inc. adds value by delivering a true 360° view of your customers and prospects.

DatabaseUSA: Fundraising Data & Insights

Monica Messer, VP, Business Development 11211 John Galt Boulevard Omaha, NE 68137 402-689-4501

monica.messer@databaseusallc.com www.databaseusallc.com

:DatabaseUSA

DatabaseUSA is a leading data compiler in the US -- compiling 14 million businesses and 240 million consumers.

We also provide affordable data hygiene and data appends services.

Specialty Fundraising Databases selectable by geography, wealth, age, aender...

- 45 Million Known Donors
- 270 Million Consumer Emails
- 100 Million Cell Phone Numbers
- 245 Million Consumers
- 90 Million Political Donors

Foremost Solutions Group,

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Frakture

Chris Lundberg, CEO 810 7th Street, NE Washington, DC 20002 202-930-0268 chris@frakture.com

www.frakture.com



Frakture is the future of nonprofit data management. Frakture automates reporting for agencies by extracting data from their client's platforms. Frakture increases efficiencies at nonprofits by automating data processes, managing strategic segments of people across systems, cleaning data and integrating systems. Using a warehouse for data standardization simplifies attribution and cross channel reporting. Clients access the data warehouse using Frakture's console, with a direct SQL connection or using a data visualization/business intelligence tool.

L & E Meridian

www.l-e.com

Scott Bobowick, Executive Vice President 8000 Corporate Court Springfield, VA 22153 703-913-0300 sbobowick@l-e.com

L@E Meridian

Your Goals. Our Expertise. A Perfect Match.

For over 30 years, L&E Meridian has been at the forefront in our industry offering professional services in high-volume data processing, digital printing and mail. We specialize in variable print applications, fulfillment, mailing services and project execution. We consistently strive to meet and exceed expectations and stay ahead of the curve in technology and services. Services Offered:

- Variable Printing
- Mailing Services
- Real Pen
- Statement Processing
- Full Production
- Data Services

Let's Work Together.

MarkeTeam, LLC

Jeff Huberty, Executive Vice President 600 North Town Center, Suite 1600 1200 Abernathy Road, NE Atlanta, GA 30328 770-274-3700

jhuberty@mkteam.com www.mkteam.com



Analytics + Strategy + Creative

All under one roof. All working together in seamless synergy, honed over 30 years partnering with the nation's leading nonprofits. We partner closely. Mobilize integrated teams to meld strategy, advanced analytic modeling, and compelling creative that delivers outstanding results. Over and over again. For advanced analytics, digital and direct mail, acquisition, advocacy, retention/lapsed, grateful patient, midlevel, and planned giving programs...

Learn why we've kept so many clients 10 years or more.

Marketing General Incorporated

Tom Beauchamp, Vice President Arina Polukhina, Data Analytics Manager

625 North Washington Street, Suite 450 Alexandria, VA 22314 703-739-1000

tbeauchamp@marketinggeneral.com apolukhina@marketinggeneral.com www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

MGI's Data Analytics team utilizes a number of parametric, non-parametric, machine learning, and database marketing techniques and methodologies to optimize marketing campaign performance, learn new insights & improve targeting, identify data-defined KPIs, and more.

MGI's Data Analytics team can perform demographic, psychographic, and behavioral profiling, RFM, clustering, Lifetime Value, engagement, renewal, event/meeting attendance, transactional analyses, as well as prospect selection modeling and more!

Visit www.marketinggeneral.com or contact Tom Beauchamp at 703-706-0377 or Arina Polukhina at 703-706-0338.

MMI Direct

John Bell, VP, Sales & Marketing 7160 Columbia Gateway Drive Suite 300 Columbia, MD 21046 310-372-9010

Fax: 310-372-9040 john@mmidirect.com www.mmidirect.com



Our process. Your great results.[™]

Experience and expertise matter. A pioneer in data hygiene/data processing for over 45 years, MMI provides detail-oriented, innovative and customized data solutions to our clients. It's the 5% difference that can make or break a campaign; we focus on that 5%. Our capabilities include data hygiene, merge/purge, merge optimization, ask string optimization, data appends, postal processing, segmentation, analytic services and ad hoc data projects.

Another important service we provide is list fulfillment, which is a vital revenue generator for our clients. We have been the leading list fulfillment company for decades, and understand that speed of file updates, counts, orders and delivery is the key.

We look forward to helping you optimize your data in your direct marketing programs. Contact us today regarding your next campaign.







ORI

Kathy Benson 171 Elden Street, Suite 160 Herndon, VA 20170 703-478-0910

Fax: 703-478-0936 info@oriresults.com www.oriresults.com



Innovative Insights. Driving Results.

DMAW's trusted research partner.

Curious about what your customers are thinking-and why? ORI applies innovative data collection and leverages best-in-class technology and patented Al-powered text analytics to help clients gain a full understanding of customer expectations. ORI is a fullservice customer experience consulting firm offering quick and efficient data collection, agile research and analysis, and systematic listening to mine all types of structured and unstructured customer feedback for insights.

Saturn Corporation

Fielding W. Yost, President 4701 Lydell Road Cheverly, MD 20781 301-772-4510

fielding@saturncorp.com www.saturncorp.com



Saturn Corporation provides cloudbased Enterprise-class database CRM technology for fundraising and membership organizations. The Eprísa platform residing in a world class 3-tier colo data center has a sophisticated integration HUB that provides for easy deployment for API's and SFTP's. It is positioned to easily take both structured and unstructured data through a next generation Prescriptix machine learning platform and proprietary decision science algorithms in a dynamic environment to drive marketing results.

Wiland

Dan Wells, Division VP, Nonprofit 7420 East Dry Creek Parkway Niwot, CO 80503 303-485-8686 Cell: 540-226-1488

dwells@wiland.com www.wiland.com

Wiland **DELIVERING THE FUTURE®**

Fundraisers and marketers in a wide range of industries rely on Wiland as their trusted partner to help them better understand their donors and fuel their organizations' growth through data-driven marketing audiences, marketing optimization, and business intelligence solutions. Utilizing sophisticated predictive analytics, Wiland leverages vast data resources to help its clients find new donors and optimize connections with existing ones.



NAPCO, Philadelphia, PA





WEBSITE:

www.dmaw.org



TWITTER HANDLE:

@thedmaw http://twitter.com/thedmaw



FACEBOOK:

DMAW

http://www.facebook.com/thedmaw



LINKEDIN:

Direct Marketing Association of Washington (search for name in LinkedIn groups)



QUESTIONS:

info@dmaw.org

Wunderman Data Products

Kim Upshaw, Business Development Director

2051 Dogwood Street, Suite 220 Louisville, CO 80027 914-798-7772

kim.upshaw@wundermandata.com www.wundermandp.com



WUNDERMAN DATA PRODUCTS

Wunderman Data Products' iBehavior data cooperative is a rich database of more than 190 million individuals and has been helping marketers improve the performance of their direct marketing programs since 1999. Our expertise spans a variety of verticals including: B2B, catalog, consumer magazine, finance, insurance, nonprofit, retail, travel/leisure, and subscription services. The combination of our people-based data, predictive analytics and machine-learning capabilities helps marketers identify their best customers at the right moments in the purchase cycle and drive new customer acquisition.



The iBehavior Data Cooperative for Non-Profits is a rich database of **80 million donors** representing **\$11 billion** in charitable contributions. Our donor categories include:

- Animal Welfare
- Arts and Culture
- Education
- Environmental

- Health
- Human Services
- International Relief
- Political
- Religious
- Societal Benefit

Wunderman Data Products brings the breadth and depth of data to help you reach the right donors for your organization.

Expand Your Fundraising Universe With iBehavior Data Cooperative Machine Learning

Our machine learning techniques identify key data signals to expand your fundraising universe and identify those most responsive individuals with behaviors and characteristics ideal for your next campaign.

Backed by years of data expertise and the power of artificial intelligence (AI), our solution provides:

- Advanced machine learning techniques to identify your best prospects
- Data assets to target the best donor segments for new engagement opportunities
- Strongest possible performance across campaigns

Free Test

Exclusively for DMAW members, learn more about the power of machine learning with a free test.

Contact Us Today Kim Upshaw kim.upshaw@wundermandata.com 914.798.7772





Digital Marketing / Mobile / Social Media / Email



Ingrid Loukota, *President & CEO*Direct: 703-647-5895
ingridloukota@atlanticlist.com

Maia Worden, COO Direct: 703-647-5899 maiaworden@atlanticlist.com

2300 9th Street, Suite 301 Arlington, VA 22204 **703-528-7482** Fax: 703-528-7492 www.atlanticlist.com



ATLANTIC LIST COMPANY, INC.

Atlantic List is a premier Direct Marketing media company offering list brokerage and list management / database services with expertise across Nonprofit, Political, Religious and Publishing markets.

Our experienced teams develop effective campaigns for growth through new donor and customer acquisition programs, increased market share and profitability by innovative use of data.

Care2

Eric Rardin, VP, Global Strategic Partnerships
718 7th Street, NW, 2nd Floor Washington, DC 20001
703-473-2825
ericr@care2team.com
www.care2team.com



With nearly 50 million members, Care2. com is the largest online social network of civically active people supporting human rights, the environment, animal welfare, and other great causes. Care2 helps nonprofit organizations acquire new donor leads, drive web traffic and mobilize activists to win advocacy victories. For more information, please contact Eric Rardin at (703) 473-2825 or ericr@care2team.com.

Chapman Cubine + Hussey

Kim Cubine, President 2000 15th Street, North, Suite 550 Arlington, VA 22201 703-248-0025 kcubine@ccah.com www.ccah.com



CHAPMAN CUBINE AND HUSSEY

Chapman Cubine + Hussey provides results-driven direct response services to charities, advocacy groups, associations and other nonprofit organizations.

Our services include award-winning copywriting, graphic design, analysis/reporting, production management, digital marketing and telemarketing supervision. If your organization is looking to discover the full potential of its direct marketing program, contact us. CCAH has offices in Arlington, VA and San Francisco, CA.



Integrated Direct Marketing

Michael Rooney, Principal 1250 Connecticut Avenue, NW Suite 700 Washington, DC 20036 202-261-6587

Fax: 202-261-6589 mrooney@idm-dc.com www.idm-dc.com



Integrated Direct Marketing is a fullservice fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

Marketing General Incorporated

Todd Michaels, Online Marketing Director

625 North Washington Street, Suite 450 Alexandria, VA 22314 703-706-0398

tmichaels@marketinggeneral.com www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

MGI's Online Marketing team crafts online media and email strategies to get measurable results for all aspects of the membership lifecycle, including lead generation, prospect direct join, conference promotion, renewal, reinstatement, new member engagement campaigns, and more. Visit www.marketinggeneral.com or contact Todd Michaels at 703-706-0398.

MMI Direct

John Bell, VP, Sales & Marketing 7160 Columbia Gateway Drive Suite 300 Columbia, MD 21046 310-372-9010

Fax: 310-372-9040 john@mmidirect.com www.mmidirect.com



Our process. Your great results.[™]

Experience and expertise matter. A pioneer in data hygiene/data processing for over 45 years, MMI provides detail-oriented, innovative and customized data solutions to our clients. It's the 5% difference that can make or break a campaign; we focus on that 5%. Our capabilities include data hygiene, merge/purge, merge optimization, ask string optimization, data appends, postal processing, segmentation, analytic services and ad hoc data projects.

Another important service we provide is list fulfillment, which is a vital revenue generator for our clients. We have been the leading list fulfillment company for decades, and understand that speed of file updates, counts, orders and delivery is the key.

We look forward to helping you optimize your data in your direct marketing programs. Contact us today regarding your next campaign.

ORI

Kathy Benson

171 Elden Street, Suite 160 Herndon, VA 20170 703-478-0910

Fax: 703-478-0936 info@oriresults.com www.oriresults.com



Innovative Insights. Driving Results.

DMAW's trusted research partner.

Curious about what your customers are thinking-and why? ORI applies innovative data collection and leverages best-in-class technology and patented Al-powered text analytics to help clients gain a full understanding of customer expectations. ORI is a fullservice customer experience consulting firm offering quick and efficient data collection, agile research and analysis, and systematic listening to mine all types of structured and unstructured customer feedback for insights.

Silver Marketing

Patricia Silver, President Katherine Carr, Executive Vice President

7910 Woodmont Avenue, Suite 914 Bethesda, MD 20814

301-951-3505

Fax: 301-652-3691

psilver@silvermarketing.com kcarr@silvermarketing.com www.silvermarketing.com



A full-service marketing agency offering insightful strategic planning and consultation, award winning creative, quality production, analysis and implementation of marketing programs and campaigns. Specializes in direct mail, email, internet marketing, print and advertising.

Specialties include publishing, financial, insurance, healthcare, businessto-business, high tech, retail and entertainment marketing.

The Harrington Agency

Tracy Lea, Vice President 410-756-5164

tlea@theharringtonagency.com www.theharringtonagency.com



Making the impossible possible. The Harrington Agency is a full-service response fundraising agency providing next-generation direct mail and digital integration hand in hand with in-depth analytics. In today's world of marketing automation, every nonprofit should be treating their donors as a "segment of one." What is your organization doing?

At The Harrington Agency, every fundraising campaign we develop and implement is designed around the core principles of marketing automation. How can we help you?

The Lukens Company

Seth Colton, Executive Vice President 2800 Shirlington Road, 9th Floor Arlington, VA 22206 703-845-8484

seth@thelukenscompany.com www.lukenscompany.com

the lukens company

The Lukens Company provides expert multichannel direct response fundraising program management to nonprofit organizations, cultural attractions and faith-based missions. Our client partnerships inspire action, drive innovation, and achieve results.

TLC's services include direct response fundraising program strategy and management; strategic assessment and planning; survey research; actionable analytics; donor development; social media strategy; digital marketing and advertising; creative development; and web development. The Lukens Company has offices in Arlington, VA, Los Angeles, CA and Charleston, SC.





Envelope Printers & Manufacturers



Advanced Response Systems

Nick Reinking, *National Account Executive*

13175 George Weber Drive Rogers, MN 55374 **763-201-9105**

nick@advanced-response.com www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

Allied Printing Resources

Jeff Miller, *Vice President, Sales* 201-440-2000 x123

jmiller@nowallied.com

Mike Anderson, Director, Business Development 703-399-6104

manderson@nowallied.com

33 Commerce Road Carlstadt, NJ 07072 www.nowallied.com



Allied is a full-service direct mail print production company located in Carlstadt, NJ. With more than 75 years of experience, Allied stands ready to handle all your direct mail printing needs. Our production capabilities include direct-to-plate prepress, full web and cutsheet printing as well as our envelope division. Our services are comprehensive, our facilities are modern, and our employees are dedicated. Call Allied today or visit our website at www.nowallied.com.

You will be amazed by our services!





Colortree Group

Brian Kerr, Director, Sales 8000 Villa Park Drive Richmond, VA 23228 804-545-2591 bkerr@colortree.com www.colortree.com

ONE CALL PRINTS IT ALL!

Colortree Group is a Direct Mail component manufacturer, with expertise in envelope converting, flat sheet litho and web printing. As a G-7 Master Printer, we strive to provide the best litho envelopes in the Direct Mail Industry. Our on-time delivery coupled with ease of doing business, along with exceptional quality, all under the same roof makes us the first choice. A 24/7 manufacturer ONE CALL PRINTS IT ALL! Please visit our website www. colortree.com for more information or call us for a quote today!

Diamond Envelope Corporation

AJ Jania, President 2270 White Oak Circle Aurora, IL 60502 630-499-2800 aj@diamondenvelope.com www.diamondenvelope.com

Julie Shauman, Sales 269-381-3788 julies@diamondenvelope.com

Sal Vaca, Sales 630-499-2800 salv@diamondenvelope.com



Diamond Envelope is a full-service envelope manufacturer servicing the direct mail, nonprofit, financial and insurance communities. We offer full-service prepress and 24-hour manufacturing. Diamond specializes in large windows and multiple windows along with enhanced flexo capabilities. Overall flexo coverage and up to 6 spot colors can create a very unique envelope that can be turned quickly. All equipment has security tint capabilities and our customer service team is responsive and accessible. Diamond is located near Chicago and can deliver to many lettershop locations same day or overnight. Allow us the opportunity to provide effective and efficient envelope solutions for your company.

Ennis, Inc.

Richard Frese, NE Regional Sales Manager

201-704-8676

richard_frese@ennis.com www.ennis.com



Sometimes finding the right source can be tough!

We make it easy. One contact. Extensive product line. Unlimited resources.

Regional Facilities:

National-Imprint Corp. - Claysburg, PA Specializing in envelopes, custom windows, four-color process and digital printing.

Ennis - Chatham - Chatham, VA Specializing in high color and integrated products.

PrintXcel - Clarksville, TN Home of VersaSeal - pressure-seal mailers (snap packs) & direct mail.

Foremost Solutions Group, LLC

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup.com

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

MackayMitchell Envelope Company

Connie Briggs, National Sales Executive 2100 Elm Street, SE Minneapolis, MN 55414 612-331-9311 cbriggs@mackaymitchell.com www.mackaymitchell.com



MackayMitchell

Envelope Company®

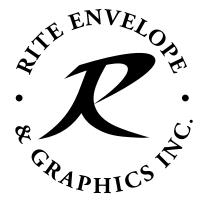
For sixty years, MackayMitchell Envelope Company has provided clients with envelopes with a level of quality and service that has established us as one of the nation's premier envelope manufacturers. Responding to our customers' demands for timely, comprehensive service and consistent product quality, we have acquired state-of-the-art equipment and have employed innovative methods that provide solutions to our customers.

MackayMitchell has manufacturing capabilities in Minneapolis, MN and Mount Pleasant, IA. We are very proud of our quality products, quick turnaround, prompt deliveries and world-class customer service across the United States.

Rite Envelope and Graphics, Inc.

Carol Papazian, Sales Representative 250 Boot Road Downingtown, PA 19335 610-518-1601 cpapazian@ritegraphics.com

www.ritegraphics.com



Rite Envelope and Graphics, Inc. is a full-service envelope manufacturer and printer. The printing methods we use are Flexo, Flat Sheet/Litho and Jet Litho. We can print on various types of papers such as offset, white and color wove, gloss, satin, dull text, Tyvek, plastic and metallic stocks.



Southwest Publishing & Mailing Corporation

Angie McAtee, Vice President 4000 SE Adams Street Topeka, KS 66609 877-659-4326 angie@swpks.com www.swpks.com



Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

• Hand work & fulfillment.



Nick Cintron, Account Executive 150 Industrial Park Drive Mt. Pocono, PA 18344 717-792-1039

Fax: 570-895-2176

United Envelope

nick.cintron@unitedenvelope.com

As a union manufacturer, United Envelope excels in fast delivery and high quality flexo printing on all size jobs. Service is second to none with

fair, competitive pricing.

Tri State Envelope

David Zukerberg, Sales Manager 6900 Faigle Road, PO Box 433 Beltsville, MD 20704 301-419-3570

Cell: 301-704-0100 Fax: 301-419-3536

dzukerberg@tristateenvelope.com



Service-Quality-Price

3 plants running 24 hours a day to serve your envelope needs. Plants in Maryland, Pennsylvania and Iowa manufacturing 25 million envelopes a day. Delivering in our own fleet of trucks from Florida to Maine and the entire Mid-west. Flexo, Enhanced flexo, offset and flat sheet litho. 50 million plain envelopes in stock.

Fulfillment



AMi, INC.

Milton G. Olekson, President & CEO 4407 Wheeler Avenue Alexandria, VA 22304 703-370-0382 milt@amidirect.com www.amidirect.com



AMi offers high quality direct mail, fulfillment, conference support, and logistic services. Count on us for traditional print and mail options and advanced technologies including Print on Demand and Color Variable Digital Printing, which gives you the flexibility of customizing printed communications and managing inventory.

With our knowledge of postal regulations and other delivery options, we can provide money-saving, stress-reducing, response-provoking guidance to assist you in achieving your goals.

People you can Trust...Dedicated to Service

Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services 1625 Knecht Avenue Baltimore, MD 21227 410-501-1128 Cell: 410-259-0990 timf@whycms.com



www.whycms.com

CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort - Full Lettershop with Intelligent Inserting and Flats - Variable Data/Imaging - TransPromo - Statements - Document and Facilities Management.

Direct Mail Processors, Inc.

Robb Wanner 1150 Conrad Court Hagerstown, MD 21740 301-812-0135

Cell: 301-641-7474 rwanner@dmpinc.net www.dmpinc.net



For 26 years, DMP has been the leading provider of caging/lockbox, data entry, data scanning/imaging, strategic information, high touch donor processing, and acknowledgement services to the Nonprofit and Commercial Community. DMP has the strongest level of customer service and communication channels in place to support our clients and their donors.

Since our founding in 1992, DMP has undergone a remarkable period of growth adding significantly to our service capabilities. We have grown our business by offering unparalleled customer service, our flexibility to accommodate special requirements and by developing the best system practices available today. Also, DMP offers Image Cash Letter processing, our real time Strategic Information System, analytical reporting and is PCI DSS compliant to handle all credit card transactions.

Our rapid processing of the mail combined with our state-of-the-art image capture capabilities enable our clients to maximize their revenues. We can offer this same advantage to you.

Foremost Solutions Group,

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Merkle Response **Management Group**

Steven L. Gregg, VP, Sales & Marketing 100 Jamison Court Hagerstown, MD 21740 301-790-3100 Cell: 703-909-8666

sgregg@merkleinc.com www.merkleresponse.com

IERKLE⊿

Merkle Response Management Group (RMG) helps nonprofit organizations elevate the donor experience and improve retention through processing expertise and data-driven insights enabled by advanced technology. Merkle RMG combines a comprehensive set of best-in-class multi-channel direct response processing, donor care and fulfillment solutions with actionable strategies that drive one-to-one relationships and increase lifetime donor value.

Applying best practices learned during 36 years in business, we employ a high-tech/high touch approach that helps minimize costs while ensuring a high level of donor satisfaction through fast, accurate, secure and responsive service that is tailored to each client's requirements and strategic objectives. Services include caging, scanning/ imaging, data entry, exceptions handling, image archive and retrieval, inbound call center, e-mail customer service, acknowledgment/premium fulfillment, sustainer management, event processing, merchant services, website development and strategy & analytics. Let Merkle RMG help you cultivate stronger relationships with your donors as a partner in your fundraising success!



Sisk Fulfillment Service, Inc.

Michael Ann Phillips John Phillips

1900 Industrial Park Drive, PO Box 463 Federalsburg, MD 21632

410-754-8141

Fax: 410-754-8223 csr@siskfulfillment.com www.siskfulfillment.com



Providing superior fulfillment solutions to direct marketers for over 35 years. We treat your project or program like it's our ONLY one!

We provide complete order processing, premium fulfillment, product & literature fulfillment, personalized acknowledgements, cut-sheet laser personalization, print on demand, custom kit assembly and warehousing services to clients of all sizes, both for profit and nonprofit. All of our services are comprehensive, our facilities are modern, our employees are dedicated, and our pride is unmatched.

Call Sisk today for your next fulfillment program.

Join Your Peers for **Happy Hour** Spring April 10 Summer August 8 Autumn October 24 Visit dmaw.org for locations and details!



Full-Service Fundraising & Marketing Agencies



A Direct Solution

Erica Waasdorp, *President* PO Box 757 Marston Mills, MA 02648 **508-428-4753** erica@adirectsolution.com www.adirectsolution.com



A DIRECT SOLUTION

A Direct Solution: Helping Nonprofits raise sustainable revenue through Appeals and Monthly Giving.

A Direct Solution: founded by President Erica Waasdorp in 2003, is a direct response firm focused on sustainer acquisition, growth and retention and direct mail and email campaigns for nonprofits.

Erica Waasdorp, author of *Monthly Giving*. The Sleeping Giant, the Monthly Donor Road Map and numerous e-books, incl.: Top 7 Questions about Monthly Giving, Starter and Marketing Kits. She's a sought-after blogger, speaker and webinar presenter and AFP Master Trainer. For more information, contact Erica at erica@adirectsolution.com or check out www.adirectsolution.com.

ACCESS Marketing Services

Rebecca Jami, Chief Operating Officer PMB# 8157

2711 Centreville Road, Suite 120 Wilmington, DE 19808 202-803-4492

rebecca.jami@accessmarketingservices .com

www.accessmarketingservices.com



PRECISION OUTREACH, PROVEN RESULTS.

ACCESS Marketing Services is a unique creative agency that uses survey research, analytics and specialty data acquisition to reach the right people in the right way with the right message. We help you speak to your audience in a direct, memorable way creating powerful messages and graphics that you - and your audience - can trust.

Our Creative Services include Digital, Direct Mail, Brand Identity, Website Design, Marketing and Field Collateral, Phones, Radio/TV and Social Media.

American Target Advertising, Inc. (ATA)

Kevin Allen, Vice President 9625 Surveyor Court, Suite 400 Manassas, VA 20110 703-392-7676

Fax: 703-392-7654 kallen@americantarget.com www.americantarget.com



In 1965 Richard Viguerie, with 12,500 Goldwater for President \$50+ donors, founded the world's first, ideological/political, direct marketing advertising agency and list company.

Today, the 12,500 conservative donors have grown to 10,000,000. Our 75+ employees will mail 100,000,000+ postal letters in 2018.

For over 54 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7 billion dollars and mailed 4 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000 donor names.

Avalon Consulting Group

Allison Porter, *President* 805 15th Street, NW, Suite 700 Washington, DC 20005 202-429-6080 x102 allisonp@avalonconsulting.net

www.avalonconsulting.net



Avalon is a full-service fundraising consulting agency helping nonprofits and progressive political campaigns realize the full potential of their direct marketing programs through multichannel strategies that lay the foundation for long-term, sustainable growth.

Avalon's services include: fundraising program strategy and planning, creative/messaging development, analytical/reporting services, campaign management (direct mail, digital, online, telemarketing, on-site), and member/donor engagement.

Sign up here: https://avalonconsulting. net/avalons-fyi-newsletter/ to start receiving Avalon FYI - our monthly email digest featuring fundraising best practices and case studies!

Barton Cotton

Kathy Calta, President 3030 Waterview Avenue Baltimore, MD 21230 410-565-5040 kathy.calta@bartoncotton.com www.bartoncotton.com



FUNDRAISING GROUP

Barton Cotton Fundraising Group is a leading results-driven multi-channel agency of industry leaders with one mission – yours. We provide innovative, comprehensive, and predictable marketing ideas and services to support our clients' growth.

Our strength lies in providing exceptional marketing ideas and services that speak to the mission and core values of our clients. Our highly accomplished team delivers a powerful integration of strategy, analytics, creative, communications, digital and execution across all channels every time, while maintaining the integrity of the nonprofit industry.

Blakely

Amy Pawluk, EVP, New Business Development 240 Industrial Parkway South, Unit 2 Aurora, ON L4G 3V6 800-215-9444 amy@blakelyjourney.com www.blakelyjourney.com



Blakely is not your usual agency. We don't advertise cars or soap, banking products or credit card services. We market what matters.

We are fundraisers - we have been in your position and we know how challenging your roles can be. We are helping our clients to change the world by being an extension of their teams for acquisition, retention and stewardship for annual, monthly and mid-level donors, as well as planned-giving and tribute programs.

We deliver best in class integrated campaigns for direct mail, digital, video and social marketing, through our in-house analytics and creative teams. If you are looking to partner with an agency that walks the talk and keeps it real, let's talk!

Celebrate at our
40th Anniversary
MAXI AWARDS
Ceremony

July 10
Gaylord
National Hotel

CAPTEL

Phil Smith, President & CEO 300 Fifth Street, NE Washington, DC 20002 202-546-6874 psmith@captel.net www.captel.net



CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

What's next?

Chapman Cubine and Hussey has been seeking an answer to this question for 30 years.

We're driven to discover what's next in multi-channel marketing and how we can help our clients break through the clutter.

If you've found yourself wondering <u>what's next</u> for your organization, the answer lies in CCAH. We'll never stop asking the question ...

What's next?



CHAPMAN CUBINE AND HUSSEY

2000 15th Street North | Suite 550 Arlington, VA 22201 703.248.0025 | ccah.com

Concord Direct

Tom Cook 92 Old Turnpike Road Concord, NH 03301 603-225-3328 tcook@concorddirect.com www.concorddirect.com

concord direct

insight. integration. impact.

Concord Direct is a direct response fundraising group that provides its clients with an exceptional level of expertise and personal service. Our depth of experience in direct response marketing allows us to offer a variety of services including strategic development, response analysis, creative design, digital solutions, production management, print and lettershop.

Concord Direct goes above & beyond being a service provider. We make the commitment to work as a partner for our client's long-term success and profitability.

Chapman Cubine + Hussey

Kim Cubine, President 2000 15th Street, N., Suite 550 Arlington, VA 22201 703-248-0025 kcubine@ccah.com www.ccah.com



CHAPMAN CUBINE AND HUSSEY

Chapman Cubine + Hussey provides results-driven direct response services to charities, advocacy groups, associations and other nonprofit organizations.

Our services include award-winning copywriting, graphic design, analysis/reporting, production management, digital marketing and telemarketing supervision. If your organization is looking to discover the full potential of its direct marketing program, contact us. CCAH has offices in Arlington, VA and San Francisco, CA.

DaVinci Direct

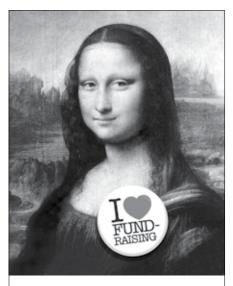
Steven J. Maggio 36 Cordage Park Circle, Suite 339 Plymouth, MA 02360 508-746-2555 x511 Fax: 815-346-2456

steve@davinci-direct.com www.davinci-direct.com



DaVinci Direct is an integrated fundraising agency with a national reputation for increasing response and revenue for nonprofit organizations like yours. Innovative strategy, awardwinning creative and advanced analytics for direct mail, email, web and integrated, multichannel programs.

Let DaVinci develop customized, data-driven solutions to solve your fundraising challenges.





IMPROVE FUNDRAISING PERFORMANCE ACROSS ALL CHANNELS

Direct Mail

Email, Social, Web & Mobile

Integrated Media Strategy

Award-winning Creative

Cost-effective Printing & Mailing Services

List/Media Planning

Donor Profiling & Predictive Modeling

Advanced Donor File Analytics

Contact Steve Maggio steve@davinci-direct.com 508.746.2555, ext 511 www.davinci-direct.com

CREATE INVENT INSPIRE

Diamond Communication Solutions, an OSG Company

Cyndi W. Greenglass, Sr. VP, Strategic Solutions 900 Kimberly Drive Carol Stream, IL 60188 630-597-9100 cgreenglass@dmsolutions.com www.dmsolutions.com



AN OSG COMPANY

Diamond Communication Solutions is a data driven direct response communications company with deep roots in nonprofit fundraising. We provide direct marketing solutions including strategy, data analysis, list acquisition, creative development, copywriting, and complete multi-channel execution including direct mail and digital deployment.

Located in the Midwest, we have access to the largest print capacity, a seasoned marketplace for talent, and central location for transportation and direct mail delivery nationwide. For more information, visit www.info@dmsolutions.com or call 630-523-5250.

Eidolon Communications

John Graves, Principal 15 Maiden Lane, Suite 1401 New York, NY 10038 212-587-3980 x203 jag@eidolonnyc.com www.eidolonnyc.com



Eidolon Communications is a fullservice direct marketing agency providing award-winning creative and high-performing direct marketing campaigns rendered with message precision and cutting-edge strategies. With 30 years of experience, Eidolon designs and executes goaloriented, cost effective campaigns that expand organizational connections with donors and strengthen their commitment to your mission.

Our services include strategy and planning, budgeting and analysis, top-notch in-house copy and design, production management, and a dedication to partnership and collegial client relationships.

Epsilon

Lisa Hughes, VP, Client Service 1240 North Avenue West Chicago, IL 60185 630-386-9271

lisa.hughes@epsilon.com www.agency.epsilon.com

EPSILON

Epsilon's focused team of fundraising and membership experts leverage marketing insight, communications strategy, list strategy, vast data assets, creative strategy and execution, analytic expertise, and technology excellence to deliver integrated multi-channel marketing solutions that enable clients to achieve their top and bottom line growth objectives through rich, enduring and profitable relationships.

Foremost Solutions Group,

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Greater Giving

Kimberley Bauman, Area Marketing Manager

1920 NW Amberglen Parkway

Suite 140

Beaverton, OR 97006

800-276-5992

Direct: 503-597-0343 kbauman@greatergiving.com

www.greatergiving.com

Seamless Fundraising, In-Room and Online. Connect your fundraising efforts with donors-no matter where they are! From planning stages, through your event night, to reconciliation, we offer a complete, reliable secure solution -resulting in increased revenue for your organization.

With Greater Giving solutions, all your fundraising needs are met with innovative technology, return on investment, and people passionate about your cause-creating seamless engagement for everyone involved in your fundraising efforts.

Huntsinger & Jeffer, Inc.

Cheryl Martin, CEO cheryl@huntsingerjeffer.com

Kelly Woodward, President kelly@huntsingerjeffer.com

809 Brook Hill Circle Richmond, VA 23227 804-266-2499

vicki@huntsingerjeffer.com www.huntsinger-jeffer.com



Since 1964, Huntsinger & Jeffer has been a pioneer in multi-channel communications. We are innovators who understand that technology changes, but human nature does not. That means you get the highest level

- * Marketing Expertise
- Strategic Planning
- * Innovative List Services
- * Compelling Creative
- * Cost Efficient Production
- * Results-Driven Analysis

Cutting edge, multi-channel technologies, plus tested and proven knowledge about what motivates donors and prospects. That's the H&J Direct Marketing Difference. Contact H&J today!

Integrated Direct Marketing

Michael Rooney, Principal 1250 Connecticut Avenue, NW Suite 700 Washington, DC 20036 202-261-6587

Fax: 202-261-6589 mrooney@idm-dc.com www.idm-dc.com



Integrated Direct Marketing is a fullservice fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

K2D Strategies

Karen Kirchoff, Founder & President 4075 Wilson Boulevard, 8th Floor Arlington, VA 22203

703-650-7491

Cell: 202-255-4971 kkirchoff@k2dstrategies.com www.k2dstrategies.com



Data. Digital. Direct.

A full-service, multi-channel direct response fundraising agency, K2D Strategies was founded with a single goal in mind: deliver impactful member and donor development strategies along with extraordinary client services exclusively to nonprofit organizations making a difference.

With a primary focus on direct response fundraising, our team brings years of experience in strategic planning, growing programs, and rebuilding infrastructure for nonprofits via direct mail, digital channels and telemarketing to advance their mission work.



You're on a mission. We'll help you get there.

At Lautman Maska Neill & Company, we create fully-integrated, customized solutions to help you find, cultivate, and keep committed donors.

Ours is a unique way of partnering with extraordinary nonprofits to help them fulfill their missions.

Contact us to learn how we can help your fundraising program soar.

202.296.9660

www.lautmandc.com

Let's Lunch & Learn!

Remaking a Middle Donor **Program** March 21

> Industry Trends with Carol Rhine, Target Analytics May14

Lautman Maska Neill & Company creating integrated fundraising solutions for nonprofits

1730 Rhode Island Avenue, NW Suite 301 Washington, DC 20036 202-296-9660 info@lautmandc.com www.lautmandc.com

CONNECT WITH US facebook.com/lautmandc twitter.com/lautmandc linkedin.com/lautman



uncommon minds for uncommon missions®

Lautman Maska Neill & Company is an award-winning consulting firm providing integrated fundraising solutions for nonprofits. Harnessing the power of mail, online, and other direct response channels, we combine proven fundraising strategies with customized solutions to take your campaigns from conception to execution to analysis – applying scrupulous testing and results measurement to develop donor connections that result in lifelong relationships.

Lawrence Direct Marketing,

James Lawrence, Executive Vice President

22 John Marshall Street, Suite B Warrenton, VA 20186 540-349-9278

james@lawrencedirect.com www.lawrencedirect.com



LDMI: Decades of experience in acquisition, cultivation and renewal of donors, members and customers. Dedicated direct marketing pros, database veterans, and email/web lead-generation & fundraising pioneers.

Search Engine Marketing, Email Marketing & Landing Page Optimization.

Contact us if you need a strategically sharp full-service agency to take personal responsibility for strategy, creative, production, lists and response analysis.

Mal Warwick Donordigital

Mwosi Swenson, President & CEO 2550 9th Street, Suite 103 Berkeley, CA 94710 510-843-8888 mswenson@mwdagency.com

Dave Dogan, Senior Vice President 1625 K Street NW, Suite 300 Washington, DC 20006 202-332-3124 ddogan@mwdagency.com www.mwdagancy.com



MAL WARWICK • DONORDIGITAL

Mal Warwick Donordigital is an integrated fundraising, advocacy, and advertising agency that has worked with exceptional nonprofit organizations and progressive political candidates and causes since 1979. Our senior level professionals provide strategic insight, in-depth analysis, award-winning creative, and comprehensive management services.

Our focus is integrating direct mail, online, telephone, mobile/SMS, and social marketing. We bring passion and innovation to the exceptional causes our clients serve. That passion enables us to help our clients build outstanding fundraising programs and enduring long-term relationships with their donors.

Breaking Integration Myths
June 20

Major Donor,
Planned Giving,
Donor Advised Funds
November 21

MarkeTeam, LLC

Jeff Huberty, Executive Vice President 600 North Town Center, Suite 1600 1200 Abernathy Road, NE Atlanta, GA 30328 770-274-3700

jhuberty@mkteam.com www.mkteam.com



Analytics + Strategy + Creative

All under one roof. All working together in seamless synergy, honed over 30 years partnering with the nation's leading nonprofits. We partner closely. Mobilize integrated teams to meld strategy, advanced analytic modeling, and compelling creative that delivers outstanding results. Over and over again. For advanced analytics, digital and direct mail, acquisition, advocacy, retention/lapsed, grateful patient, midlevel, and planned giving programs...

Learn why we've kept so many clients 10 years or more.

Marketing General Incorporated

Rick Whelan, CDM, President 625 North Washington Street, Suite 450 Alexandria, VA 22314 703-739-1000

Direct: 703-706-0350 info@marketinggeneral.comrick@marketinggeneral.comwww.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

Marketing General Incorporated is North America's largest and most experienced association marketing agency. MGI is a full-service strategic partner that designs and implements proven programs that grow membership, dues, and non-dues revenue. Publisher of the annual Membership Marketing Benchmarking Report, we are the only firm whose account teams and senior staff include Certified Direct Marketers. MGI is Many Great Individuals who enable membership organizations to achieve their full potential. Visit www.MarketingGeneral .com or contact Rick Whelan at 703-706-0350.

Masterworks

Rory Starks, EVP, Strategic Engagement 19462 Powder Hill Place, NE Poulsbo, WA 98370 360-393-4300

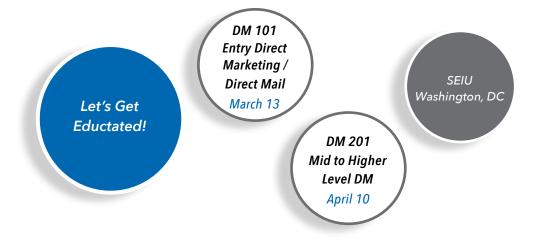
mwengagement@masterworks.com www.masterworks.com

masterworks

Masterworks is a full-service agency specializing in Christian organizations. They inspire generosity to deepen the impact their clients have in the world using an integrated approach to marketing, fundraising and branding. Masterworks has been privileged to serve many of the nation's top ministries. Masterworks offers expertise in the following areas:

- Direct Marketing
- Digital Marketing
- Analytics
- Branding
- Experience Design
- Development

Masterworks inspires the giving of time, talent and treasure to ministry work that matters.



Media Reactions, Inc.

Ron Guberman, President 11709 Bowman Green Drive Reston, VA 20190 703-471-4900

Fax: 703-437-8631 ron@mediareactions.com www.mediareactions.com



Use Direct Response TV to boost the response of all your other media! Media Reactions can show you how you can measure your broadcast response just like you do your mail and Internet.

Our unique Direct Response Tracking System lets us analyze individual broadcast placements on cost per response or conversion basis instead of relying on often irrelevant ratings. Track new members or donations to the exact spot, network, date, time and copy that generated them. From spot production and placement to response center coordination ... we can help you do it all. Call us.

NEWPORT ONE

Craig DePole, President 524 Seaward Drive Severna Park, MD 21146 410-793-5418 cdepole@newportone.com www.newportone.com

NEWPORTONE

ONE CAN MAKE A DIFFERENCE

One person can make a difference in the world. One organization. One donor. And NEWPORT ONE can help. NEWPORT ONE is your award-winning, integrated and multi-channel fundraising expert.

Experienced, creative, and committed, NEWPORT ONE can make a difference in your direct marketing and fundraising success.

Boston | DC

Nexus Direct

Suzanne Cole Nowers, CEO 101 West Main Street, Suite 400 Norfolk, VA 23510 757-636-3400 800-965-0577 scole@nexusdirect.com www.nexusdirect.com

Ashley Gundlach, VP, Client Services, Partner 757-636-3409

800-965-0577 agundlach@nexusdirect.com

Kristi Rinck, VP, Agency Operations, Partner 757-754-1121

800-965-0577 krinck@nexusdirect.com

exus direct[®] where innovation meets results

Nexus Direct is an international, full-service direct marketing agency serving veteran service organizations, nonprofit, associations, and political organizations. By working at the nexus of data-driven strategy and breakthrough creative, we are known for

producing sustainable growth for

our clients.

At Nexus Direct, we seek to partner with nonprofits that are strongly mission driven and are committed to a culture of innovation. To explore how we can take your program to the next level, call us at 800-965-0577, email info@nexusdirect.com, or visit www.nexusdirect.com

O'Brien | Garrett

Teresa Weaver, VP, Client Strategy 1133 19th Street, NW, Suite 300 Washington, DC 20036 202-467-0048 x126

tweaver@obriengarrett.com www.obriengarrett.com



O'Brien | Garrett's vision is to change the way organizations engage their supporters to drive real world outcomes.

Combining our unique, research-based approach with some of the most innovative minds, we help our clients thrive in a rapidly changing fundraising landscape.

Contact us today and find out how we can design creative and strategic programs tailored to the unique qualities of your organization.

One & All

Steve Harrison, Chief Client Officer 2 North Lake Avenue, Suite 600 Pasadena, CA 91101 626-463-9483 steve.harrison@oneandall.com

www.oneandall.com



Let's put the we in "power" to do good work.

Our agency believes the most impactful way to change the world is to get the world to think and act together. Not just as one, but as we. Nonprofits and for-profits. Volunteers and donors. You and me. Or, as we like to call it: One & All. From strategy to creative to media, we have the talent and experience you need.

Discover what the Power of We can do for you.

PreEminent Media Alliance

Rita Leon, President Jacksonville, FL 904-228-3323

rleon@preeminentmediaallance.com preeminentmediaalliance.com



Acting as fundraising catalysts, we design and implement realistic fundraising plans to help groups raise awareness for their important causes and achieve revenue sustainability. Our team has helped various groups achieve multi-year revenue growth of over 50 percent. We would like to help you.

ResourceOne Atlantic Fundraising Group

Patty Ruch, Vice President, Fundraising 1200 Abernathy Road, NE Suite 1500 Atlanta, GA 30328 404-947-6061

Cell: 770-883-4012 pruch@resource-one.us www.resourceonefundraising.com

Resource()me

- Atlanta Fundraising Group -

a member of the MOORE DM GROUP

ResourceOne Atlanta Fundraising Group (R1A) is a full-service direct response fundraising agency headquartered in Atlanta, Georgia, focused exclusively in the nonprofit industry. R1A provides comprehensive direct response fundraising expertise through a wide range of service and product offerings, including strategic consulting, creative, production management, database services, analytics, caging, and product fulfillment.

Our team of fundraising experts - the best in the industry - understands what motivates donors.

You + Us = The Power of We

We are One & All. An agency dedicated to changing how the world sees, supports, and shares the impact of nonprofits and brands everywhere.

> From strategy to creative to media, we have the people and experience you need.

oneandall.com | steve.harrison@oneandall.com

one&All

RKD Group

Tim Kersten, Chief Executive Officer 3400 Waterview Parkway, Suite 250 Richardson, TX 75080 800-222-6070

Fax: 508-229-0212 tim@rkdgroup.com www.rkdgroup.com



RKD Group raises more than \$100 million annually for nearly 250 nonprofit organizations, including hospitals, social service, health, disease research, animal welfare, and faith-based charities. RKD Group's data-driven, multichannel approach accelerates net revenue growth, builds long-term donor relationships, and drives online and offline engagements and donations.

With a growing team of 200 professionals, including award-winning creative leadership, over 40 digital fundraising experts, and world-class data scientists, RKD Group creates breakthroughs never thought possible™.

Sanky Communications, Inc.

Paul Habig, President 599 11th Avenue, 6th Floor New York, NY 10036 212-868-4300

info@sankyinc.com www.sankyinc.com



What happens when you combine more than 35 years of direct mail and online fundraising expertise, enthusiasm and dedication? Fully integrated, multi-channel messaging from your nonprofit to your donors. Our team of strategists, developers, designers and writers creates innovative campaigns that effectively further our clients' missions.

From medical research, to civil rights, to wildlife conservation, our teams have the know-how to help any program thrive. Visit our website to learn more: sankyinc.com.

Schultz & Williams, Inc.

L. Scott Schultz, *President*Dell L. Fascione, *Vice President, Marketing*

One Penn Center at Suburban Station 1617 JFK Boulevard, Suite 1700 Philadelphia, PA 19103 215-625-9955

mail@schultzwilliams.com www.schultzwilliams.com

Schultz & Williams

Powering Missions That Matter $^{\text{\tiny{TM}}}$

Schultz & Williams partners with outstanding clients nationwide, making a difference in an ever-changing world. For more than 31 years, our dedicated, talented team has empowered nonprofits to positively affect millions of lives through our work in healthcare, education, the environment, animal welfare, social justice and arts & culture.

S&W's Direct Response team helps nonprofits reach their goals with high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for public-phase capital campaigns.

g Consultation • **Direct Mail** • Email Campaigns • Branding • **Email Marketing** • General Strategic nail Campaigns • General Advertising • **Online Marketing** • Media Buying • Marketing Consultatio

ed Strategic Plan
orate Communica
d Database Mark
sing • Branding •
Marketing • Web (

An award-winning marketing agency and a powerful resource for your marketing team.

301-951-3505 silvermarketing.com

Direct Mail Prog edia Buying Servi es • Digital Ads • I grated Strategic ng • Direct Respo ins • Database • I lail Programs • M nd Corporate Cor Ivertising • Media g • Social • Integrarketing Consulta

nd Digital Marketing。Branding。Collateral。Online and Digital Marketing。General Advertising ation。Logos。Media Buying。Email Campaigns。Integrated Marketing Plans。Online and Digital

Silver Marketing

s • Print Ads • Dir

rect Response and

a Buying Services

Award-Winning

Integrated Strate

and Database Mar

Patricia Silver, *President*Katherine Carr, *Executive Vice President*

7910 Woodmont Avenue, Suite 914 Bethesda, MD 20814 **301-951-3505**

Fax: 301-652-3691 psilver@silvermarketing.com kcarr@silvermarketing.com www.silvermarketing.com



A full-service marketing agency offering insightful strategic planning and consultation, award winning creative, quality production, analysis and implementation of marketing programs and campaigns. Specializes in direct mail, email, internet marketing, print and advertising.

Specialties include publishing, financial, insurance, healthcare, business-to-business, high tech, retail and entertainment marketing.

Stephen Winchell & Associates A division of Odell Simms, Inc.

George Waldmann, *President* 1593 Spring Hill Drive Tysons Corner, VA 22182 703-770-8090

Fax: 703-893-6314 gwaldmann@swadirect.com www.swadirect.com



Stephen Winchell & Associates

Stephen Winchell & Associates is one of America's most successful full-service agencies specializing in direct mail and digital fundraising for charitable, nonprofit and political organizations.

Since 1976, we've raised well over \$1 billion for clients including Statue of Liberty-Ellis Island, National WWII Memorial, The Heritage Foundation, Smithsonian Institution. Award-winning creativity, experienced production management, outstanding client service.

The Harrington Agency

Tracy Lea, Vice President 410-756-5164

tlea@theharringtonagency.com www.theharringtonagency.com



Making the impossible possible. The Harrington Agency is a full-service response fundraising agency providing next-generation direct mail and digital integration hand in hand with in-depth analytics. In today's world of marketing automation, every nonprofit should be treating their donors as a "segment of one." What is your organization doing?

At The Harrington Agency, every fundraising campaign we develop and implement is designed around the core principles of marketing automation. How can we help you?

The Lukens Company

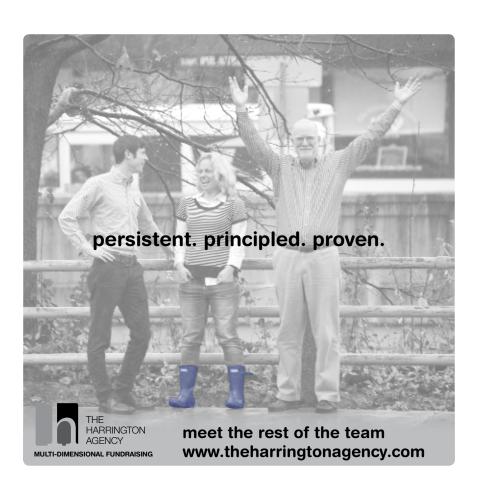
Seth Colton, Executive Vice President 2800 Shirlington Road, 9th Floor Arlington, VA 22206 703-845-8484

seth@thelukenscompany.com www.lukenscompany.com

the lukens company

The Lukens Company provides expert multichannel direct response fundraising program management to nonprofit organizations, cultural attractions and faith-based missions. Our client partnerships inspire action, drive innovation, and achieve results.

TLC's services include direct response fundraising program strategy and management; strategic assessment and planning; survey research; actionable analytics; donor development; social media strategy; digital marketing and advertising; creative development; and web development. The Lukens Company has offices in Arlington, VA, Los Angeles, CA and Charleston, SC.







Full-Service Operation



Advanced Response Systems

Nick Reinking, *National Account Executive*

13175 George Weber Drive Rogers, MN 55374 **763-201-9105**

nick@advanced-response.com www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

ASAP FAST Color Graphics

Dan McNamara, VP, Sales & Marketing 44180 Mercure Circle Dulles, VA 20166 443-306-0006 dan@asapfast.com

www.asapfast.com



ASAP FAST Color Graphics is a true Full-Service Printing & Mailing operation ALL UNDER ONE ROOF and serving many nonprofit organizations throughout the greater DC marketplace.

ASAP FAST provides end-to-end services from Data Processing, Graphics support, Large Printing operation, Digital Printing and Variable Digital Printing operation and handsdown the most advanced mailing operation in the area.

ASAP FAST's specialty is managing our customers projects - hand-holding our customers and guiding them along the way is what ASAP FAST does best!

BIGEYE Direct, Inc.

Damon Smith, *President* 13860 Redskin Drive Herndon, VA 20171 **703-955-3020**

Cell: 703-966-7848 damon@bigeyedirect.com www.bigeyedirect.com



BIGEYE Direct is a team of 100 passionate and dedicated mailing professionals utilizing the latest technology, custom programs, and proprietary systems to efficiently produce high volumes of direct mail.

Services include:

- SAS70 certified data center and physical plant security
- Full-Service IMB coding with online mail tracking
- Cut sheet & continuous form laser personalization
- Digital color laser printing
- Inkjet personalization
- Complete bindery, tabbing, and machine inserting
- On site post office, BMC/SCF drop shipping, & co-mingling service

Discover BIGEYE and expect to See Better Results!

Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services 1625 Knecht Avenue Baltimore, MD 21227 410-501-1128 Cell: 410-259-0990 timf@whycms.com



www.whycms.com

CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort - Full Lettershop with Intelligent Inserting and Flats- Variable Data/Imaging - TransPromo - Statements - Document and Facilities Management.

EdgeMark Partners

John Weeks, Business Development Director

4510 Cox Road, Suite 305 Glen Allen, VA 23060 **804-967-2000 x106**

jweeks@edgemarkpartners.com www.edgemarkpartners.com



EdgeMark Partners is a marketing company in Richmond, Virginia with 28 years of expertise in production solutions. We offer traditional and digital marketing, as well as data management, complete package development, and postal logistics. We do it all for our clients, happy to jump in to your project at the exact moment you need us. We make your job easier by handling the countless details while getting the results you need.

Epsilon

Lisa Hughes, VP, Client Service 1240 North Avenue West Chicago, IL 60185 630-386-9271 lisa.hughes@epsilon.com www.agency.epsilon.com

EPSILON°

Epsilon's focused team of fundraising and membership experts leverage marketing insight, communications strategy, list strategy, vast data assets, creative strategy and execution, analytic expertise, and technology excellence to deliver integrated multi-channel marketing solutions that enable clients to achieve their top and bottom line growth objectives through rich, enduring and profitable relationships.

Foremost Solutions Group, LLC

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup .com

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Japs-Olson Company

Debbie Roth, *Vice President* 7500 Excelsior Boulevard St. Louis Park, MN 55426 952-912-1440

Fax: 952-912-1900 droth@japsolson.com www.japsolson.com



JAPS-OLSON COMPANY

Commercial Printing & Direct Mailing www.japsolson.com

Japs-Olson Company is helping customers get their direct mail campaigns produced with better targeting, faster in-home delivery and more formats to create a better ROI. This has been our focus for over 110 years. Our reputation has been built with unparalleled expertise, technology and innovation. Call Patrick Beddor at 952-912-1466 for more information.

L & E Meridian

Scott Bobowick, Executive Vice President 8000 Corporate Court Springfield, VA 22153 703-913-0300 sbobowick@l-e.com www.l-e.com

L@E | Meridian

Your Goals. Our Expertise. A Perfect Match.

For over 30 years, L&E Meridian has been at the forefront in our industry offering professional services in high-volume data processing, digital printing and mail. We specialize in variable print applications, fulfillment, mailing services and project execution. We consistently strive to meet and exceed expectations and stay ahead of the curve in technology and services. Services Offered:

- Variable Printing
- Mailing Services
- Real Pen
- Statement Processing
- Full Production
- Data Services

Let's Work Together.

Marketing General Incorporated

Rick Whelan, CDM, President 625 North Washington Street, Suite 450 Alexandria, VA 22314 703-739-1000

Direct: 703-706-0350 info@marketinggeneral.com rick@marketinggeneral.com www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

Marketing General Incorporated is North America's largest and most experienced association marketing agency. MGI is a full-service strategic partner that designs and implements proven programs that grow membership, dues, and non-dues revenue. Publisher of the annual Membership Marketing Benchmarking Report, we are the only firm whose account teams and senior staff include Certified Direct Marketers. MGI is Many Great Individuals who enable membership organizations to achieve their full potential. Visit www.MarketingGeneral. com or contact Rick Whelan at 703-706-0350.

Navistar Direct Marketing

Art Simpson, President
4612 Navistar Drive
Frederick, MD 21703
410-291-2100
asimpson@navistardirect.com
www.navistardirect.com



START-TO-FINISH SOLUTIONS FOR DIRECT MARKETING PRODUCTION

We'll help you grow your business... one campaign at a time. Navistar Direct Marketing is the largest and most efficient direct marketing production company in the Washington Metropolitan area. Enjoy peace of mind by having Navistar Direct Marketing produce your entire direct marketing campaign.

2019 DMAW MARKETING ADVENTS PUBLICATION SCHEDULE

	Theme	Insertion Due	Materials Due	Publication Date
January	What's Hot in 2019!	November 17	December 4	January 1
February	Postal & Legal Issues	December 15	December 30	February 1
March	Let it Grow!	January 12	January 26	March 1
April	Classic Direct Marketing	February 15	February 23	April 1
May	Pandora's Box	March 16	March 26	May 1
June	Creative and the Bridge			
	Conference Preview	April 13	April 23	March 1 March 1 May 1 June 1 July 1 September 1 October 1
July	Christmas in July	May 14	May 20	July 1
September	The Digital Issue	July 16	July 18	September 1
October	Data Analytics	August 15	August 20	October 1
Nov/Dec	The Best of Bridge	September 17	September 19	December 1



Production Solutions

Ben Harris, *President* 1953 Gallows Road, Suite 500 Vienna, VA 22182 **703-734-5700** bharris@psmail.com www.productionsolutions.com



Serving the nonprofit community for nearly 30 years, Production Solutions is one of the nation's largest and most comprehensive direct response production management firms. As your strategic partner, we provide cost-effective and customized solutions to ensure success with each campaign.

We are grateful to serve many of the nation's top nonprofit organizations while working with industry-leading suppliers, agencies, and consultants to enhance your fundraising program goals.

Contact us today to experience the Production Solutions difference!

Redfield Direct LLC

Thomas Beachler 11422 Miracle Hills Drive, Suite 450 Omaha, NE 68154 402-681-9680 tbeachler@redfielddirect.com www.redfielddirect.com



Redfield Direct LLC, established in 1883, provides innovative materials and solutions for world class direct mail marketers.

Our expertise includes strategy, creative development, web and digital print, labels, premium pad products, and direct mail turnkey solutions.

ResourceOne

Bill Moore, Vice President, Sales 2900 East Apache Street Tulsa, OK 74110 800-566-0062 bmoore@resource-one.us

www.resource-one.us



ResoureOne specializes in Direct Marketing and Nonprofit fundraising.

We offer web and sheet-fed printing, laser and inkjet personalization, hand assembly, mail shop and creative service.

INNOVATIVE FORMATS - PROVEN RESULTS

RHA Marketing

1124 Rutlandview Drive, Suite 200 Davidsonville, MD 21035 410-798-5500 rhamarketing.com

Bob Rudderow, Partner bobrudderow@rhamarketing.com 443-433-6979

Dan O'Brien, Partner danobrien@rhamarketing.com 443-875-7828



RHA is your full-service, one-stop format idea shop. Using our 100+ years of Direct Mail production experience, we provide creative solutions. Our solutions come from the best technologies the entire industry has to offer.... in-line formats, hybrid formats, conventional mail formats, digital solutions to the latest in 4 color ink jet formats. Our platform does away with the limitations that any one organization may have.

We are an Authorized Provider of ReadSmart text formatting.

RRD Marketing Solutions

Dave Ciocchi, VP, Sales, Eastern Region 99 Park Avenue New York, NY 10016 800-722-9001 dave.j.ciocchi@rrd.com www.ms.rrd.com



Optimize Engagement

The direct mail arm of RRD Marketing Solutions is a global integrated communications provider enabling organizations to create, manage, deliver and optimize marketing and business communications. For decades our performance-based direct mail testing strategies have been producing winning campaigns. Let us help you grow your business through innovative, highly personalized campaigns that help acquire, retain and grow your customer base.

RWT Production

Pete Taylor, President 8932 Orange Hunt Lane Annandale, VA 22003 571-243-1237 ptaylor@rwtproduction.com www.rwtproduction.com



RWT Production is a leading direct mail production management company providing the best product at the best price. We are a group of highly dedicated and extremely talented production managers with extensive experience in direct mail production. Each member of the RWT team has been on both sides of the production equation, which means we have a keen understanding of your needs. And we pride ourselves on not only meeting expectations, but exceeding them.

Southwest Publishing & **Mailing Corporation**

Angie McAtee, Vice President 4000 SE Adams Street Topeka, KS 66609 877-659-4326

angie@swpks.com www.swpks.com



Southwest Publishing and Mailing Corporation

Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

• Hand work & fulfillment.

Call on our expertise...

- Program evaluation
- Campaign strategies
- Award-winning creative services
- Cultivation & retention programs
- Custom high donor programs
- Integrated marketing
- Premium design & procurement

Products include...

- Calendars
- Premiums Made in the USA
- Religious Gifts
- Membership Cards
- Notepads
- Greeting Cards
- Card Packages



The Calmark Group

James Drake, Executive Vice President, Sales

6755 South Sayre Avenue Bedford Park, IL 60638 402-450-5080

jdrake@calmarkgroup.com www.calmarkgroup.com

Nonprofit organizations rely on The Calmark Group for services that include campaign strategies, award winning creative services, premium design and procurement, and customized programs for cultivation, retention, lapsed recapture and high donors.

The Calmark Group is one of the largest, full-service, single-site direct marketing facilities in the U.S. The company provides mailing services from its 400,000 sq. ft. facility in Chicago and agency services from its offices in Pennsylvania and Maryland.

The Calmark Group offers MailSmart postal initiatives and 24/7 personal service for "worry-free" direct marketing. An expanded team of fundraisers, new services, exclusive products made in the USA, extraordinary mailing capacity and optimum postal discounts offer nonprofits every advantage for smart, effective and efficient direct response fundraising.



advantage

[əd'vantij]

NOUN

noun: advantage · plural noun: advantages a condition or circumstance that puts one in a favorable or superior position:

"working with The Production Advantage will give you an advantage in the marketplace"

synonyms: upper hand · edge · lead · trump card · superiority · dominance · ascendancy · supremacy · power · mastery · inside track · catbird seat

the opportunity to gain something; benefit or profit:

"you could achieve something to your advantage" synonyms: benefit · profit · gain · good · mileage



703.818.1633 productionadvantage.com

The Production Advantage

Bob Davis, Owner

13873 Park Center Road, Suite 15 Herndon, VA 20171

703-818-1633

Cell: 703-946-6249

bob@productionadvantage.com www.productionadvantage.com



production advantage 🖺

In 1989, The Production Advantage was founded upon a single guiding principle: To provide the highest level of direct mail production management in the industry. We are veteran, top-flight direct marketing experts. It's no accident that our clients are some of the top direct marketers and fundraisers in the country. Come see why.

Quality direct mail production that saves you time and money. That means peace of mind for you. Start by comparing our prices. Our incomparable service speaks for itself.

The Production Management Group, Ltd.

Rick Powell, President Polly Papsadore, Business Development

7160 Columbia Gateway Drive Suite 300

Columbia, MD 21046 410-290-0667

Fax: 410-290-1578 rick@pmgdirect.net polly@pmqdirect.net www.pmgdirect.net



PMG provides full-service direct mail production management to nonprofits and the agencies that serve them.

Our team of seasoned production experts handles everything from initial planning, campaign execution, printing, data processing and mailing services to postal logistics and reporting. Our extensive network of carefully selected, high quality suppliers are ready to meet each client's unique needs. Our data hygiene, data processing and analytics services are offered in-house, providing you with an exceptional level of quality control and responsiveness. Our postal optimization services expedite delivery, decrease postal costs and provide free tracking of your outbound and inbound mail.

For over 20 years, PMG has provided superior quality, consistent on-time delivery, competitive pricing and innovative ideas to its client partners. And in today's marketplace, with increasing paper, freight and postage costs, we are constantly focused on finding ways to save our clients money. We look forward to working with you!



Fundraising & Marketing Consultants



American Marketing & Communications Corp.

Lisa C. Boyle, *President & CEO* 5303 Spectrum Drive, Suite F Frederick, MD 21703 240-625-9225

lboyle@americanmarketingcc.com www.americanmarketingcc.com



American Marketing is a full-service fundraising and direct marketing consulting agency that focuses our client's long-term growth and customer base that is loyal and generous year after year.

Through personalized service, including Strategic Planning, List Services, Creative, Production and Analysis, we bring inspiration and innovation to achieve outstanding results to our clients. We work with you as true partners in marketing to unleash your potential and build a strong sustainable future for your organization.

Barton Cotton

Kathy Calta, *President* 3030 Waterview Avenue Baltimore, MD 21230 410-565-5040

kathy.calta@bartoncotton.com www.bartoncotton.com



FUNDRAISING GROUP

Barton Cotton Fundraising Group is a leading results-driven multichannel agency of industry leaders with one mission – yours. We provide innovative, comprehensive, and predictable marketing ideas and services to support our clients' growth.

Our strength lies in providing exceptional marketing ideas and services that speak to the mission and core values of our clients. Our highly accomplished team delivers a powerful integration of strategy, analytics, creative, communications, digital and execution across all channels every time, while maintaining the integrity of the nonprofit industry.

CAPTEL

Phil Smith, President & CEO 300 Fifth Street, NE Washington, DC 20002 202-546-6874 psmith@captel.net www.captel.net



CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

Foremost Solutions Group, LLC

Renee Wilkey, Account Director
PO Box 8172
Champaign, IL 61826
800-445-5236 x102
renee.wilkey@foremostsolutionsgroup.com

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Hispanic Marketing & Publishing

Daniel A. Gonzalez 939 8th Avenue, Suite 300 New York, NY 10019 212-682-0333

Text: 917-484-1842 dagonzalezny@gmail.com

HISPANIC DIRECT MARKETING
Strategic planning and Spanish
copywriting, original design and
creative adaptations. Specializing in
promotions for health and children's
publishers and nonprofit organizations.
Formats include traditional direct mail
efforts, social media, web pages, search
ads; collection letters and fulfillment
material. Translated and edited more
than 75 books and booklets.

Forty years of direct marketing and publishing experience, including Time Latin America, Time-Life Books, PCH and Prentice Hall. Recent projects included: Editorial and marketing for Bottom Line Inc. for diabetes book; Guideposts, Highlights' High Five Bilingüe magazine, Loyola Press. Editor of The DMA's Directo Hispanic Council's newsletter, Línea Directa, for 11 years.

Huntsinger & Jeffer, Inc.

Cheryl Martin, CEO cheryl@huntsingerjeffer.com

Kelly Woodward, *President* kelly@huntsingerjeffer.com

809 Brook Hill Circle Richmond, VA 23227 **804-266-2499**

vicki@huntsingerjeffer.com www.huntsinger-jeffer.com



Since 1964, Huntsinger & Jeffer has been a pioneer in multi-channel communications. We are innovators who understand that technology changes, but human nature does not. That means you get the highest level of:

- * Marketing Expertise
- * Strategic Planning
- * Innovative List Services
- * Compelling Creative
- * Cost Efficient Production
- * Results-Driven Analysis

Cutting edge, multi-channel technologies, plus tested and proven knowledge about what motivates donors and prospects. That's the H&J Direct Marketing Difference. Contact H&J today!

Impact Communications, Inc.

Kathy Swayze, CFRE, President 735 8th Street, SE, Floor 2 Washington, DC 20003 202-543-7671

kswayze@impactdc.com www.impactdc.com



Award-winning fundraising creative strategy and compelling copy for your direct response, mid-level, major gift, and gift planning programs. Impact Communications is here to help you change the world, one story at a time.

Integrated Direct Marketing

Michael Rooney, *Principal* 1250 Connecticut Avenue, NW Suite 700 Washington, DC 20036 202-261-6587

Fax: 202-261-6589 mrooney@idm-dc.com www.idm-dc.com



Integrated Direct Marketing is a fullservice fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

MarkeTeam, LLC

Jeff Huberty, Executive Vice President 600 North Town Center, Suite 1600 1200 Abernathy Road, NE Atlanta, GA 30328 770-274-3700

jhuberty@mkteam.com www.mkteam.com



Analytics + Strategy + Creative

All under one roof. All working together in seamless synergy, honed over 30 years partnering with the nation's leading nonprofits. We partner closely. Mobilize integrated teams to meld strategy, advanced analytic modeling, and compelling creative that delivers outstanding results. Over and over again. For advanced analytics, digital and direct mail, acquisition, advocacy, retention/lapsed, grateful patient, midlevel, and planned giving programs...

Learn why we've kept so many clients 10 years or more.



Membership Marketing Partners, LLC

Gurney Sloan, CEO 66 Canal Center Plaza, Suite 750 Alexandria, VA 22314 703-272-1500

requests@memberpartners.com www.memberpartners.com



MMP is a full-service direct marketing agency that provides results-driven solutions to nonprofits, advocacy groups, charities, and associations. Our creative, multi-media approach can grow your house file, improve donor retention, and create a fundraising atmosphere that results in maximum revenue for your organization. We specialize in custom, cutting edge direct mail and online/digital campaigns that give our clients long-term, sustainable growth. Let us help you beat your numbers! Call or email Gurney Sloan above.

New River Communications

Sean O'Neil, VP, Business Development 2977 West Broward Boulevard Ft. Lauderdale, FL 33312 954-587-8820

info@newrivercommunications.com www.newrivercommunications.com



Since 2000, New River Communications (NRC) has raised millions of dollars for critically important causes. We're a Floridabased, award-winning, full-service direct response agency combining the best practices of direct mail and digital fundraising. We bring your cause alive and move your prospects and donors to action through storytelling. Because we don't have the overhead of a large agency, we can provide our clients exceptional creative and strategic solutions at a great value.

NEWPORT ONE

Craig DePole, President 524 Seaward Drive Severna Park, MD 21146 410-793-5418 cdepole@newportone.com www.newportone.com

NEWPORTONE

ONE CAN MAKE A DIFFERENCE

One person can make a difference in the world. One organization. One donor. And NEWPORT ONE can help. NEWPORT ONE is your award-winning, integrated and multi-channel fundraising expert.

Experienced, creative, and committed, NEWPORT ONE can make a difference in your direct marketing and fundraising success.

Boston | DC

Nexus Direct

Suzanne Cole Nowers, CEO
101 West Main Street, Suite 400
Norfolk, VA 23510
757-636-3400
800-965-0577
scole@nexusdirect.com
www.nexusdirect.com

Ashley Gundlach, VP, Client Services, Partner

757-636-3409

800-965-0577 agundlach@nexusdirect.com

Kristi Rinck, VP, Agency Operations, Partner

757-754-1121

800-965-0577

krinck@nexusdirect.com



where innovation meets results

Nexus Direct is an international, full-service direct marketing agency serving veteran service organizations, nonprofit, associations, and political organizations. By working at the nexus of data-driven strategy and breakthrough creative, we are known for producing sustainable growth for our clients.

At Nexus Direct, we seek to partner with nonprofits that are strongly mission driven and are committed to a culture of innovation. To explore how we can take your program to the next level, call us at 800-965-0577, email info@nexusdirect.com, or visit www.nexusdirect.com

ONE HUNDRED

Jed Dorney, *Partner* 1285 Avenue of the Americas Fifth Floor New York, NY 10019 646-264-2706

jed.dorney@onehundredagency.com www.onehundredagency.com



ONE HUNDRED empowers organizations to embrace a greater purpose turning passion into impact, and impact into global change. We bring together the world's most renowned teams of talent in fundraising, communications and branding from Omnicom Group – the leading global marketing and communications network. We provide integrated teams who think, create and execute together, providing solutions that are seamless, more efficient and more engaging. Together with our clients, we raise more than \$2 billion per year.

Schultz & Williams, Inc.

L. Scott Schultz, *President* Dell L. Fascione, *Vice President, Marketing*

One Penn Center at Suburban Station 1617 JFK Boulevard, Suite 1700 Philadelphia, PA 19103 215-625-9955

mail@schultzwilliams.com www.schultzwilliams.com

Schultz & Williams

Powering Missions That Matter $^{\text{\tiny{TM}}}$

Schultz & Williams partners with outstanding clients nationwide, making a difference in an ever-changing world. For more than 31 years, our dedicated, talented team has empowered nonprofits to positively affect millions of lives through our work in healthcare, education, the environment, animal welfare, social justice and arts & culture.

S&W's Direct Response team helps nonprofits reach their goals with high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for public-phase capital campaigns.

SJM Copywriting

Stephan Mathys, Principal 220 Monroe Mill Drive Ballwin, MO 63011 317-340-5773

stephan@sjmcopywriting.com www.sjmcopywriting.com



HEY! Got lousy renewal rates? Decreasing average size? Negative direct mail ROI? Do you know why?

It could be anything from your list to outer envelope to your message. To find out, call a verified direct response creative professional with 16 years' experience in data analysis and segmentation.

We'll look at everything from Dear Friend to P.S. and get you better results, so you can make a better community.

The Delta Group USA, Inc.

Steve LeBlanc, President
6715 Little River Turnpike, Suite 207
Annandale, VA 22003
703-914-1266 x108
steve@deltagroup.info
www.deltagroup.info



A full-service direct mail agency located near Washington, DC. We specialize in fundraising and consulting to nonprofits and conservative political campaigns.

We develop cost effective direct mail program strategies for each client. Our team consists of a network of highly skilled direct mail professionals with experience in copy, lists, analytics, print and data.





List Broker / Compiler / Manager



AllMedia Inc.

Laura McClendon, President PO Box 262468 Plano, TX 75026 469-467-9100 x402 Imcclendon@allmediainc.com www.allmediainc.com

AllMedia Inc. specializes in providing targeted media for measureable results.

Our Account Teams provide expert advice to marketers around the world regarding the purchase and use of email, postal and telemarketing prospect lists and related services. We also provide List Management services to monetize customer data while protecting its value to the List Owner.

Our mission is to provide strategic and thoughtful direct media recommendations and skillful list and data services to all our clients.

American Mailing Lists Corporation (AMLC)

Dorothy Miller, President 9625 Surveyor Court, Suite 400 Manassas, VA 20110 571-292-5806

Fax: 571-292-5807 dorothy@amlc.info www.amlcpolitical.com



American Mailing Lists Corporation Conservative Donors R Us

In 1965 Richard Viguerie, with 12,500 Goldwater for President \$50+ donors, founded the world's first, ideological/ political, direct marketing advertising agency and list company.

Today, the 12,500 conservative donors has grown to 10,000,000. Our 75+ employees will mail 100,000,000+ postal letters in 2019.

For over 54 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7 billion dollars and mailed 4 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000 donor names.

AmeriList, Inc.

Ravi Buckredan, Director, Business Development

40 Ramland Road, South, Suite 2036 Orangeburg, NY 10962 800-457-2899

info@amerilist.com www.amerilist.com



As the nation's leading provider of multi-channel marketing solutions, AmeriList, Inc. can segment the best prospects for your next direct marketing campaign. AmeriList provides targeted mailing lists, telemarketing lists, email marketing data, database append and hygiene, as well as printing and direct mail services to business of all sizes.

Our core competencies are centered around helping clients improve their customer acquisition and retention programs by developing responsedriven marketing data. Growing your business is our business!

Atlantic List Company, Inc.

Ingrid Loukota, President & CEO Direct: 703-647-5895 ingridloukota@atlanticlist.com

Maia Worden, COO Direct: 703-647-5899 maiaworden@atlanticlist.com

2300 9th Street, Suite 301 Arlington, VA 22204 703-528-7482

Fax: 703-528-7492 www.atlanticlist.com



ATLANTIC LIST COMPANY, INC.

Atlantic List is a premier Direct Marketing media company offering list brokerage and list management / database services with expertise across Nonprofit, Political, Religious and Publishing markets.

Our experienced teams develop effective campaigns for growth through new donor and customer acquisition programs, increased market share and profitability by innovative use of data.



Atlantic List Company, Inc. Success Through Knowledge and Growth

ACQUISITION LIST PLANNING FILE MANAGEMENT

Serving Non-profit, Political, Advocacy



Religious Clients Since 1976

www.AtlanticList.com

Belardi Wong

Jeanette Cassano, Senior Vice President 3030 Bridgeway, Suite 222 Sausalito, CA 94965 415-729-9148 jeanettec@belardiwong.com www.belardiwong.com

Belardi Wong has the expertise you seek in the fundraising marketplace. We are one of the direct marketing industry's leading providers of brokerage, management, acquisition planning, campaign management, online marketing services, list compilation, digital services and insert media.

We represent clients across all spectrums of the nonprofit market: cultural arts, social welfare, animal rights, environmental/wildlife/conservation, progressive advocacy causes, and political candidates & committees.

Carol Enters List Company, (CELCO)

Barbara Sims-President Dottie Simmons Parham-Vice President Emily Farrell-List Broker Kelly Leech-List Broker Shannon Weingarten-AE Manager/

Model Specialist Misty Chambers-Senior/Managing List Manager

9663-C Main Street Fairfax, VA 22032 703-426-4419

Fax: 703-425-0056 www.carolenterslists.com



Carol Enters List Company (CELCO) has built a strong client base while establishing a solid reputation for superior service, harnessing new technology and sound, knowledgeable fundraising expertise.

Our knowledge exceeds the basics of lists and encompasses issues that affect all mailers, including; marketing and industry trends, analysis, fundraising development, merge purge, direct mail production, privacy issues.

Complete Mailing Lists, LLC

Eric Woolf, Managing Partner 190 East Post Road, 2nd Floor White Plains, NY 10601 914-771-6640

info@completemailinglists.com www.completemailinglists.com



CML has a comprehensive background in compiled lists, offering a unique database of licensed professionals enhanced with more than 100 demographics and lifestyles.

Our product line includes hundreds of specialty lists, offering the most COMPLETE one-stop source for all your mailing, telemarketing and email marketing needs.

DonorBase, Inc.

Sherene Kelly, SVP, DonorBase Sales & Marketing

1 Byram Brook Place Armonk, NY 10504 **914-925-2410**

Cell: 510-332-2477

sherene.kelly@donorbase.com www.donorbase.com

▼ donor**BASE**[®]

DonorBase® leads the industry with customized solutions developed from their cooperative prospecting database devoted exclusively to nonprofits and fundraisers.

We identify responsive direct mail donor prospects for acquisition campaigns, re-activate lapsed donors, and offer advanced data services to our members with over 64 million unique donors representing over 665 million gift transactions and \$44.8 billion in charitable giving.

DonorBase members can improve campaign efficiencies through merge optimization and identify the most productive ask string amounts for acquisition or renewal campaigns with the knowledge of the DonorBase audience. We provide valuable audiences to both direct marketing and digital campaigns.

Dunhill International List Co., Inc.

Cindy Dunhill, Vice President 6400 Congress Avenue, Suite 1750 Boca Raton, FL 33487 800-DUNHILL (386-4455) cindy@dunhillintl.com www.dunhills.com



)0-DUNEILL (3) 5-448

America's oldest and largest specialized mailing list company. Over 20,000 constantly updated mailing, email and phone lists. Local/national/international coverage. 210 million U.S. households by age, income, gender, type of dwelling, home value, presence/age of children, ethnicity, marital status, cell phones and many other demographics/lifestyles.

The business database contains 16 million businesses. Select employee size, SIC, sales volume, headquarters vs. branch, plus 22 million execs by job function with emails. Telephones. All lists guaranteed accurate.



EPACO Direct, Inc.

Emily L. Davis, Senior List Manager 100 M Street, SE, Suite 600 Washington, DC 20003 855-935-3500 emily@epacodirect.com www.epacodirect.com



EPACO Direct delivers High-Dollar fundraising solutions!

Our friendly, dedicated staff can assist with list selections, recommendations, accelerated turnaround times.

Your proven source for Republican, Charitable and Military donors since 1978.

- Over 100,000,000 donor names rented.
- Over 8,000 orders fulfilled.
- More than 300 political mailers.
- Hundreds and hundreds of charitable mailers.

***** Special: \$10.00 Off Base and 25% Broker Commission on all orders.

A Veteran owned company.

Huntsinger & Jeffer List Services

Shannon Holleman, Manager, List Services 809 Brook Hill Circle Richmond, VA 23227 804-497-8057 needlists@huntsingerjeffer.com www.huntsinger-jeffer.com



Finding the right prospects is critical to any acquisition effort. As an agency-based brokerage, HJLS delivers highly targeted lists ... and more. We can also provide detailed recommendations based on both your own previous results, and the experience of similar H&J clients. In most cases, our experienced brokers can also work with creative and strategic planning staff to ensure packages are properly tailored to your targeted lists.

For efficiency and effectiveness, contact HJLS!

Infogroup Media Solutions

Stephanie Ceruolo, SVP & GM, Nonprofit Solutions 650 Massachusetts Avenue, NW Suite 505 Washington, DC 20001 402-836-5856

stephanie.ceruolo@infogroup.com www.infogroupmediasolutions.com



Infogroup Media Solutions empowers business, consumer, and nonprofit marketing professionals through our innovative data sets, data management, analytics, brokerage services and marketing solutions. We offer best in class data-driven solutions:

- Customer / Donor / Member Acquisition
- Digital & Multichannel Marketing
- Revenue Generation
- Strategic Insights
- Database and Merge/Purge Services
- Print & Insert Media

Please visit www.infogroupmediasolutions.com, call 402-836-5100, or contact us via email at infogroupmediasolutions@infogroup.com.

Let's Lunch & Learn! Remaking a Middle Donor Program

March 21

Industry
Trends with
Carol Rhine,
Target Analytics
May14

KAP

Patrick Frame, Principal pframe@keyacquisition.com

Jennifer Girard, Principal jgirard@keyacquisition.com

181 Harry S. Truman Parkway, Suite 265 Annapolis, MD 21401 239-263-4350 www.nonprofit-lists.com



KAP provides list brokerage and list management, and new donor analytics to nonprofits spanning environmental, health, international relief, veterans and more.

We excel at finding new donor universes, providing deep analytical insight, meeting budgets, and delivering market-beating results. Our staff has senior level experience within nonprofits and agency-side.

Our commitment to our clients is Service, Solutions, SuccessTM.

Lake Group Media, Inc.

Karen Lake, COO 1 Byram Brook Place Armonk, NY 10504 914-925-2400

karen.lake@lakegroupmedia.com www.lakegroupmedia.com



Lake Group Media, Inc. is a leading media buying and media sales agency specializing in the direct mail, email & online channels. Our clients represent industry leaders across all markets including nonprofit and fundraising.

From the experience and knowledge it takes to plan, build and analyze a profitable media acquisition program to the innovation and determination it takes to generate the revenue that funds one, Lake Group Media is your complete direct marketing solution.

MEGA (Mary Elizabeth **Granger & Associates, Inc.)**

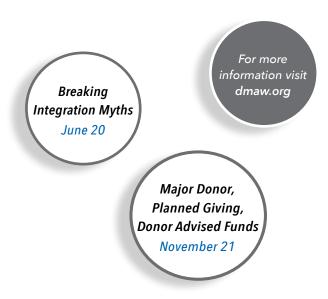
Kris Matthews, President 110 West Road, Suite 235 Baltimore, MD 21204 410-842-1170

Fax: 410-842-1185 kris@maryegranger.com www.maryegranger.com

For over 34 years, MEGA has been providing unsurpassed list brokerage, list management and consultation services to an impressive array of clients. From international relief, mission-oriented, faith-based and health-related charities, to financial services, consumer and catalog offers, mailers have come to rely on and partner with MEGA for the expertise major direct mail campaigns require.

Our services include:

- Donor/Member Acquisition
- Buyer/Subscriber Acquisition
- Comprehensive Mail Plans
- Strategic List Management
- Merge Purge Processing
- List Rental Fulfillment
- Cooperative Database Modeling: Acquisition/Lapsed Donor Retention



MGI List Division of Marketing General Incorporated

Tom Beauchamp, Vice President Candy Brecht, Senior List Operations Manager

625 North Washington Street, Suite 450 Alexandria, VA 22314

703-706-0383

cbrecht@marketinggeneral.com www.mgilists.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

MGI's List Division provides list management and brokerage services for associations, publishers, mailers, and anyone seeking strong directresponse lists & data.

Managed lists represent a broad spectrum of interests including Education, Medical, Healthcare, Psychology and Counseling, Business/Financial and Science/Engineering, and more.

MGI Lists specializes in managing lists for associations to help 501 (c) 3 and 501 (c) 6 organizations enjoy tax-friendly royalty payments without worrying about data hygiene, DPV, or CASS-certification.

Names in the News

Suzanne McGuire, President 180 Grand Avenue, Suite 1365 Oakland, CA 94612 510-302-4600

suziemcguire@nincal.com www.namesinthenews.com



For over 48 years Names in the News has the privilege of working with a wide gamut of clients – representing organizations from progressive political, public interest, environmental, animal rights, civil rights, cultural arts, public broadcasting, international relief, disease/charitable and publication markets.

Your Names in the News team will provide a collaborative partnership, sophisticated strategy development, and solutions targeted to your organizational goals. Contact Suzie McGuire, President for more information @ suziemcguire@nincal.com.

National Fundraising Lists

Diane Hardy, Vice President Samantha Muljadi, Senior Marketing Strategist

16900 Science Drive, Suite 210 Bowie, MD 20715 410-721-5700 dhardy@nflists.com

dhardy@nflists.com smuljadi@nflists.com www.nflists.com



For over 30 years, National Fundraising Lists has led the industry in providing superior list brokerage and management to nonprofits across multiple verticals, including veteran/military, cultural/museum, animal advocacy, health, and humanitarian relief. From donor acquisition to database modeling, we will identify your best audience, increase your response rates, and maximize your investment.

With our broad industry knowledge and forward-thinking, data-driven strategies, we can help your campaign reach its full potential. Let's partner for your next campaign!

NEXT List Company

Glenn B. Hiner, Managing Director 11350 Random Hills Road, Suite 800 Fairfax, VA 22030 877-550-NEXT (6398) ghiner@nextlistcompany.com

ghiner@nextlistcompany.com www.nextlistcompany.com



NEXT List manages over 1.5 million political, charitable and environmental donor names. The core of our business is the fifty plus years of proven list rental and management experience.

Featuring: Democratic Discerning
Donors (\$100+, L12 mo.) Universe
500,000+; Base \$95/m. Recency: L24,
L12, L6 and L3 months; Average age:
71; Gender 52% Female; Avg. R/r 74%;
Avg. Donation \$69.25. NEXTPlus
Optimization +\$15/m. Visit our website
to view our impressive current and
past users.

Political & Fundraising Lists, LLC

Eric Woolf, Managing Partner 190 East Post Road, 2nd Floor White Plains, NY 10601 914-771-5096

info@politicalfundraisinglists.net www.politicalfundraisinglists.net



POLITICAL & FUNDRAISING LISTS

PFL offers the most comprehensive new to market sources for both charitable and political marketers, including regional and national coverage. We provide a unique opportunity for mailers to reach contributors by the causes they so passionately support, via mailing, telemarketing and e-mail.

Robertson Mailing List Company, (RMLC)

Vickie Norman, Vice President & CEO 113 East Market Street, Suite 300 Leesburg, VA 20176 703-509-8441

vnorman@rmlc.net www.rmlc.net



RMLC is a leading company for list management and brokerage for political, charitable and conservative mailers. RMLC's goal is to provide superlative service and personalized attention to our list owners and mailers.

RMI Direct Marketing

Len Zargo, Direct, Business & Media Sales Development 44 Old Ridgebury Road Danbury, CT 06810 203-825-4636 lzargo@rmidirect.com www.rmidirect.com



RMI DIRECT MARKETING INC.

A privately-owned business since 1985, RMI Direct Marketing, Inc. is a full-service direct marketing firm offering List Brokerage, List Management, Alt Media, Digital and Creative services. Our clientele include prestigious nonprofit organizations and commercial businesses. At RMI, we believe that success is built on honesty, integrity, innovation and creativity. Every one of our clients enjoys personalized and professional service. We work hard to make heroes out of clients that choose to work with us.





Mailing / Lettershop (Including International)



Action Mailers, Inc.

Larry Mills, Sales John Gallagher, Sales Jimmy McDermott, Sales Erin Sullivan, Sales 90 Commerce Drive Aston, PA 19341 610-859-0500

Fax: 610-859-0505 www.actionmailer.com



Serving the Direct Mail Industry for over 40 Years.

Action is a full-service mailshop.

Services include: complete data processing, high speed lasers for simplex and duplex imaging, inkjet personalization, form printing and personalization in one operation, complete letter shop with over 40 standard & jumbo inserters. Match mailing specialist, card, label & coin affixing, BMC/SCF drop shipments/Commingling services and an on-site USPS facility.

Advanced Response Systems

Nick Reinking, *National Account Executive*

13175 George Weber Drive Rogers, MN 55374 **763-201-9105**

nick@advanced-response.com www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes



AMi, INC.

Milton G. Olekson, President & CEO 4407 Wheeler Avenue Alexandria, VA 22304 703-370-0382 milt@amidirect.com www.amidirect.com



AMi offers high quality direct mail, fulfillment, conference support, and logistic services. Count on us for traditional print and mail options and advanced technologies including Print on Demand and Color Variable Digital Printing, which gives you the flexibility of customizing printed communications and managing inventory.

With our knowledge of postal regulations and other delivery options, we can provide money-saving, stress-reducing, response-provoking guidance to assist you in achieving your goals.

People you can Trust...Dedicated to Service

BIGEYE Direct, Inc.

Damon Smith, President 13860 Redskin Drive Herndon, VA 20171 703-955-3020

Cell: 703-966-7848 damon@bigeyedirect.com www.bigeyedirect.com



BIGEYE Direct is a team of 100 passionate and dedicated mailing professionals utilizing the latest technology, custom programs, and proprietary systems to efficiently produce high volumes of direct mail.

Services include:

- SAS70 certified data center & and physical plant security
- Full-Service IMB coding with online mail tracking
- Cut sheet & continuous form laser personalization
- Digital color laser printing
- Inkjet personalization
- · Complete bindery, tabbing, and machine inserting
- On site post office, BMC/SCF drop shipping, & co-mingling service

Discover BIGEYE and expect to See Better Results!



Bigeye Direct is a team of 100 passionate and dedicated mailing professionals utilizing the latest technology, custom programs, and proprietary systems to efficiently produce high volumes of direct mail.

Services include:

- SSAE 16 certified data center and physical plant security
- · Full Service IMB coding with online mail tracking
- · Cut sheet & continuous form laser personalization
- · Digital color laser printing
- · Inkjet personalization
- · Complete bindery, tabbing, and machine inserting
- · On site post office, BMC/SCF drop shipping, & co-mingling service

Discover Bigeye and expect to See Better Results!

Damon Smith, President

13860 Redskin Drive • Herndon, VA 20171 703-955-3020 (office) • 703-966-7848 (mobile) damon@bigeyedirect.com

www.bigeyedirect.com

Commonwealth Mailing

Stuart Peyton, General Manager 1700 Venable Street Richmond, VA 23223 804-780-1700

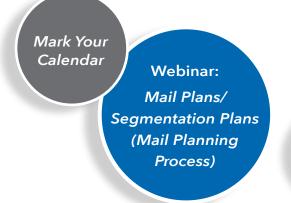
Fax: 804-782-9876

speyton@commonwealthmailing.com www.commonwealthmailing.com



Established in 1981, Commonwealth Mailing is a full-service direct mail production company. We offer everything you need to market to your clients via mail, using state-of-the-art options for personalizing envelopes, forms, letters, and labels with a guarantee of sending on time and in budget, every time.

Our company even provides fulfillment services, can provide an outstanding web presence online and a full print shop both offset and digital to help you grow your brand.





Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services 1625 Knecht Avenue Baltimore, MD 21227 410-501-1128 Cell: 410-259-0990. timf@whycms.com



CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort - Full Lettershop with Intelligent Inserting and Flats - Variable Data/Imaging -TransPromo - Statements - Document and Facilities Management.



Complex Direct Mail Production is Our Specialty Donor/Member Renewals and **Acknowledgements** From acquisition, to renewal, to timely thank you letters, our production and scheduling capabilities make your job easy. Customized Personalization and Insertion Get personal with your donors/members by using what you know about them (giving history, graduation year, etc.) in your letter. We'll personalize and insert your communication pieces so you can more effectively build and nurture relationships. Secure Data Processing Our data processing protocols ensure proper file conversion, set-ups and postal savings which mean your mailings will be done right. Corporate Mailing Services, Inc. 1625 Knecht Ave Baltimore, MD 21227 whyCMS.com | (410) 242-7356

Design Distributors, Inc.

Bob Becker, Account Executive 300 Marcus Boulevard Deer Park, NY 11729 703-626-7615

rbecker@designdistributors.com www.designdistributors.com



Design Distributors has parleyed 50 years of success, massive digital and technological expansion, combined with our industry expertise and innovative thinking to help our clients meet their goals. We have added the HP T-240 Digital Inkjet Web, two Ricoh digital color sheet-fed presses, and a high-speed finishing line. All designed to help get your message to your clients, faster and more cost effectively.

Call or check out our website to find out more.

Foremost Solutions Group,

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Fulfillment House Inc.

John Lawlor, CEO 22880 Glenn Drive, Suite 120 Sterling, VA 20164 703-707-8844 ilawlor@fhinc.net www.fhinc.net



Serving the Direct Mail Industry for over fifteen years, Fulfillment House, Inc. has the experience to manage all of your direct mail or postcard campaigns. FHI provides high-quality on-site data processing, printing, laser and inkjet personalization, labels, bindery, machine and hand inserting, including master mailers.

Conveniently located next to Dulles BMEU, we can mail domestic as well as international. We also offer NDC, SCF drop shipping and quick turnarounds. Contact us today to let our experienced staff show you the quality you deserve and expect, on time, every time.

Good Printers, Inc.

Nick Fornadel, Account Executive 213 Dry River Road Bridgewater, VA 22812 800-296-3731

Cell: 540-435-4911

nickfornadel@goodprinters.com www.goodprinters.com



PRINTERS

Over the past century, Good Printers Inc. has established itself as a reputable commercial print and most recently also direct mail facility servicing both for profit/nonprofit entities in the greater Washington D.C. metro area. Our focus remains in providing a variety of full color publications, and marketing collateral at the highest level of service, quality, and attention to our customers' needs.

Image Direct Group, LLC

www.imagedirectllc.com

Dilip Parthasarathy, Owner & President 200 Monroe Avenue, Suite 4 Frederick, MD 21701 301-620-9900 dilip@imagedirectllc.com



Image Direct Group, LLC is a Direct mail and Printing Industry that has been in business for over 20 years in Frederick, Maryland. We have long term clients along with employees. We offer web and sheet fed presses, data processing, laser, ink jet, letter shop and great customer service.

We do it right, on time, every time!

INTEGRAM- Expedited **Communications**

Tracy Fabian, Chief Executive Officer 22695 Commerce Center Court Dulles, VA 20166 703-849-1700 tfabian@integram.com www.integram.com



INTEGRAM is a full-service direct mail company specializing in fast-turnaround production including data processing, laser printing and mailing services. Mail in 24 hours or less using our widely recognized AIRAGRAM® format. Custom formats also available with accelerated schedules.

Whether it's an emergency fundraising letter or a last-minute sales promotion, meeting your deadline is our highest priority. For over 25 years, we have known that your success is our success and that is what puts us ahead of our competition and will keep you ahead of yours.

L & E Meridian

www.l-e.com

Scott Bobowick, Executive Vice President 8000 Corporate Court Springfield, VA 22153 703-913-0300 sbobowick@l-e.com

L@E Meridian

Your Goals. Our Expertise. A Perfect Match.

For over 30 years, L&E Meridian has been at the forefront in our industry offering professional services in high-volume data processing, digital printing and mail. We specialize in variable print applications, fulfillment, mailing services and project execution. We consistently strive to meet and exceed expectations and stay ahead of the curve in technology and services. Services Offered:

- Variable Printing
- Mailing Services
- Real Pen
- Statement Processing
- Full Production
- Data Services

Let's Work Together.

MailSmart Logistics

Debbie Sylvester, Vice President, Sales 7160 Columbia Gateway Drive Suite 300 Columbia, MD 21046 302-545-1629

Fax: 443-539-2741

debbie@mailsmartlogistics.com www.mailsmartlogistics.com

MailSmart Logistics

We deliver. Your results.[™]

MailSmart Logistics gets your mail delivered through the postal system faster and at a significantly lower cost and it's easy for you. We pick up your mail at the lettershop and deliver it deep into the mail stream, eliminating several steps. Our postal optimization analysis determines the best rate and delivery method for each mailing to maximize your savings. Services include commingling, drop shipping, co-palletization and hybrid solutions. Our MailTracker tool offers free mail tracking for your outbound and inbound mail.

We manage the mail for over 500 organizations; and look forward to working with you! Start taking control of your postal budget and mail delivery on your next campaign. Contact us today.

MAR

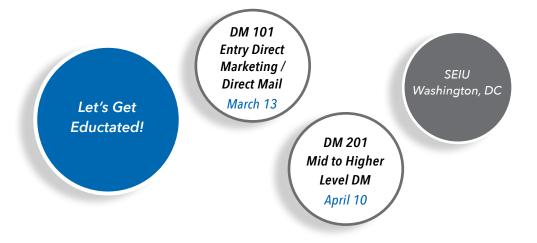
Tim Nenninger, Sales Representative 523 South Meyer Avenue Valmeyer, IL 62295 800-851-4460

Fax: 618-935-2989 timn@margraphics.com www.margraphics.com

We help customers attract, serve and retain clients via the print and mail mediums.

Capture and retain more clients with your next direct mail or print marketing project. Drive prospects and clients to your website, store, event or both by incorporating an interactive element.

You can incorporate a coupon, sticker, card, decal, or other item in your printed material. Garner higher response rates, and ultimately a higher ROI, by increasing the interaction between the recipient and the printed piece.



NMG Mailers/NMG Corporation

Tom Gibson, VP, Sales & Marketing 300 Old Mill Lane Exton, PA 19341 610-496-3776 tgibson@nmgcorp.com www.nmgcorp.com



In October of 2018 NMG, which has been serving its current clients as a web printer for more than 30 years, opened NMG Mailers, a full-service mail shop. This now allows NMG to offer its customers "one stop shopping" for its direct mail project. NMG can now offer to print and mail, making it easier for our customers to meet their clients ever changing needs.

PLASTIC MEMBERSHIP CARDS



Direct Mail for Membership Card Programs

OnTime Companies is now OnTime Card Solutions

New Name - Same Service



- · Loyalty & Membership Cards
- Card Personalization
- Laser Clean Release Cards
- Camera Match Affixing
- Healthcare ID Cards
- Embossing, Thermal, Encoding
- · Hi-Speed Laser Imaging
- Mail Fulfillment

Managing loyalty and membership card programs of every size, on time - every time!

617-884-8488 **♦ www.ontimecard.com**

FULL SERVICE DIRECT MAIL

OnTime Card Solutions

Richard Connolly 176 Williams Street Chelsea, MA 02150 617-884-8488 x202 rconnolly@ontimecard.com www.ontimecard.com



A trusted supplier of plastic card services and direct mail fulfillment for over 20 years.

Our plastic card services include:

- Clean release to 30 mil credit card style plastic
- Embossing, Thermal imaging, Encoding, Inkjet services
- Hi-speed cut-sheet laser imaging

Our direct mail services include camera match card affixing, inserting and more. OnTime Card Solutions offers clients the convenience of one stop shopping - all services managed UNDER ONE **ROOF and ON TIME!**

Pitney Bowes Presort Services

Keith Gallant, *Major Account Executive* John Thompson, *VP, General Manager* J.R. Caine, *Executive Sales Manager* 42 Runway Road Levittown, PA 19057

215-946-2863

keith.gallant@pb.com john.thompson@pb.com james.caine@pb.com www.pb.com

pitney bowes



Pitney Bowes processes over 14 Billion pieces of mail per year across our national footprint of 33 presort operation centers; including five dedicated to Stand Mail® processing. We partner with our clients to capture significant postage discounts and improve delivery on their outbound customer communications while managing complex USPS® regulations.

We provide:

- Guaranteed per piece pricing
- Solutions for address precision
- PrimeSort™ for sorting optimization
- IntelliVIEW[™] for mail tracking and compliance reporting

Planet Direct

Ryan Gutman, *President* 7251 Coppermine Drive Manassas, VA 20109 703-368-8474 ryan@planetdirectmail.com www.planetdirectmail.com



Planet Direct is the area's premier one-stop shop for direct mail marketing and more.

We Do It All

- Data Hygiene
- Merge/Purge
- Integrated Marketing
- Prepress Services
- Offset Printing
- Envelope Printing
- Inkjet Personalization
- Laser Personalization
- Bindery Services
- Domestic & International Mail Preparation
- Lettershop Services
- Hand Fulfillment
- In-plant Postal Processing
- Drop Ship & Commingle

Let us put our expertise to work for you!

Print Mail Communications, Inc.

Dave Pullen, Vice President 4333 Davenport Road Fredericksburg, VA 22408 703-541-5500 contact@pmcdm.com www.pmcdm.com



Trust PMC to execute your direct mail campaign quickly and accurately. We work hard to ensure high quality production and fantastic service in our extensive facility. PMC works well with agencies and production brokers. By combining extensive experience with innovative, cost-effective direct mail fulfillment solutions, we get your jobs done on time and on budget. Ask me about hand-work solutions, too. Send bid requests and capability questions to contact@pmcdm.com.

ProList

Jeff Thomas, VP, Sales & Business Development 4510 Buckeystown Pike, Suite M Frederick, MD 21074 301-924-4545 x1022 jthomas@prolist.com www.prolist.com



When you're looking for an experienced, cost effective direct marketing services provider, look no further than ProList! Our specialties are the production of highly personalized direct mail packages and daily, weekly and fulfillment mail programs. We also offer integrated timed email campaigns and personalized web landing pages. Other services include custom data programming, list maintenance, NCOA, cut-sheet and continuous form personalization, digital color printing, inserting and hand assembly. For more information contact Jeff Thomas 301-924-4545 x1022 jthomas@prolist.com.



SMS Direct

Ben Kuniholm, Account Executive 8461 Virginia Meadows Drive Manassas, VA 20109 703-392-0123 x220 benk@smsdirect.com www.smsdirect.com



We love what we do at SMS Direct. Our passion, experience, and meticulous quality control process have created a thriving business existing for over 30 years. SMS Is a full-service mail shop offering print, data, personalization, and lettershop services.

We would love to work with you!

Southwest Publishing & **Mailing Corporation**

Angie McAtee, Vice President 4000 SE Adams Street Topeka, KS 66609 877-659-4326 angie@swpks.com www.swpks.com



Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

• Hand work & fulfillment.

Summit Direct Mail

Joe Ewers, National Sales 1655 Terre Colony Court Dallas, TX 75050 469-916-5170 Cell: 214-914-7695

jewers@summitdm.com www.summitdm.com



Summit Direct Mail is a high-volume production company that produces millions of Nonprofit Direct Mail pieces for organizations across the United States using high volume digital printing and letter-shop equipment. Our specialized equipment includes camera match technology, and a full suite of Marketing Automation services. When you work with Summit, you gain access to some of the lowest nonprofit postage rates available in the industry, and consistent national delivery from our central geographical location in Dallas, TX.

Reliable mail delivery is your most valuable marketing asset.

Are all your direct mail pieces being delivered and on time?



Are you wasting money on mailings that may not be delivered on time, in good condition-or delivered at all? Let us help you find out!

- · Now more real-time, custom reports
- In-home delivery date & mail condition
- List tracking
- Email monitoring

Celebrating 45 YEARS of Reliable Mail Tracking and Reporting



US MONITO

Call Today (845) 875-6300 USmonitor.com

Information that Makes a Difference.

US Monitor

Anita Sass, President 86 Maple Avenue New City, NY 10956 845-634-1331 info@usmonitor.com www.usmonitor.com



US MONITOR

Information that Makes a Difference.

Established in 1973, US Monitor is the first, largest and most reliable worldwide mail monitor service. We process millions of pieces of direct mail each year and protect mailing lists from unauthorized use for some of the nation's largest direct mail users. We track your mailings and list usage with our sophisticated system of seeds and professional monitors. Representatives are assigned to your account, providing the most thorough, accurate, dependable and timely information.

Premiums / **Promotional Products** & Contests



Capital Design Inc.

Judy Mann 245 Waterman Street, Suite 505 Providence, RI 02906 401-270-6777 iudv@freemiums.com www.freemiums.com

Capital Design is an industry leader in supplying custom designed and manufactured Freemiums® and Premiums to the direct marketing industry for nonprofit fundraising.

For more than 30 years, Capital Design's Freemiums® and premiums have increased donor acquisition, retention and loyalty. Over the years, we have built a portfolio of reliable overseas and domestic vendors creating top quality products at affordable prices. All items are produced and delivered to the lettershop, ready for automated insertion.

At Capital Design, we use a personal approach working alongside clients while developing and creating the premium. We help ensure effective campaigns designed to fit budgets, meet postal regulations and delivery needs.

Contact Capital Design for innovative and creative top-notch service for your direct marketing premium campaigns.

Chao 3D Pop-Up Cards

Dat T. Dang 524 Mid Florida Drive, Suite 202 Orlando, FL 32824 407-704-8886 / 8887 Fax: 407-933-8679 sales@chaocards.com



Chao cards creates and offers a wide variety of inspirational, hand-crafted 3D pop up greeting cards for any occasion. Chao is a subsidiary of D&D Unlimited Inc., an international marketing and sourcing company.

We specialize in creative package designs and custom manufacturing of a wide range of products. Our clients include nonprofit organizations, government agencies, direct mail fundraising agencies, and various sized corporations. We have a proven track record in lowering client acquisition costs, improving results in the marketplace, and delivering exceptional service to our clients.

Magnets 4 Media

Gina Crater-Lilja, VP, Business Development 7 Chamber Drive Washington, MO 63090 800-642-6384 contactus@themagnetgroup.com

www.themagnetgroup.com

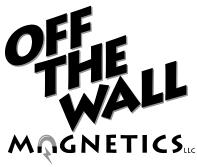


MagnetsMagnets 4 Media is the largest advertising magnet manufacturer in the country. With over thirty years of experience, we deliver top quality magnetic and other promotional products that give your advertisers the opportunity to increase the life of their message in the home.

By consistently implementing technological advances, our turn times and price points are the best in the country. Our service, competitive prices and amazing quality make us the market leader.

Off The Wall Magnetics

Page Mesher, President & CEO 60 SE Main Street Portland, OR 97214 800-337-2637 page@4thefridge.com www.4thefridge.com



Magnets Work! Since 1993, Off The Wall Magnetics has been a leading industry supplier - with factories in both Southern California and Midwest USA - for Direct Mail Magnets; Magnet Postcards; Inserts; Tip-Ons, Die cut shape promotional magnets, and car/truck/vehicle magnets. We are known for doing the 'little things' that make jobs go easier, faster, and without hiccups - from 1000 units to millions at a time. Call or stop by our booth for a sample kit!

Osborne Coinage

Randy L. Pavlack, National Sales Representative

2851 Massachusetts Avenue Cincinnati, OH 45225 513-354-3405

Cell: 513-371-9969 randyp@osbornecoin.com www.osbornecoin.com



OSBORNECOINAGE®

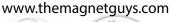
Custom metal coins from Osborne Coinage increase response rates up to 30%. We offer fast turnaround, low cost action devices made in the USA. An in-house graphic department quickly provides layouts. Back-end premiums and gifts are also available for high dollar donors. Metal choices include bright gold brass plate, aluminum and sterling silver.







Count on The Magnet Guys for eye-catching, message-delivering magnets. With more than 40 years of collective experience in the printing and promotions industry, The Magnet Guys always come through with extraordinary customer service and prompt delivery of economical, high-quality magnetic products. Every magnet we produce is manufactured in our own centrally located production facility. Others simply broker magnet products, we are a true direct from manufacturer supplier. Buy direct and SAVE!









The Magnet Guys

Clark Rowlette & Scott Perry, Co-Founders 4811 King Hill Avenue Saint Joseph, MO 64504 855-MAG-GUYS or 855-624-4897 quotes@themagnetguys.com themagnetguys.com



Count on The Magnet Guys for eye-catching, message-delivering magnets. With more than 40 years of collective experience in the printing and promotions industry, The Magnet Guys always come through with extraordinary customer service and prompt delivery of economical, high-quality magnetic products. Every magnet we produce is manufactured in our own centrally located production facility. Others simply broker magnet products, we are a true direct from manufacturer supplier. Buy direct and SAVE!

Ventura Associates International LLC

Marla Altberg 494 Eighth Avenue, Suite 1700 New York, NY 10001 212-302-8277

Fax: 212-302-2587 maltberg@sweepspros.com www.sweepspros.com

VENTURA ASSOCIATES INTL LLC MARKETING&PROMOTION

Ventura is an award-winning direct marketing and sales promotion agency specializing in the design and execution of highly responsive consumer engagement and activation strategies and tactics, including results-generating online and offline games, contests and sweepstakes.

Our customers include Fortune 500 marketers -- as well as their advertising, promotion and consulting agencies -- in the packaged goods, publishing, direct mail, nonprofit, entertainment, retail and financial services arenas. Call or email for information on Ventura's custom and cooperative turnkey solutions; and let us put over 40 years of experience to work for you.

Printers (Including Specialty)



Advanced Response Systems

Nick Reinking, National Account Executive 13175 George Weber Drive Rogers, MN 55374 763-201-9105

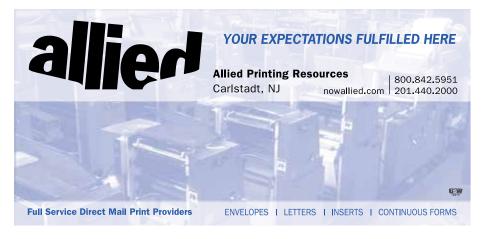
nick@advanced-response.com www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes



Allied Printing Resources

Jeff Miller, Vice President, Sales 201-440-2000 x123 jmiller@nowallied.com

Mike Anderson, Director, Business Development 703-399-6104

manderson@nowallied.com

33 Commerce Road Carlstadt, NJ 07072 www.nowallied.com



Allied is a full-service direct mail print production company located in Carlstadt, NJ. With more than 75 years of experience, Allied stands ready to handle all your direct mail printing needs. Our production capabilities include direct-to-plate prepress, full web and cutsheet printing as well as our envelope division. Our services are comprehensive, our facilities are modern, and our employees are dedicated. Call Allied today or visit our website at www.nowallied.com.

You will be amazed by our services!

Colortree Group

Brian Kerr, *Director, Sales* 8000 Villa Park Drive Richmond, VA 23228 **804-545-2591** bkerr@colortree.com

bkerr@colortree.com www.colortree.com

ONE CALL PRINTS IT ALL!

Colortree Group is a Direct Mail component manufacturer, with expertise in envelope converting, flat sheet litho and web printing. As a G-7 Master Printer, we strive to provide the best litho envelopes in the Direct Mail Industry. Our on-time delivery coupled with ease of doing business, along with exceptional quality, all under the same roof makes us the first choice. A 24/7 manufacturer ONE CALL PRINTS IT ALL! Please visit our website www. colortree.com for more information or call us for a quote today!

Colortree Group - Web Division

Brian Kerr, Director, Sales 8000 Villa Park Drive Richmond, VA 23228 804-545-2591

Fax: 804-358-0488 bkerr@colortree.com www.colortree.com

Colortree Group Web Division consists of 4 web presses. We can print any combination of colors up to 10 print units. We produce continuous forms as rolls or fanfold. We also have a full bindery with high speed batcher, bundler and stackers. We can score and perforate in any configuration, in-line and on press. A nice addition to our flatsheet print and envelope production capabilities, all under the same roof, ONE CALL PRINTS IT ALL!

Commonwealth Mailing

Stuart Peyton, General Manager 1700 Venable Street Richmond, VA 23223 804-780-1700

Fax: 804-782-9876

speyton@commonwealthmailing.com www.commonwealthmailing.com



Established in 1981, Commonwealth Mailing is a full-service direct mail production company. We offer everything you need to market to your clients via mail, using state-of-the-art options for personalizing envelopes, forms, letters, and labels with a guarantee of sending on time and in budget, every time.

Our company even provides fulfillment services, can provide an outstanding web presence online and a full print shop both offset and digital to help you grow your brand.



Discover for yourself why CP Direct has a reputation for delivering a superior customer experience while offering high quality printing services. Our equipment is specifically built for the direct mail industry and we provide end to end solutions for:

- Full service production of direct mail projects including printing and mailing
- Roll to Roll and Fan Folded Continuous Forms, up to 10 Colors
- Letters, Replies, Inserts, Brochures, Newsletters, Cards and Envelopes
- Jobs requiring extremely fast turn times



CP Direct - 4600A Boston Way - Lanham, MD 20706 - 301.577.3003 - www.cpdirectinc.com

CP DIRECT

Matt Trotta, President Al Stahl, VP, Business Development 4600A Boston Way Lanham, MD 20706 301-577-3003

Fax: 301-918-4084 mtrotta@cpdirectinc.com astahl@cpdirectinc.com www.cpdirectinc.com



CP Direct, Inc. is a privately-owned company that supplies superior direct mail printing services to a wide variety of national direct mailers. Our products include continuous forms up to 10 colors (rolls, fan fold and cut sheet) as well as letters, replies, inserts, brochures, newsletters and cards. Our plant operates both web and sheet fed presses, and offers full-service pre-press and bindery capabilities in our 24-hour facility, located in Lanham, MD.

EAGLE Graphics Inc.

Edward D Jocham, President 150 North Mover Street Annville, PA 17003 800-441-8198

eagle@eaglegraphic.com www.eaglegraphic.com



EAGLE Graphics, Inc.

"Soaring to your highest expectations"

EAGLE Graphics Inc. is an independent, family-owned printing company that has been providing print distributors with quality business printing, direct mail and general commercial type printing service since 1976. In addition to providing these quality products, it also provides an unsurpassed level of quality service. The next time you are looking for a dependable source, give EAGLE Graphics a try. You'll be glad you did.

Ennis, Inc.

www.ennis.com

Richard Frese, *NE Regional Sales Manager* 201-704-8676

richard_frese@ennis.com



Sometimes finding the right source can be tough!

We make it easy. One contact. Extensive product line. Unlimited resources.

Regional Facilities:

National-Imprint Corp. - Claysburg, PA Specializing in envelopes, custom windows, four-color process and digital printing.

Ennis - Chatham - Chatham, VA Specializing in high color and integrated products.

PrintXcel - Clarksville, TN Home of VersaSeal - pressure-seal mailers (snap packs) & direct mail.

Foremost Solutions Group, LLC

Renee Wilkey, Account Director PO Box 8172 Champaign, IL 61826 800-445-5236 x102

renee.wilkey@foremostsolutionsgroup .com

www.foremostsolutionsgroup.com

GET NOTICED. GET FOREMOST.

We are your customer communication SOLUTIONS provider that is focused on helping you grow in new and imaginative ways. Your Success is our daily mission and one of our teammates will work with you to craft the right strategy which may include Direct Mail, Print Execution, Digital or Social Direct Marketing.

Four Star Printing

Bruce Ehlert, *President*43671 Trade Center Place, Suite 154
Dulles, VA 20166
703-661-0210
info@fourstarprinting.com
www.fourstarprinting.com



Four Star Printing is a full-service commercial printer that specializes in quick turnaround for small to medium run lengths. For over 35 years we have served direct mail, production and mailing companies with our "can do" attitude. Our experienced production team works diligently to produce quality work that is delivered on time.

Our services include: 2-4 color sheetfed offset presses, 4 color digital printing, 4 color digital variable printing, large format printing that include posters and banners, Halm Super Jet envelope and Didde web presses along with complete bindery services. Our dedicated customer service team is ready to help you with your next project!

Good Printers, Inc.

Nick Fornadel, Account Executive 213 Dry River Road Bridgewater, VA 22812 800- 296-3731 Cell: 540-435-4911 nickfornadel@goodprinters.com

www.goodprinters.com



PRINTERS

Over the past century, Good Printers Inc. has established itself as a reputable commercial print and most recently also direct mail facility servicing both for profit/nonprofit entities in the greater Washington D.C. metro area. Our focus remains in providing a variety of full color publications, and marketing collateral at the highest level of service, quality, and attention to our customers' needs.



Heeter

Thomas J. Boyle, VP, Sales & Marketing 441 Technology Drive Canonsburg, PA 15126 724-746-5000 tboyle@heeter.com www.heeter.com



Print • Direct Mail • Fulfillment • Digital

Heeter is your comprehensive, secure printing and mailing partner.

Whether it's lead generation, brand awareness, or customer engagement and retention, our suite of services delivers your marketing communications solutions - reliably and securely.

We are data and variable print experts, and we serve industries such as gaming, insurance, nonprofit and retail that require high levels of security. We address your privacy and environmental concerns, too. That's why Heeter is certified and compliant across major standards, including the Health Insurance Portability and Accountability Act (HIPAA), SOC II Type 2 and Forest Stewardship Council (FSC). We're G7 Master Color Qualified,

Our boundless creativity, advanced technology and cost-effective results make your communications extraordinary and successful.

STICK With Us

- Direct mail forms
- Post-it notes
- Piggyback labels
- Return address labels
- Bumper stickers
- Decals (Static Cling/Lite Tac)
- Sticker sheets
- Coupon labels

Contact Our **Direct Mail Team!**

Don, Kim & Evette

Join our social network!









301.790.1660 | www.HubLabels.com

Hub Labels, Inc.

Don Andersen, Sales Manager 18223 Shawley Drive Hagerstown, MD 21740 301-790-1660 x288 dandersen@hublabels.com www.hublabels.com



OUR VISION STATEMENT

Hub Labels is passionate about providing the ultimate customer and employee experience while positively impacting the community, environment and industry.

With over 35 years of printing, manufacturing and converting label material expertise, Hub Labels has been recognized as the premier partner to the Direct Mail Industry. We help organizations improve response rates, drive calls to action and add members/donations.

Our 110,000 square foot facility in Hagerstown, Maryland, is strategically located at the transportation hub of Interstates 70 & 81.

Proudly made in MARYLAND!

Here's What's New and Cool in the Card World

DigiCards/Forms - MCO produces 7 Mil, 10 Mil and 13 Mil cards that are imbedded into a form so that both the card and form can be digitally imaged in 4 color process on BOTH sides. WAY COOL for Non-Profits and others to be more personalized with their members.

Thicker DigiCards - MCO produces 13 Mil to 30 Mil PVC and Teslin Cards and Card RACs that are digitally printed and imaged simultaneously under the laminates to protect both the data and the graphics. Postcard formats are available as well.

Laser-Value and Value-X Cards/Forms - MCO now produces a completely new style of both integrated and affixed cards that are designed to provide a top quality but low cost laser compatible card product for smaller runs.

Earth Friendly Cards/Forms - MCO produces a whole line of card products that are more earth friendly than traditional. Please feel free to ask about our Level 1 Earthkards that are no more expensive than traditional cards.

15 Mil Super Laser Cards - MCO still produces the thickest laser compatible card in the world. Please feel free to ask us how your clients can get more perceived value from their laser compatible cards.



MEMBERSHIP CARDS ONLY, LLC

(800) 77 CARDS which is (800) 772-2737

www.membershipcards.com • www.earthkards.com • www.insurancecardmanufactuer.com

Japs-Olson Company

Debbie Roth, *Vice President* 7500 Excelsior Boulevard St. Louis Park, MN 55426 952-912-1440

Fax: 952-912-1900 droth@japsolson.com www.japsolson.com



JAPS-OLSON COMPANY

Commercial Printing & Direct Mailing www.japsolson.com

Japs-Olson Company is helping customers get their direct mail campaigns produced with better targeting, faster in-home delivery and more formats to create a better ROI. This has been our focus for over 110 years. Our reputation has been built with unparalleled expertise, technology and innovation. Call Patrick Beddor at 952-912-1466 for more information.

McCourt Label Company

Joe Tigani, Sales Representative 20 Egbert Lane Lewis Run, PA 16738 800-458-2390

jtigani@mccourtlabel.com www.mccourtlabel.com

Serving you with these direct mail label products:

- Return address labels (large rolls, fanfolded, or sheeted up to 18" wide)
- Bumper stickers and decals
- Clean-release membership cards
- Cut, single membership cards
- Repositionable sticky notes
- Piggyback labels
- New "scratch-off" dots
- 16 colors up to 13.5" wide (including foil)
- Union bug
- New Digitally Printed Labels

Our experience and attention to detail; coupled with our flexible production schedule has earned us long-term customer relationships. Call Today!

Membership Cards Only

Richard D. Faust, CFC, President 8000 Towers Crescent Drive Suite 1350 Vienna, VA 22182

800-77-CARDS 703-760-7840

Fax: 703-573-5417

rfaust@membershipcards.com www.membershipcards.com



Complete printing, personalization and mailshop services specializing in membership card applications. Services include:

- New EarthKards that are truly "green" - go to www.earthkards.com to see all the choices
- New 100% PCW Plastic Cards
- Cards for Digital Presses
- New Environmentally Friendly Laser Compatible Cards
- New Low Cost Laser-Valu Cards
- Card Imaging and Match affixing
- New online card ordering system
- New 10 Mil, 12 Mil and 15 Mil Super Laser Cards
- New 30 Mil DigiCards and Key Fobs
- New Card Self Mailer Products
- New Lower Cost Clean release cards, etc.

MVP Press

Bruce Ehlert, Partner 43720 Trade Center Place, Suite 135 Dulles, VA 20166 703-661-6877

bruce@mvppress.net www.mvppress.net



MVP Press specializes in quick turn direct mail printing and production management. Our goal is to print and mail your project on time, every time. With over 30 years of production experience, knowledgeable customer service and a dedicated team, you can count on us. We want to be your most valuable direct mail partner.

Our services include:

- Artwork
- Envelope printing
- Full color digital personalization
- Offset print
- 4cp printing
- Perfect binding
- Data processing
- Lettershop and mailing services



300 Old Mill Lane Exton, PA 19341



901 Tryens Road, Unit 2 Aston, PA 19041

Tom Gibson

Vice President Sales & Marketing

Cell #: 610-496-3776 tgibson@nmgcorp.com

National Graphics, Inc.

Tom Etzel, Vice President, Sales 248 Route 139 North Branford, CT 06471 203-481-2351 tetzel@natgraphics.com www.natgraphics.com

NATIONAL GRAPHICS

Since 1980, NATIONAL GRAPHICS has been a recognized leader among direct response printers, producing letters, brochures, liftnotes/buckslips, cards/inserts, newsletters and booklets from one to eight colors. Our NATIONAL DIRECT division handles full packages from printing through mailing. We are a financially stable, debt-free company. We run 24 hours a day, 7 days a week and ship anywhere in the United States.

Call NATIONAL GRAPHICS today; or visit our website at www.natgraphics.com

We look forward to serving you!

NMG Corporation/NMG Mailers

Tom Gibson, VP, Sales & Marketing 300 Old Mill Lane Exton, PA 19341 610-496-3776 tgibson@nmgcorp.com www.nmgcorp.com



QUALITY • SERVICE • ASSURANCE

In October of 2018 NMG, which has been serving its current clients as a web printer for more than 30 years, opened NMG Mailers, a full- service mail shop. This now allows NMG to offer its customers "one stop shopping" for its direct mail project. NMG can now offer to print and mail, making it easier for our customers to meet their clients ever changing needs.

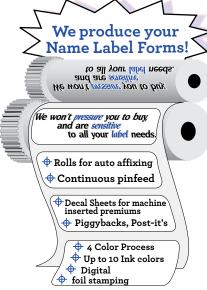
Nova Label Co., Inc.

custom printed labels

Since 1982, **Nova** Label has provided quality printed pressure sensitive labels used in a wide range of applications and industries. Contact us to discuss your next label project.



Locally Manufactured Custom Printed Pressure Sensitive Labels



4819 Lydell Rd., Cheverly, MD 20781 phone: 301.386.4433 fax: 301.386.4606 alan@novalabel.com

RRD Marketing Solutions

Dave Ciocchi, VP Sales, Eastern Region 99 Park Avenue New York, NY 10016 800-722-9001 dave.j.ciocchi@rrd.com www.ms.rrd.com



Optimize Engagement

The direct mail arm of RRD Marketing Solutions is a global integrated communications provider enabling organizations to create, manage, deliver and optimize marketing and business communications. For decades our performance-based direct mail testing strategies have been producing winning campaigns. Let us help you grow your business through innovative, highly personalized campaigns that help acquire, retain and grow your customer base.

Nova Label Co., Inc.

Alan Rich, President 4819 Lydell Road Cheverly, MD 20781 301-386-4433

Cell: 301-351-0124 alan@novalabel.com www.novalabel.com



Nova Label Co., Inc. is your local manufacturer for quality printed pressure sensitive labels...offering:

- Continuous form (up to 20" wide)
- Rolls
- Sticker Sheets, Laser Sheets
- Decals and window stickers
- Specialty materials and constructions
- Labels for automatic affixing
- Up to 10 ink colors
- FAST RELIABLE SERVICE

We won't pressure you to buy, and are sensitive to all your label needs.

Southwest Publishing & Mailing Corporation

Angie McAtee, Vice President 4000 SE Adams Street Topeka, KS 66609 877-659-4326 angie@swpks.com www.swpks.com



Southwest Publishing and Mailing Corporation

Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

• Hand work & fulfillment.

Stephenson Printing Inc.

George Stephenson, President 5731 General Washington Drive Alexandria, VA 22312 703-642-9000 x2500

gstephenson@stephensonprinting.com www.stephensonprinting.com



STEPHENSON**PRINTING**INC

With digital presses capable of variable data and inline addressing, sheetfed presses printing up to 18,000 sheets per hour and full-web presses printing 4, 8, 12, 16, 24 or 32 pages at a time all backed by an extensive inhouse bindery including folding, gluing, banding, saddlestitching and perfect binding,

Stephenson's products include publications, catalogs, annual reports, calendars, maps, wrapping paper, booklets, newsletters, brochures, postcards and more in quantities from one into the millions. Full mailing and fulfillment services are also available and done inhouse.

The Production Advantage

Bob Davis, Owner 13873 Park Center Road, Suite 15 Herndon, VA 20171 703-818-1633

Cell: 703-946-6249

bob@productionadvantage.com www.productionadvantage.com



advantage E

In 1989 The Production Advantage was founded upon a single guiding principle: To provide the highest level of direct mail production management in the industry. We are veteran, top-flight direct marketing experts. It's no accident that our clients are some of the top direct marketers and fundraisers in the country. Come see why.

Quality direct mail production that saves you time and money. That means peace of mind for you. Start by comparing our prices. Our incomparable service speaks for itself.



Telemarketing / **Customer Service**



CAPTEL

Phil Smith, President & CEO 300 Fifth Street, NE Washington, DC 20002 202-546-6874 psmith@captel.net www.captel.net



CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broadbased fundraising services for political organizations, public policy institutions and nonprofit organizations.

CAUSEWORX

Geoff Lloyd, CEO 416-846-2980 geoff.lloyd@causeworx.ca www.causeworx.ca



CAUSEWORX specializes in:

- Planned Giving
- Mid-Donor
- Monthly Sustainers

The phone is the fundraisers greatest relationship building opportunity!

Marketing General Incorporated

Tim Butte, Relationship Director Charity Moody, Telemarketing Services Manager

625 North Washington Street, Suite 450 Alexandria, VA 22314

703-739-1000

tbutte@marketinggeneral.com cmoody@marketinggeneral.com www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

Marketing General's award-winning telemarketing team has a combined 34 years of experience serving the professional association community. Our highly qualified and experienced calling partners are PCI compliant and have passed the highest quality control and performance standards.

Whether we are retained to renew lapsed memberships and certifications, increase meeting attendance, or conduct surveys, we carefully match our callers with clients and their respective programs to achieve the very best results.

For more information visit www.marketinggeneral.com or contact Tim Butte at 703-706-0397 or Charity Moody at 703-706-0376.

MDS Communications

Jay Mount, President 545 West Juanita Avenue Mesa, AZ 85210 480-687-1729

jaymount@mdscom.com www.mdscom.com



MDS provides a complete array of telephone fundraising services for nonprofit organizations. Outstanding results, unparalleled quality, reasonable prices and attentive customer service have led many of the nation's most respected organizations to partner with MDS.

Public Interest Communications, Inc.

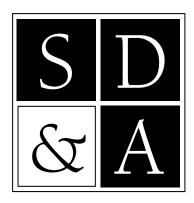
Jim Chmielewski, VP, Client Services 7700 Leesburg Pike, Suite 416 Falls Church, VA 22043 703-847-8300 jim@pic1.com www.pubintcom.com

For over 40 years, Public Interest Communications (PIC) has maximized the relationship-building power of the telephone on behalf of the most successful nonprofit organizations, associations, public policy advocates, political and cultural institutions in America.

PIC's respect of our clients' missions and their constituents' intelligence produces superior results-higher response rates, donation amounts, member retention rates and net income.

SD&A Teleservices, Inc.

Mark Mitchell, Vice President 5757 West Century Boulevard Suite 300 Los Angeles, CA 90045 323-810-0134 mmitchell@sdatel.com www.sdats.com



SD&A - making the world a better place - one phone call at a time.

SD&A serves some of the nation's most prominent nonprofit organizations, including Presidential campaigns, organizations that represent environmental protection, animal welfare, civil rights, social justice, and cultural organizations, among others. Our Fundraisers are knowledgeable, courteous and well trained as ambassadorial extensions of the organizations we serve. For over 35 years we have helped hundreds of nonprofits reach their goals. Let us help you!



Video Production / Duplication





Could a 50¢ DVD Take Your Response to New Heights?

If you're looking for a powerful way to increase response from your next mailing, nothing delivers a more compelling story than a well prepared video. Even the best printed package can't compete with the persuasive powers that the sight, sound, motion and emotion a video can deliver. Video is intimate, motivating and can allow you to take your message way beyond just mere words and still photos.

Media Reactions can help you explore the power of adding video to your mailing package or website. From scripting to duplication, we can do it all. Call 703-471-4900 x 106 for a free consultation.



Media Reactions, Inc.

Ron Guberman 11709 Bowman Green Drive Reston, VA 20190-3501 **703-471-4900**

ron@mediareactions.com www.mediareactions.com



Put the persuasive power of video to work on your next campaign. Let us take YOUR proven message to a higher level of response by harnessing the emotional impact of video to tell your story far better than you can in just print alone. We're experienced, affordable and effective.

We can provide a full range of video services from scripting and production to editing and DVD duplication. To explore the exciting possibilities that direct response TV, online video or DVD mailings can offer, call Media Reactions for a free consultation.



Web Design & Services



Commonwealth Mailing

Stuart Peyton, General Manager 1700 Venable Street Richmond, VA 23223 804-780-1700

Fax: 804-782-9876

speyton@commonwealthmailing.com www.commonwealthmailing.com



Established in 1981, Commonwealth Mailing is a full-service direct mail production company. We offer everything you need to market to your clients via mail, using state-of-the-art options for personalizing envelopes, forms, letters, and labels with a guarantee of sending on time and in budget, every time.

Our company even provides fulfillment services, can provide an outstanding web presence online and a full print shop both offset and digital to help you grow your brand.

ThinkShout, Inc.

Lev Tsypin, CEO 321 NW Glisan Street, Suite 700 Portland, OR 97209 503-847-9216 hello@thinkshout.com www.thinkshout.com



We are ThinkShout. We help you make the world a better place by providing you with forward thinking digital solutions that allow you to tell your story and engage audiences. We devise data-informed strategies, apply Webby-award-winning designs, and implement efficient technological solutions so that you can do the important work of raising funds and awareness for your cause.



Index



5W Strategies, Inc.	13	Diamond Envelope Corporation	26
A Direct Solution	33	Direct Creative, Inc.	9
Access Marketing Solutions	33	Direct Mail Processors, Inc6,	29
Action Mailers, Inc Mailing/Lettershop Divide	r, 69	DonorBase, Inc.	63
Advanced Response Systems25, 47, 69	9, 81	DR2	9
Agilis	5	Dunhill International List Company, Inc	63
Allied Printing Resources	5, 81	EAGLE Graphics Inc.	82
AllMedia Inc	61	EdgeMark Partners	48
American Mailing Lists Corporation (AMLC)	61	Eidolon Communications	37
American Marketing & Communications Corp	55	EngageUSA	6
American Target Advertising, Inc (ATA)	33	Ennis, Inc	83
AmeriList, Inc	3, 61	EPACO Direct, Inc.	64
AMi, Inc	9, 70	Epsilon37,	48
ASAP FAST Color Graphics	47	Foremost Solutions Group 10, 15, 27, 30, 37, 48, 55, 72,	83
Atlantic List Company, Inc21	1, 62	Four Star Printing	83
Avalon Consulting Group	34	Frakture	15
Barry Cox, Copywriter	9	Fulfillment House Inc	73
Barton Cotton	1, 55	Good Printers73,	83
Belardi Wong	62	Greater Giving	37
BIGEYE Direct, Inc47	7, 71	Heeter	84
Blakely	34	Hispanic Marketing & Publishing10,	56
Capital Design Inc.	79	Hub Labels, Inc.	84
CAPTEL	5, 89	Huntsinger & Jeffer, Inc	56
Care2	21	Huntsinger & Jeffer List Services	64
Carol Enters List Company (CELCO)	62	Image Direct Group LLC	73
CAUSEWORX	89	Impact Communications, Inc10,	56
Chao	79	Infogroup Media Solutions	64
Chapman Cubine + Hussey21	1, 35	INTEGRAM	73
Colortree Group	5, 81	Integrated Direct Marketing	56
Colortree Group - Web Division	82	Japs-Olson CompanyBack Cover, 48,	85
Commonwealth Mailing71, 82	2, 93	K2D Strategies	38
Complete Mailing Lists, LLC	63	KAP	65
Concord Direct	35	L & E MeridianYellow Pages Section Divider, 15, 49,	74
CorePro Data Direct	14	Lake Group Media, Inc.	65
Corporate Mailing Services, Inc. (CMS)14, 29, 48	3, 72	Lautman Maska Neill & Company38,	39
CP Direct	82	Lawrence Direct Marketing, Inc.	39
Data Management Inc	14	MackayMitchell Envelope Company	27
Data Services, Inc.	15	Magnets 4 Media	79
DatabaseUSA	15	MailSmart LogisticsInside Front Cover,	74
DaVinci Direct	36	Mal Warwick Donordigital	39
Deluxe Treasury Management Solutions	5	MAR	74
Design Distributors, Inc.	72	MarkeTeam, LLC16, 40,	57
Diamond Communication Solutions	36	Marketing General – Data & Analytics	16

Index



Marketing General – Digital Marketing	22	Public Interest Communications, Inc	89
Marketing General – Fundraising/Marketing Agencies.	40	Redfield Direct LLC	51
Marketing General – Full-Service Operation	49	ResourceOne	51
Marketing General – Telemarketing	89	ResourceOne – Atlantic Fundraising Group	42
Masterworks	40	RHA Marketing	51
McCourt Label Company	85	Rite Envelope and Graphics, Inc Enve	lopes Divider, 27
MDS Communications	89	RKD Group	43
Media Reactions, Inc.	41, 91	RMI Direct Marketing	67
MEGA (Mary Elizabeth Granger & Associates, Inc.)	65	Robertson Mailing List Company (RMLC)	67
Membership Cards Only	85	RRD Marketing Solutions	51, 87
Membership Marketing Partners, LLC	57	RWT Production	51
Merkle Response Management Group	7, 30	Sanky Communications, Inc	43
MGI Lists – a division of Marketing General	66	Saturn Corporation	17
MMI Direct	16, 22	Schultz & Williams, Inc.	44, 59
MVP Press	86	SD&A Teleservices, Inc.	90
NACHA	7	Silver Marketing	10, 23, 44
Names in the News	66	Sisk Fulfillment Service	31
National Fundraising Lists	66	SJM Copywriting	11, 59
National Graphics, Inc.	86	SMS Direct	77
Navistar Direct Marketing	49	Southwest Publishing & Mailing Corp	28, 52, 77, 88
New River Communications	57	Stephen Winchell & Associates	44
NEWPORT ONE	41, 58	Stephen@copybygod.com	11
NEXT List Company	66	Stephenson Printing	88
Nexus Direct	41, 58	Sue Curran Design	11
NMG Corporation/NMG Mailers	86	Summit Direct Mail	77
NMG Mailers	75	The Calmark Group	52
Nova Label Co., Inc.	87	The Delta Group	3, 59
O'Brien Garrett	42	The Harrington Agency	23, 45
Off The Wall Magnetics	80	The Lukens Company	23, 45
One & All	42, 43	The Magnet Guys	80
ONE HUNDRED	58	The Production Advantage	53, 88
OnTime Card Solutions	75	The Production Management GroupIn	iside Back Cover,
ORI	17, 23		12, 53
Osborne Coinage	80	ThinkShout	93
Payment Solutions, Inc.	7	Tri State Envelope	28
Pitney Bowes Presort Services	76	United Envelope	28
Planet Direct	76	US Monitor	78
Political & Fundraising Lists, LLC	67	Vallejo, Fred / Direct Marketing Copy, Inc	12
PreEminent Media Alliance	42	Ventura Associates International LLC	80
Print Mail Communications, Inc	76	Washington Intelligence Bureau	8
Production Solutions	10, 50	Wiland	17
ProList	76	Wunderman Data Products	18. 19