



Direct Marketing Association of Washington

2025 SOURCEBOOK

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National Harbor, MD
July 30 - August 1, 2025



Your Mail, Our Mission

Please see our listings on
pages 34 and 54



Direct Marketing Association of Washington

2025 Sourcebook YELLOW PAGES DIRECTORY

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DMAW MISSION STATEMENT



DMAW MISSION –

Our mission is to provide education, networking, and professional development programs for our community and members to encourage and support the highest ethical business standards and to promote the field of nonprofit direct response marketing, fundraising, and advocacy to have a lasting impact on nonprofit missions.

DMAW VISION –

A vibrant, growing, supportive, and informed direct response fundraising and marketing community.

DMAW VALUES –

- Ethical business practices
- Helping others make better mission impacts
- Improving the recognition of the profession
 - Continual learning

DMAW DEI STATEMENT –

The DMAW recognizes that diversity makes us better, and we are committed to equity and inclusion across race, gender, age, religion, identity, experience, physical or mental ability, ethnicity, and perspective. We commit ourselves to an earnest and wholehearted effort to include and welcome all people. Furthermore, we commit ourselves to dismantling any inequities discovered within our policies, systems, programs, and services. We remain steadfast in our commitment to provide mentorship, education, and networking opportunities to all members, knowing that these tools will be instrumental in the professional growth of future leaders of our industry.

ADVOCACY & POLITICAL CONSULTANTS

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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 over 10,000,000. Our 80+ employees will mail 300 million postal letters in 2025-2026.

For over 60 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.8 billion dollars and mailed 5 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

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CAPTEL®

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 business associations.

CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

Integrated Direct Marketing

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www.idm-dc.com



Integrated Direct Marketing is a full-service 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

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www.k2dstrategies.com



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.

Nexus Direct

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Making the world a better place since 2004.

One company, one team, and your partner.

Decades of creating record-breaking results for nonprofits just like yours.

Committed to supporting your organization in making a lasting impact.

Resulting in an unbreakable bond between your supporters and your organization.

Let us help you! Call us, text us, or email us! We look forward to hearing from you.

What's keeping you up at night?

Let's talk about it...

fixmyfundraising@nexusdirect.com

The Alliance of Nonprofit Mailers

Stephen Kearney, *Executive Director*
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 www.nonprofitmailers.org



For over 40 years, the Alliance of Nonprofit Mailers has been the leading voice for nonprofits on postal issues.

Formed by nonprofits, for nonprofits, and led by a board of 100% nonprofits, the Alliance fiercely advocates in all relevant venues: USPS senior leadership, the USPS Inspector General, Capitol Hill, the Postal Regulatory Commission, the U.S. Court of Appeals, the Government Accountability Office, and the Mailers Technical Advisory Committee.

Join us in ensuring that we nonprofits are heard.

The Delta Group USA, Inc.

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703-914-1266 x56
 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.



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Direct Mail Processors, Inc.

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



For over 33 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. Our outstanding client services team not only provides great customer service but, they are experts on the industry and are able to provide feedback on best practices, process improvements, and trends within the industry.

Since 1992, 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 customized response processing, our real-time Strategic Information System, analytical reporting and is PCI DSS compliant to handle all credit card transactions.



33 Years of Service

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

For 33 years, DMP has been a leading provider of caging / lockbox, data capture, scanning & imaging, on-line donation processing, fulfillment and acknowledgment services.

www.dmpinc.net | **301.714.4700**
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EngageUSA

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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.

Moore RMG

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9:00 AM – 4:35 PM

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American Target Advertising™, Inc. (ATA)

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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 over 10,000,000. Our 80+ employees will mail 300 million postal letters in 2025-2026.

For over 60 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.8 billion dollars and mailed 5 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Barry Cox, Copywriter

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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.

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jobs@bulletproofonline.com
www.bulletproofonline.com



The Proofreading Experts
www.bulletproofonline.com

Let Bulletproof help your business put its best foot forward. Don't let a sneaky typo or error ruin your communications. With specific expertise in direct marketing, Bulletproof has seen it all.

We understand your messaging, targets and hectic pace.

Trust Bulletproof to catch any mistakes, so your audience receives your clean message loud and clear, just the way you intended.

Direct Creative, Inc.

Scott E. Huch, Founder & Owner
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Alexandria, VA 22303
703-300-2900
scott@directcreative.info
www.directcreative.info



You need copy fast.
You need to beat a control.
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You need Direct Creative.

For over 40 years, we've been writing copy that changes minds, wins votes, raises money, and recruits volunteers.

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Impact Communications, Inc.

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www.impactdc.com



We think with you to develop campaign strategy and compelling creative for your direct response, mid-level, and gift planning programs. Impact Communications is here to help you change the world, one story at a time.

Moore

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<https://wearemoore.com/contact-us/>
www.wearemoore.com



Moore's agencies have the top creative minds in the sector to create compelling campaigns for you. We use the only Neuro-Fundraising® Lab to hone that messaging to be most effective.

We use Moore's SimioCloud data and machine learning advantages to deliver your message to the most effective audience, customized to them and their journey to monthly, mid-level, or major donor giving.

NEWPORT ONE

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www.newportone.com



ONE CAN MAKE A DIFFERENCE

One person. One donor. One nonprofit organization can change the world. And Newport ONE is the ONE to help.

Newport ONE is a full-service fundraising agency working in all channels to engage and inspire your donors and fuel your mission.

With Newport ONE's NSIGHTS data intelligence system coupled with our expert creative thinking and innovative ideas; we help organizations reimagine how direct response fundraising should work.

Nexus Direct

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Making the world a better place since 2004.

One company, one team, and your partner.

Decades of creating record-breaking results for nonprofits just like yours.

Committed to supporting your organization in making a lasting impact.

Resulting in an unbreakable bond between your supporters and your organization.

Let us help you! Call us, text us, or email us! We look forward to hearing from you.

What's keeping you up at night?

Let's talk about it...

fixmyfundraising@nexusdirect.com

Schultz & Williams, Inc.

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Schultz & Williams

Schultz & Williams' Direct Response Fundraising—a mix of data-driven strategies and resonant creative for direct mail, email, social media and telemarketing—is the bedrock of every effective development program.

Through our Direct Response solutions, S&W helps nonprofits reach their fundraising goals by implementing high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for mid-level giving, major gifts and planned giving.

Sue Curran Design
Art Direction | Print Management

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43050 Elk Place
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DESIGN**

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PRINT MANAGEMENT

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!

DARE TO BE DIFFERENT!

When you need to stand out,
SUE CURRAN DESIGN
is your perfect partner.



**ART DIRECTION
PRINT MANAGEMENT**

703-926-0594
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1955

*The AAFRC began
publishing its annual
"Giving USA".*

1955

*Giving from individuals,
foundations, and
corporations in the
US totaled
\$7.7 billion.*



In the 1950s, businesses, nonprofits, and political campaigns turned to direct mail to reach consumers...one of the few measurable forms of advertising at the time.

A small group of local Washington, DC Metropolitan area industry professionals gathered over lunch to exchange ideas, build best practices, and explore new ways to leverage direct mail and mail-order catalogs.

1955

This led to the founding of The Mail Club of Washington in 1955.

By 1973, the group grew and evolved into the Direct Marketing Club of Washington.

Later becoming the Direct Marketing Association of Washington (DMAW).

In the early days, DMAW was at the forefront; supporting members with education, networking, and the sharing of knowledge, including having a Council on Catalogs that existed until 2008!

- *The godfather of direct mail is widely recognized as Aazon Montgomery Ward. In 1872, Ward launched a creative catalog that consisted of only one page, but that page would change the way shopping was done all over the world.*
- *Richard Sears sent out his first printed mailer selling jewelry and watches in 1888, followed six years later by what would become the iconic Sears & Roebuck catalog.*

1955

Sears's annual sales topped \$3 billion.

THANK YOU to our 2024 CORPORATE MEMBERS

AARP Foundation
Washington, DC

ABD Direct
Washington, DC
Milwaukee, WI

Action Mailers
Ashton, PA

Acuity Integrated Marketing
Ft Meyers, FL

**American Israel Public Affairs
Committee**
Washington, DC

American Target Advertising
Manassas, VA

Avalon Consulting Group
Washington, DC

Center for Reproductive Rights
Washington, DC

Christian Appalachian Project
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Epsilon
Throughout the US

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Reston, VA

Faircom New York
New York, NY

Humane World for Animals
Washington, DC

HSP Direct
Ashburn, VA

Hub Labels, Inc.
Hagerstown, MD

Human Rights Campaign
Washington, DC

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Integrated Direct Marketing
Washington, DC

Jane Goodall Institute
Washington, DC

K2D Strategies
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Washington, DC

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MailSmart Logistics
Columbia, MD

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Berkeley, CA
Washington, DC

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Downers Grove, IL

MDI Imaging & Mail
Sterling, VA

MissionWired
Washington, DC

MMI Direct
Columbia, MD

Moore
Tulsa, OK

Moore RMG
Topeka, KS

National Geographic Society
Washington, DC

Nexus Direct
Virginia Beach, VA

NNE Marketing
Lexington, MA

NOVA List Company
Ashburn, VA

O'Brien Garrett
New Orleans, LA
Washington, DC

Omega List Company
McLean, VA

OnPoint Data Strategy
Ashburn, VA

Paralyzed Veterans of America
Washington, DC

PETA Foundation
Norfolk, VA

Planet Direct
Manassas, VA

PMG
Columbia, MD

Production Solutions
Vienna, VA

RKD Group
Plano, TX

ROI Solutions
Medford, MA

RRD Marketing Solutions
Throughout the US

RWT Production
Annandale, VA

Schultz & Williams
Philadelphia, PA

Share Our Strength/No Kid Hungry
Washington, DC

Sierra Club
Oakland, CA

Smithsonian Institute
Washington, DC

Summit Marketing
Plano, TX

The Engage Group
Columbia, MD

The Harrington Agency
Swarthmore, PA

The Lukens Company
Arlington, VA

The Nature Conservancy
Arlington, VA

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Warrendale, PA

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Ft Myers, FL

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Niwot, CO

World Children's Fund
San Jose, CA

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empowerment is data.

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Content matters

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AKwire connects the data and key stakeholders to create a shared understanding of donor performance and potential. We work with teams to develop short and long-term revenue forecasts with strategic investment plans, donor improvement targets, and pipeline migration that moves donors up to higher giving levels.

Through a combination of descriptive, diagnostic, and predictive analytics, we can help you figure out what to do next to achieve your goals.

AMS Experts

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With over 20 years of experience, AMS Experts specializes in supporting AMS and CRM platforms to enhance efficiency and member engagement. Our comprehensive services include AMS/CRM consulting, Data Management, Business Intelligence, AI-driven solutions, Power Platform, SharePoint, Azure, AWS, and Staff Augmentation.

AMS Experts is dedicated to helping associations and nonprofits achieve their goals through innovative technology solutions.

Let us help you turn your information assets into valuable tools that drive growth and value for your organization.

Avid

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www.avidai.com



Fundraisers want to scale impact, but disconnected data and manual processes slow them down. Their tools track donor activity, but they don't work together—leaving fundraisers stuck managing technology instead of engaging donors.

Avid, the first-ever fundraising agency in the cloud, unifies data from across all your systems, highlights key insights, and delivers AI-powered strategies. It doesn't just show reports—it provides recommendations and automates execution, helping fundraisers reach the right donors at the right time.

CELCO

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Andrew Giffen, *Principal*
Emily Farrell, *List Broker*
Shannon Weingarten, *AE Manager/Model Specialist*
Misty Chambers, *Senior/Managing List Manager*
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571-560-2215
571-483-8435
www.carolenterslists.com



CELCO has built a strong client base while establishing a solid reputation for superior service, harnessing new technology and 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, special projects, merge purge, direct mail production, privacy issues.

CorePro Data Direct

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www.coreprodata.com



CorePro Data Direct is a specialized data services bureau dedicated to serving as an extension of your team. We excel in analyzing, correcting, de-duplicating, and enhancing your database, empowering you to focus on delivering your message with precision and impact.

With over two decades of expertise and comprehensive full-service capabilities, we are your ultimate solution for all direct marketing needs. Make the switch today and unlock the full potential of your data!

GivingDNA

Ryan Carpenter, VP, Client Success
214-866-7928
 ryan.carpenter@teamallegiance.com
 teamallegiance.com
 givingdna.com



— + —
GivingDNA™

GivingDNA leads the charge in nonprofit strategy, boasting a revolutionary data analytics platform with unmatched segmentation capabilities.

Fueled by next-generation technology, this user-friendly tool empowers organizations to finely tailor engagement strategies, pinpoint high-potential donors, and maximize fundraising impact with precision. With an intuitive interface facilitating effortless navigation, users take control, shaping a future where impactful interactions and precisely cultivated relationships become the norm. Notably, most nonprofits experience a significant return on investment within just 90 days, underscoring GivingDNA's immediate and transformative impact on fundraising success.

Built on top of decades of fundraising expertise at Allegiance Group and Pursuant, GivingDNA fuels insights and strategy across your organization.

1955

*On the Waterfront
 led the Academy
 Awards with twelve
 nominations and eight
 wins, including
 Best Picture.*



L & E Meridian

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



Your Goals. Our Expertise. A Perfect Match.

For over 38 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
- Digital Color Printing
- Envelope Printing
- Mailing Services
- Real Pen
- Full Production
- Data Services

Let's Work Together.

LS Direct

Tim Mooney, Director, Marketing Services
 4 Suffern Place
 Suffern, NY 10901
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 tmooney@lsdirect.com
 www.lsdirect.com



LS Direct is the leader in digitally driven direct mail. Our dynamic marketing technology provides the ability and speed to send highly personalized, intent-driven programmatic direct mail to convert prospects and website visitors, retain and reactivate donors and increase sustainer giving.

We help our clients drive donor and constituent conversion and achieve proven incremental ROI at every stage of the donor journey. We are the trusted one-stop partner for predictive analytics, printing, mailing, and business intelligence.

MarkeTeam

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 jhuberty@mkteam.com
 www.mkteam.com



MarkeTeam

Partner with the right team!

With over 30 years of data analytics, strategy, and creative expertise, MarkeTeam's insightful fundraising experts are uniquely skilled and deeply committed to driving the revenue that fuels your mission. That's because your mission is our mission, and we don't succeed until you do.

Our easy-to-use modeling solutions and DonorOpticsSM dashboards are designed to help you take control of your marketing and make smarter strategic decisions in real time, anytime.



We see you. And we can make sure your potential donors see you, too.

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Our easy-to-use modeling solutions and *DonorOptics*SM dashboards are designed to help fundraisers like you take control of your marketing and make smarter strategic decisions in real time, anytime.

See what MarkeTeam can do for your mission.

mkteam.com | jhuberty@mkteam.com

Moore

Gretchen Littlefield, CEO, Moore

4200 Parliament Place, 3rd Floor

Lanham, MD 20706

888-249-6408

<https://wearemoore.com/contact-us/>

www.wearemoore.com



Moore's SimioCloud uses the latest machine learning on vast consumer data sets to create donor intelligence that engages donors and improves your fundraising across all channels.

You'll be able to get the right message to the right person at the right time in the right channel with the most data, the smartest identity resolution, the advantage of AI, the fastest data, and the only omnichannel solution.

MMI Direct

John Bell, VP, Sales & Marketing

7160 Columbia Gateway Drive

Suite 300

Columbia, MD 21046

310-372-9010

john@mmidirect.com

www.mmidirect.com



Our process. Your great results.SM

Experience and expertise matter, especially during these challenging times. A pioneer in data hygiene/data processing for over 30 years, MMI Direct provides innovative and customized data solutions which allow our clients to mail in the most efficient and effective manner. We provide the data processing intelligence (strategic know-how and attention to detail) that make your campaigns successful. Our services

include data hygiene, merge/purge, merge optimization, ask string optimization, data enrichment (including email, mobile phone and congressional appends), postal processing, segmentation, analytic services (including matchback analysis to identify indirect donations to your campaigns) and ad hoc data projects.

We're also experts in the execution of list rental fulfillment, a vital revenue generator for our clients. We've been the leading list fulfillment company for decades, and understand that fast and accurate file updates, counts, orders and delivery are the key to your success.

Our goal, each and every day, is to add value to our clients' direct mail programs. Contact us today regarding your next campaign. MMI Direct is an independent, employee-owned company and we believe in advocating for our clients every day!

Nexus Direct

Kelly King, *Director, Strategy & Program Planning*
757-319-0178
 kking@nexusdirect.com

Lin Peacock, *Senior Solutions Advisor*
202-812-7951
 lpeacock@nexusdirect.com



Making the world a better place since 2004.

One company, one team, and your partner.

Decades of creating record-breaking results for nonprofits just like yours.

Committed to supporting your organization in making a lasting impact.

Resulting in an unbreakable bond between your supporters and your organization.

Let us help you! Call us, text us, or email us! We look forward to hearing from you.

What's keeping you up at night?

Let's talk about it...

fixmyfundraising@nexusdirect.com

Saturn Corporation

John Yost
 9701 Apollo Drive, Suite 237
 Largo, MD 20774
706-482-8601
 jyost@saturncorp.com
 www.saturncorp.com



Saturn Corporation is an Enterprise Software Technology Provider of next-generation DRM solutions. The company provides complex solutions to clients worldwide. Saturn provides solutions in the Nonprofit, Healthcare Foundation, and Higher Education markets.

The Eprisa DRM technology is the only Translytical Data Platform combining the power of Artificial Intelligence-based algorithms with a robust donor database CRM and Data Warehouse Platform.

The Eprisa DRM gives clients the ability to create multi-channel fundraising campaigns directly into AI/Machine Learning.

VeraData: The Donor Science Company

Diana Richardson, *Marketing Manager*
 1910 Park Meadows Drive
 Fort Myers, FL 33907
239-204-5000
 drichardson@veradata.com
 www.veradata.com



We walk the walk with our clients, sharing the common goal of increasing philanthropic giving.

We equip nonprofits with the right data to transform fundraising decision-making and drive donor acquisition and engagement. Our innovative strategies allow us to adapt to a changing donor landscape and generate fundraising success. Our goal is to unlock the full potential of philanthropy and build a future where nonprofits can increase giving, maximize impact, and drive positive change.

Wiland

Dan Wells, *EVP, Nonprofit*
 1900 Duke Street, Suite 605
 Alexandria, VA 22314
303-485-8686
 Cell: 540-226-1488
 dwells@wiland.com
 www.wiland.com

Wiland

Wiland is the best predictor of donor response. By applying advanced predictive analytics to the largest donor database in America, Wiland helps nonprofits reach people ready to give now and make multiple gifts at a high rate.

Wiland is the leading partner of nonprofits seeking to fuel their growth with solutions across channels, including digital.

1955

Thirteen-year-old Sandra Sloss of Granite City, IL was the Scripps National Spelling Bee winner, correctly spelling the word czustaceology.

DATA PROVIDERS / LIST BROKERAGE & MANAGEMENT / COOPERATIVE DATABASES

American Mailing Lists Corporation™ (AMLC)

Dorothy Miller, President

9625 Surveyor Court, Suite 400

Manassas, VA 20110

571-292-5806

dorothy@amlc.info

www.amlclists.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 over 10,000,000. Our 80+ employees will mail 300 million postal letters in 2025 - 2026.

For over 60 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.8 billion dollars and mailed 5 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Belardi Wong

Jeanette Cassano, Senior Vice President

580 2nd Street, Suite 250

Oakland, CA 94607

510-621-1421

jeanettec@belardiwong.com

www.belardiwong.com/fundraising



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

We represent clients across all spectrums of the nonprofit market: animal welfare, cultural arts, environmental/wildlife/conservation, health, human services, international relief/advocacy, progressive advocacy causes, political candidates & committees, societal benefit, and zoos/aquariums.

Care2.com, Inc.

Eric Rardin, Chief Revenue Officer

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703-473-2825

eric@care2team.com

www.care2services.com



Care2 is the world's largest social network for good. Our members support, and donate, to organizations championing human rights, saving the environment, protecting animal welfare, and other great causes.

Care2 helps nonprofit organizations acquire new donor leads, grow their email and SMS lists, retain donors, reactivate lapsed supporters and mobilize activists to win advocacy victories. For more information, please contact Eric Rardin at eric@care2team.com.

CELCO

Kelly Leech, Principal

Andrew Giffen, Principal

Emily Farrell, List Broker

Shannon Weingarten, AE Manager/

Model Specialist

Misty Chambers, Senior/Managing List Manager

8001 Forbes Place, Suite 211 #74

Springfield, VA 22151

571-560-2215

571-483-8435

www.carolenterslists.com



CELCO has built a strong client base while establishing a solid reputation for superior service, harnessing new technology and 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, special projects, merge purge, direct mail production, privacy issues.

Civic Shout

Josh Nelson, CEO

josh@civicshout.com

www.civicshout.com/partners

CIVIC SHOUT

Looking to build power and raise more money for your cause? Wish you could do it without the risk and hassle of Facebook ads? Meet Civic Shout—the new ad platform for progressive causes in the know.

Organizations and agencies like Greenpeace, M+R, and Amnesty International are using Civic Shout to grow their email lists and drive website traffic for significantly less effort and money than they're used to. And now, you can too.

Data Axle Nonprofit

Richard Geiger, Senior Vice President

13155 Noel Road, Suite 1750

Dallas, TX 75240

866-DATAXLE

nonprofit@data-axle.com

www.dataaxlenonprofit.com

data axle NONPROFIT

Data Axle Nonprofit is dedicated to driving powerful results by harnessing data-driven analytics and cutting-edge technology to provide insightful, targeted strategies within an omnichannel environment. Our mission is to empower organizations to effectively reach and engage their audiences across multiple platforms, ensuring a cohesive and impactful message.

We are the only organization in the industry that owns and operates two large nonprofit cooperative databases, Apogee and Donorbase, supplemented with AI-powered modeling and predictive analytics tools.

Our experienced and passionate team is committed to helping our clients build and implement programs that enable them to meet and surpass their goals. Our collaborative approach prioritizes understanding each nonprofit's unique needs, and together, we create pathways for sustainable growth and meaningful impact in the communities they serve.

For more information, visit

www.dataaxlenonprofit.com.

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 8,500 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

804-266-2499

needlists@huntsingerjeffer.com

www.huntsinger-jeffer.com



To advance your fundraising mission, your list selections must go deeper than merely using the lists your competitors

use. H&J List Services, backed by more than 60 years of leading agency knowledge and experience, will help you reach beyond the obvious and provide the lists that will have the greatest impact on your results.

Discover the difference they can make for you!

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

Kris Matthews, President

2112 Belair Road, Suite 4A

Fallston, MD 21047

410-842-1170

Cell: 410-458-7892

kris@maryegranger.com

www.maryegranger.com



With over 40 years of experience, MEGA delivers unmatched expertise in list brokerage, list management, and strategic consultation for nonprofits. From global relief, mission oriented, faith based, and health related charities, to consumer catalogues, MEGA empowers clients to reach and engage audiences effectively, driving results in direct mail campaigns.

Our Services:

- **Audience Acquisition** – Target & engage donors/members/buyer/subscribers.
- **Campaign Strategy & Analytics** – Comprehensive mail planning/digital insights optimized outreach.
- **List Management & Fulfillment** – Expert list management/strategic data optimization.
- **Data Processing** – Merge-purge/cooperative database modeling/lapsed optimization.

Discover how MEGA can elevate your next campaign. Contact us today!

MMI Direct

Charlie Rice, List Fulfillment Team Leader
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
410-561-1500
charlie@mmdirect.com
www.mmdirect.com



Our process. Your great results.SM

Designed for the data provider, MMI List Fulfillment's List Assist product is an excellent tool for sorting and producing direct mail and email list orders. Our self-service platform is easy to use for clients who want hands-on access, or you can rely on MMI's expert team to run counts, and produce and ship orders. Understanding the quick turnaround required in today's data market, List Assist counts are fast and orders usually ship within minutes of approval.

MMI has been providing List Fulfillment services for over 30 years and was a pioneer in providing online data services. MMI specializes in building and maintaining quality nonprofit, business-to-business and consumer data files. Our professionals know the data business and work together with data managers and owners to provide clean, segmented and responsive files. MMI Direct is an independent, employee-owned company and we believe in advocating for our clients every day!

Moore

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888-249-6408
<https://wearemoore.com/contact-us/>
www.wearemoore.com



Moore's SimioAudience co-op uses AI/machine learning and hundreds of data points on every American adult to provide better acquisition results, finding donors other co-ops can't. And Moore's audience strategists for list brokerage and management have more than 30 years of experience in data solutions, with unmatched expertise in creating successful data-driven integrated strategies.

We put your audience first in every channel, with every message, any time.

Names in the News CA, Inc.

Suzanne McGuire, CEO
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Berkeley, CA 94705
510-302-4600
suziemcguire@nincal.com
www.namesinthenews.com

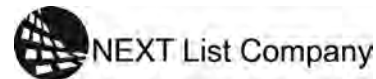


For over 50 years Names in the News has the privilege of working with a wide gamut of clients – representing organizations from progressive political, public interest, environmental, animal rights, civil rights, cultural arts, public broadcasting, international relief, disease/charitable and publication 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.

NEXT List Company

Glenn B. Hiner, Managing Director
11350 Random Hills Road, Suite 800
Fairfax, VA 22030
877-550-NEXT (6398)
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 55% Female; Avg. R/r .72%; Avg. Donation \$68.50. NEXTPlus Optimization +\$15/m. Visit our website to view our impressive current and past users.

Political & Fundraising Lists

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.

RMI Direct Marketing

Len Zargo, *Director, Business & Media
Sales Development*

44 Old Ridgebury Road
Danbury, CT 06810

203-825-4636

lzargo@rmidirect.com

www.rmidirect.com



RMI DIRECT MARKETING INC.

2025 marks the 40th anniversary of RMI Direct Marketing. Since our inception in 1985, we have been a privately owned direct marketing firm and now offer List Brokerage, List Management, and Digital Services. Our expertise spans the non-profit and consumer marketplace and our goal is to find the ideal prospect combined with the right message.

At RMI, our clients receive personalized, world-class service from a long-standing, dedicated and professional staff. Let us put our experience to work for your next campaign.

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CELEBRATE!**

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**FRIDAY,
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Direct Marketing Association of Washington

2024
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Awards



Recognizing Opportunities, Connections & Community

Avid

Fundraisers want to

scale impact, but disconnected data and manual processes slow them down. Their tools track donor activity, but they don't work together—leaving fundraisers stuck managing technology instead of engaging donors.

Avid, the first-ever fundraising agency in the cloud,

unifies data from across all your systems, highlights key insights, and delivers AI-powered strategies. It doesn't just show reports—it provides recommendations and automates execution, helping fundraisers reach the right donors at the right time.



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DATABASE MANAGEMENT / CRMS / TECHNOLOGY PLATFORMS & TOOLS

Allegiance Group

4840 Amber Valley Parkway S, Suite C
Fargo, ND 58104

844-858-7654

sales@teamallegiance.com

www.teamallegiance.com



Partnering with nonprofits to increase revenue, engage more supporters and grow brand reach.

We create integrated digital and direct mail campaigns, build award-winning websites and mobile apps, and provide custom fundraising software and loyalty programs.

We bring together the best marketing and fundraising strategists, developers, creatives, and analysts to deliver custom plans to support our nonprofit partners' unique and vital missions.

AMS Experts

Sadiq Lalani, Principal

4000 Legato Road, Suite 1100
Fairfax, VA 22033

703-738-5948

Cell: 703-655-7256

info@ams-experts.com

www.ams-experts.com



With over 20 years of experience, AMS Experts specializes in supporting AMS and CRM platforms to enhance

efficiency and member engagement.

Our comprehensive services include AMS/CRM consulting, Data Management, Business Intelligence, AI-driven solutions, Power Platform, SharePoint, Azure, AWS, and Staff Augmentation.

AMS Experts is dedicated to helping associations and nonprofits achieve their goals through innovative technology solutions.

Let us help you turn your information assets into valuable tools that drive growth and value for your organization.

Avid

Erik Tomalis, Chief Revenue Officer

5810 Tennyson Parkway, Suite 102
Plano, TX 75024

469-860-3346

erik@avidai.com

www.avidai.com



Fundraisers want to scale impact, but disconnected data and manual processes slow them down. Their tools track donor activity, but they don't work together—leaving fundraisers stuck managing technology instead of engaging donors.

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GivingDNA

Ryan Carpenter, VP, Client Success
214-866-7928

ryan.carpenter@teamallegiance.com

teamallegiance.com

givingdna.com



GivingDNA leads the charge in nonprofit strategy, boasting a revolutionary data analytics platform with unmatched segmentation capabilities.

Fueled by next-generation technology, this user-friendly tool empowers organizations to finely tailor engagement strategies, pinpoint high-potential donors, and maximize fundraising impact with precision. With an intuitive interface facilitating effortless navigation, users take control, shaping a future where impactful interactions and precisely cultivated relationships become the norm. Notably, most nonprofits experience a significant return on investment within just 90 days, underscoring GivingDNA's immediate and transformative impact on fundraising success.

Built on top of decades of fundraising expertise at Allegiance Group and Pursuant, GivingDNA fuels insights and strategy across your organization.

Moore

Gretchen Littlefield, CEO, Moore

4200 Parliament Place, 3rd Floor

Lanham, MD 20706

888-249-6408

<https://wearemoore.com/contact-us/>

www.wearemoore.com

MOORE

Stop the CRM shuffle: store your direct marketing, grants, volunteer, major gift, event, foundation, and planned giving all in one place. We'll work with your accounting system, caging, and other systems you need to integrate. Plus, we play well with Moore solutions like SimioCloud.

We view every nonprofit CRM user as a relationship. There's support when you need it and no toll for every time you want to get your data.

1955

The US postal system did not yet use zip codes, and the advertising industry did not actively employ computers.

- *Nonprofit (1.6oz.) Bulk Mail Rate \$0.01*
- *First Class Mail Rate \$0.03*

1955

Average cost of:

- *New House \$10,950*
- *Coffee \$0.31*
- *Gallon of Gas \$0.23*
- *Coca-Cola \$0.05*
- *Loaf of Bread \$0.18*
- *Hamburger \$0.15*
- *Gallon of Milk \$0.92*
- *1lb. Chicken \$0.45*
- *1lb. Sirloin Steak \$0.77*

DIGITAL MARKETING / MOBILE / SOCIAL MEDIA / EMAIL

Allegiance Group

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Care2.com, Inc.

Eric Rardin, Chief Revenue Officer

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Suite 40394

San Jose, CA 95117

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environment, protecting animal welfare, and other great causes. Care2 helps nonprofit organizations acquire new donor leads, grow their email and SMS lists, retain donors, reactivate lapsed supporters and mobilize activists to win advocacy victories. For more information, please contact Eric Rardin at eric@care2team.com.

Civic Shout

Josh Nelson, CEO

josh@civicshout.com

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Looking to build power and raise more money for your cause? Wish you could do it without the risk and hassle of Facebook ads? Meet Civic Shout—the new ad platform for progressive causes in the know.

Organizations and agencies like Greenpeace, M+R, and Amnesty International are using Civic Shout to grow their email lists and drive website traffic for significantly less effort and money than they're used to. And now, you can too.

Harrington Agency

Jessica Harrington, President

267-972-9427

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www.theharringtonagency.com



We don't think like everyone else. We believe our industry has become too risk-adverse, too satisfied with the status quo, too siloed, and too unwilling to look for growth in uncomfortable places. The Harrington Agency has

invested in resources to look beyond today's trends so that you can stay ahead of your competition and future proof your program. We'd love to show you what we know.

Philanthropy isn't what you do. It defines who you are. Who will you be today?

Integrated Direct Marketing

Michael Rooney, Principal

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Suite 700

Washington, DC 20036

202-261-6587

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mrooney@idm-dc.com

www.idm-dc.com



Integrated Direct Marketing is a full-service 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.

LS Direct

Tim Mooney, Director, Marketing Services

4 Suffern Place
Suffern, NY 10901
303-886-0871
tmooney@lsdirect.com
www.lsdirect.com



LS Direct is the leader in digitally driven direct mail. Our dynamic marketing technology provides the ability and speed to send highly personalized, intent-driven programmatic direct mail to convert prospects and website visitors, retain and reactivate donors and increase sustainer giving.

We help our clients drive donor and constituent conversion and achieve proven incremental ROI at every stage of the donor journey. We are the trusted one-stop partner for predictive analytics, printing, mailing, and business intelligence.

MMI Direct

John Bell, VP, Sales & Marketing

7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
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john@mmidirect.com
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Our process. Your great results.SM

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We create digital strategies that work seamlessly across digital channels, but support and coordinate with your other direct response channels.

We customize your digital communications through addressable channels like email, texting, or programmatic audio, video, or display. We bring unparalleled scope for linear DRTV, radio, and other digital services. Boost your response today across every digital subchannel.

Nexus Direct

Kelly King, Director, Strategy & Program Planning

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Lin Peacock, Senior Solutions Advisor

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lpeacock@nexusdirect.com



Making the world a better place since 2004.

One company, one team, and your partner.

Decades of creating record-breaking results for nonprofits just like yours.

Committed to supporting your organization in making a lasting impact.

Resulting in an unbreakable bond between your supporters and your organization.

Let us help you! Call us, text us, or email us! We look forward to hearing from you.

What's keeping you up at night?
|
Let's talk about it...

fixmyfundraising@nexusdirect.com

Schultz & Williams, Inc.

L. Scott Schultz, President
Sarah P. Hartke, VP, Direct Response
One Penn Center at Suburban Station
1617 JFK Boulevard, Suite 1700
Philadelphia, PA 19103
215-625-9955
sphartke@schultzwilliams.com
www.schultzwilliams.com/direct

Schultz & Williams

Schultz & Williams' Direct Response Fundraising—a mix of data-driven strategies and resonant creative for direct mail, email, social media and telemarketing—is the bedrock of every effective development program.

Through our Direct Response solutions, S&W helps nonprofits reach their fundraising goals by implementing high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for mid-level giving, major gifts and planned giving.

Streamworks

Christine Finnegan, Director, Direct Response Marketing
3640 Pheasant Ridge Drive
Blaine, MN 55127
800-328-5680
info@streamworksmn.com
www.streamworksmn.com

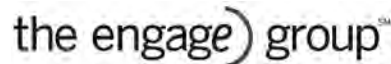


With a full spectrum of **Direct Response Fundraising** services all under one roof, Streamworks experienced team can help you create powerful multi-channel campaigns that **build donor relationships** and drive your mission forward.

We **Tailor your strategy** to align with your unique values and objectives. **Harness data-driven insights** to pinpoint the most receptive donors. **Execute cost-efficient direct mail and digital campaigns** that inspire action and deliver results.

The Engage Group

Mathew Harkins, Director
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
443-539-2650
mathew@engageyourcause.com
www.engageyourcause.com



The Engage Group helps nonprofits large and small optimize their digital presence to raise more fundraising revenue, build engagement and generate awareness.

The Engage Group works across any email and fundraising platform, and can help you implement: Email Marketing Programs, Email Production, Donation Form Optimization, Payment Solutions, Sustainer Recruitment, Year End Campaigns, Website Lead Generation & Conversion Pathways, Digital Advertising, Membership Programs, Technology Platform Review & Migration, Technology Integration Projects, Strategy & Creative Support, Peer-to-Peer Platforms, Campaign Management and Reporting & Analysis. We also provide Direct Mail Campaign Integration via Email, Digital Advertising, and Omnichannel Solutions.

The Engage Group brings the capabilities of a full-service agency, with a support team approach. We can work with you on individual projects or as an ongoing partner. Our senior developers and strategists have deep, technical experience working on digital marketing and fundraising programs.

Whether you need technical, strategic or design support - or a combination of these, The Engage Group is ready to help! We are an employee-owned company.

The Lukens Company

Seth Colton, President
2800 Shirlington Road, 9th Floor
Arlington, VA 22206
703-845-8484
seth@thelukenscompany.com
www.thelukenscompany.com



The Lukens Company (TLC) is an award-winning full-service marketing agency that provides expert direct response, donor development, and fundraising services to nonprofits, cultural institutions, advocacy groups, and faith-based organizations. Since our founding in 1986, TLC's passionate team of creatives have partnered with cause-oriented organizations seeking innovative, data-driven strategies to achieve bold goals that change the world for the better.

TLC's multichannel services include creative storytelling, data and analytics, digital marketing, direct mail, email fundraising, market research, mobile engagement, program strategy and management, video and DRTV, and web development.



Direct Marketing Association of **Washington**

**YOUNG
PROFESSIONAL
HAPPY HOUR**

THURSDAY, APRIL 24

6:00 PM – 8:00 PM

CITY TAP / DUPONT

**SPRING
HAPPY HOUR**

THURSDAY, MAY 8

5:00 PM – 6:30 PM

**ARLINGTON CINEMA
& DRAFT HOUSE**

**YOUNG
PROFESSIONALS
LUNCH & LEARN**

DATE: TBD

12:15 PM – 1:30 PM

LOCATION: VIRTUAL

**FALL
HAPPY HOUR**

DATE: TBD

5:00 PM – 6:30 PM

LOCATION: TBD

**MARK YOUR CALENDAR
AND VISIT
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FOR UPDATES.**

DRTV / VIDEO STORYTELLING & PRODUCTION

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Ron Guberman, *President*
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Our award-winning DRTV campaigns combine the art of compelling storytelling with the science of influence to compel sustaining donations from viewers.

We also have the sector's only proprietary database logs millions of recent fundraising spots and their results. From this, we know where your ads will have success from the start. We test your ads with the only Neuro-Fundraising® Lab to improve results before you get on the air.

1955

*Rock Around the Clock by
Bill Haley & His Comets
was a top hit.*



In 1955, direct mail marketing in the USA was a significant advertising medium, with spending exceeding \$1 billion.

Direct response marketing, which focused on reaching customers directly and encouraging immediate action, saw a significant rise, with marketers learning about targeting, copy, headlines, incentives and benefits to attract and convert leads into buyers.

1955

Walter Weintz created a test mailing that included two real pennies.

The response rate was promising, but as Weintz and his staff prepared to launch a national mailing, they stumbled onto an obstacle: where to get their hands on the necessary 40 million pennies.

The US Mint would not produce pennies on demand.

So, the firm turned to vendors of gum ball machines in the New York City region who, as a side venture, cleaned the pennies they collected and resold them at a small profit to banks and businesses.

With the help of those pennies -

Weintz added one million new subscribers to the Digest and another million to its roll of book club members.

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Nick Reinking, VP, Sales & Marketing

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- DOD Inkjet Imaging
- Card/Coin/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology 1200dpi (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

Allied Printing Resources

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33 Commerce Road
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www.nowallied.com



Allied is a full-service direct mail print production company located in Carlstadt, NJ. With more than 90 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 new envelope manufacturing division.

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wishes Happy 70th to the DMAW

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Diamond Envelope Corporation

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Diamond Envelope is a full-service envelope manufacturer servicing the direct mail, nonprofit, financial and insurance communities. 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. Our customer service team is experienced and responsive.

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Ask about samples for our vertical, diagonal or bubble embossing capabilities that qualify for the USPS promotions.



Dupli

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These 100% recycled, eco-friendly promotional products keep your brand always within reach. Don't forget to ask about our commercial print, direct mail, apparel, and fulfillment services!

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Timothy Franklin, Partner

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Gretchen Littlefield, CEO, Moore

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Capin Alexander, The Lukens Company

Marti Allen, Moore, Edge Direct Division

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1955

- *The Cleveland Browns were the NFL champs.*
- *The Detroit Red Wings clinched the Stanley Cup.*
- *The Brooklyn Dodgers won the World Series.*
- *Mickey Mantle hit his 100th career home run.*



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Pam Lo, MarkeTeam
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- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

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Cell: 804-370-1717

jweeks@edgemarkpartners.com

www.edgemarkpartners.com



EdgeMark Partners manages every aspect of direct mail production, including complex program management, print and mailing services, package development, data analysis, postal logistics, and Informed Delivery.

In business for over thirty-five years, EdgeMark's production management experts consistently deliver the results our clients are looking for, all while providing our white-glove, concierge style customer service.

Excel Mailing Services

Timothy Franklin, Partner

6900 English Muffin Way, Suite N
Frederick MD 21703

410-259-0990

tfranklin@excel-mailing.com



Excel Mailing Services A FULL-SERVICE DIRECT MAIL PRODUCTION COMPANY Located in Frederick Maryland, organically grown beginning in March of 2005 with approximately 90 employees.

As a medium-size business, we continue to make investments in our team members, equipment, and technology to better assist our customers & valued partners.

Specializing in:

- Data Processing
- Direct Mail Production- Print personalization and Fulfillment

- Inserting capabilities includes 10 x 13 and up to 16 pockets.
- Match mailings with fully integrated camera systems
- Postal Optimization
- Envelope Jet Printing
- Coin Affixing

Committed to bringing our customers unmatched service, on time and budget. Providing each valued customer with expertise, knowledge, and Insight. With flexibility and responsiveness working directly with our business partners.

Unmatched Experience with Customer Driven Goals!

Freedom

Scott Liebert, SVP, Sales & Marketing

1101 South Janesville Street
Milton, WI 53563

608-373-6577

sliebert@fgs.com

www.fgs.com



Freedom combines technology, project engineering, and over 39 years of direct marketing experience to offer one of the industry's most robust data-driven direct marketing platforms.

Freedom's platform is built around postal optimization solutions that are proven to drive down the cost of postage and logistics while reducing cycle time, resulting in precision in-home delivery.

Contact Freedom today to learn how we provide flawless execution on one of the most advanced direct mail platforms. We support our clients' missions of delivering highly effective consumer communications integrated into their cross-channel marketing platforms.

Fulfillment House Inc.

John Lawlor, CEO

22880 Glenn Drive, Suite 120
Sterling, VA 20164

703-707-8844

jlawlor@fhinc.net

www.fhinc.net



Serving the Direct Mail Industry for over twenty years, Fulfillment House, Inc. has the experience to manage all of your direct mail marketing and fundraising campaigns. FHI provides high quality on-site data processing, printing, laser and inkjet personalization, labels, bindery, machine and hand-work, including high speed inserters with Read Write technology and up to 10x13 inserting.

At Fulfillment House, our passion and commitment have gained us a reputation for delivering unmatched service and results to clients of all sizes and across a variety of industries. We streamline costs and maximize quality to create both happy customers and continuous business growth. Let our expert team transform your next marketing project.

Contact us today and find out how you can take advantage of the proven quality and results we're known for in the DC Metro Area!

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

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For over 38 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.

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- Envelope Printing
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- Real Pen
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Mark X inc

Renzo Bugnatto, CEO

105 Heron Cove Road

Hampstead, NC 28443

650-766-5130

info@markxinc.com

www.markxinc.com



**Your One Source for Print,
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Mark X offers affordable full print production services designed to help nonprofit organizations reduce costs while increasing outreach and

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From Direct Mail to Event Materials, we can support your mission with high-quality solutions. Our fulfillment services include letter shop, pick and pack, and handwork. Contact us to learn how we can help you save money and maximize your impact.

Marketing Card Technology, LLC (MCT)

Sri Lala, VP, Direct Mail

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630-985-7900

info@mcttechnology.com

www.mcttechnology.com



Are you looking for a partner for highly personalized, hyper targeted mail that drives acquisitions? Are you interested in working with a lettershop that can provide IN-HOUSE membership card manufacturing, personalization, and match-affixing?

We provide full-service direct mail production services and help businesses across a variety of sectors employ the power of direct mail to achieve their customer acquisition and retention goals. Beyond our in-house card production, we offer state-of-the-art full-color, roll-fed and cut-sheet digital form printing, high-speed inserting, 3-way match at insert, and much, much more.

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MDI Imaging & Mail

Jake Ryan, President

jaker@mdimail.biz

**Andy Ihle, Dir., Business Development
& Client Relations**

andy@mdimail.biz

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571-334-2898

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Gretchen Littlefield, CEO, Moore

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Moore provides end-to-end services for your direct mail production, including envelope manufacturing, conventional and digital printing, complex camera matching, card affixing, handwork, lettershop, and commingling. We're built for capacity, efficiency, productivity, and redundancy.

We've invested in industry-leading digital presses and finishing equipment to personalize each mail piece so you can speak directly to each individual. Our robust partnerships ensure we get the job done even during supply chain disruptions and shortages.

MWI Direct

Mike Huddleston, National Sales Representative

4900 Superior Street
Lincoln, NE 68504

402-464-7711

Cell: 402-610-0835
mike.huddleston@mwidirect.com
www.mwidirect.com



For 30 years, MWI Direct has been a trusted and valued partner providing clients with direct mail execution.

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PLANET DIRECT

Ryan Gutman, President

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RRD's Direct Marketing solutions help organizations optimize engagement with their donors across all touchpoints. Our direct marketing services offer an unparalleled depth of resources for

nonprofits, and our performance-based testing strategies have produced winning campaigns for decades.

Let us help you grow your business through innovative, highly personalized, and integrated touchpoint strategies that help you acquire, retain, and grow your customer base.

RWT Production

Jeff Thomas, Director, Business Development

8932 Orange Hunt Lane
Annandale, VA 22003

301-325-9897

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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.

Sepire, LLC

Jason Shudy, National Account Director
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Willowbrook, IL 60527
312-736-2326
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Communicate with your clients on their terms. Sepire is a leading provider of direct mail and omnichannel communications solutions built to help organizations create meaningful connections online and off.

Certified by the WBENC as a woman-owned business and by HITRUST as one built to deliver unmatched security, Sepire provides timely, personalized, communications for organizations like yours—on time and on budget. Get to know more about what we do at sepire.com/nonprofit.

Streamworks

Christine Finnegan, Director, Direct Response Marketing
3640 Pheasant Ridge Drive
Blaine, MN 55127
800-328-5680
info@streamworksmn.com
www.streamworksmn.com



With a full spectrum of Direct Response Fundraising services all under one roof, Streamworks experienced team can help you create powerful multi-channel campaigns that build donor relationships and drive your mission forward.

We Tailor your strategy to align with your unique values and objectives. Harness data-driven insights to pinpoint the most receptive donors. Execute cost-efficient direct mail and digital campaigns that inspire action and deliver results.

The Production Management Group, Ltd.

Jaime Grams, SVP, Business Strategy
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
410-290-0667
jaime.grams@pmgdirect.net
www.pmgdirect.net



PMG is an independent, employee-owned company providing full-service direct mail production management to nonprofits and agency partners.

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, merge and analytics services are offered in-house, providing you with an exceptional level of quality control and responsiveness. Our postal optimization services reduce postal costs, provide consistent, predictable mail delivery and offer free outbound and return mail tracking. We help you save even more on postage (often lots more!) by managing your USPS Promotions discounts – we handle all the details for you. We also provide regular updates and guidance to clients on environmental sustainability trends, innovations and investments across our network of supplier-partners.

1955

*Campbell's developed the
Green Bean Casserole
Bake recipe.*



FULL-SERVICE FUNDRAISING & MARKETING AGENCIES

A Direct Solution

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



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*, *Monthly Giving Made Easy*, the *Monthly Donor Road Map* and numerous e-books, including: *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.

Acuity Integrated Marketing

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www.acuityim.com



Acuity Integrated Marketing provides effective, quality fundraising campaign packages with Vision for the non-profit segments. We employ industry-best practices to help our clients to reach their strategic goals.

AIM's Team combines our outstanding production capabilities, Data Analysis and award-winning Design to any part of your campaign to help reach your goals. Please give us a call to see how we can partner with you.

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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 over 10,000,000. Our 80+ employees will mail 300 million postal letters in 2025-2026.

For over 60 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.8 billion dollars and mailed 5 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Ascenta Group

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Lindenhurst, NY 11757

917-744-0622

sarah@ascentagroup.com

www.ascentagroup.com



Nonprofit leaders rely on Ascenta to develop customized strategies that extend their reach in the communities and markets that matter most for their causes. Through face-to-face fundraising, we engage community members, spread awareness and enroll new donors to make ongoing monthly contributions.

Ascenta understands the complexities of the donor lifecycle. We're committed to providing you with the people, data and technology required to lay a clear path to exceptional ROI and growth.

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Blakely

Amy Pawluk, COO

amy@blakelyfundraising.com

blakelyfundraising.com



We steer clear of cookie-cutter solutions. While playing it safe might bring short-term gains, real growth comes from asking tough questions, digging deep into the data, and creating strategies designed to move you forward.

Our proven success in integrated direct response fundraising, donor acquisition, retention and cultivation, along with our expertise in growing annual giving portfolios, mid-level, planned giving and sustainer programs, sets us apart.

By blending your data with our research and donor insights, we create strategies that ignite action and inspire meaningful, lasting change. That's the Blakely difference.

Cookie cutters
are for bakers,
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Blakely

CAPTEL

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Concord Direct

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www.concorddirect.com



**CONCORD
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Concord Direct is a strategic fundraising and marketing company that works exclusively with nonprofit organizations to enhance their impact by increasing revenue, growing their supporter base, and helping them serve the right people.

We collaborate with our clients, sharing our strategic, creative, and production services for direct mail, digital, and web development to design the right fit solutions to achieve results in any channel.

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DAVINCI

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Eidolon Communications

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jag@eidolonnyc.com
www.eidolonnyc.com



Eidolon Communications is a full-service direct marketing agency delivering results (donor AND revenue growth) through award-winning creative and high-performing direct marketing campaigns rendered with precision and cutting-edge strategies.

With more than 30 years of experience, Eidolon executes goal-oriented, cost-effective, message-driven, multi-channel campaigns that enhance organizational connections with donors and strengthen their commitment to your mission.

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.

Faircom

Diana Richardson, *Marketing Manager*
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212-727-3876
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At Faircom, our team is dedicated to creating transformative change – leveraging award-winning strategies that empower nonprofits to engage donors at every level and through every giving channel.

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Seamless Fundraising. Online, in-room, and everything in-between. Connect your fundraising efforts with donors — no matter where they are! From planning stages, through your live or virtual event, to reconciliation, we offer a complete, reliable secure solution — resulting in increased revenue for your organization.

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Jessica Harrington, *President*
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Huntsinger & Jeffer, Inc.

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Communication is the rhythm that meets needs, enriches lives, and helps us prosper. Since our founding in 1964, Huntsinger & Jeffer has mastered the art of impactful communication, partnering with nonprofit organizations and others to amplify their missions and create a world that's healthier, happier, and safer for all.

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Cell: 202-255-4971

kkirchoff@k2dstrategies.com

www.k2dstrategies.com



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.

Integrated Direct Marketing

Michael Rooney, Principal

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mrooney@idm-dc.com

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

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Lautman Maska Neill & Company is an award-winning consulting firm specializing in direct response fundraising for nonprofits. We help acquire, retain, and upgrade donors through cost-effective, multi-channel strategies that build lasting relationships.

Our experts are committed to growing your program and helping nonprofits fulfill their missions.

Mal Warwick Donordigital

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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.

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MarkeTeam

Jeff Huberty, *President*
jhuberty@mkteam.com
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MarkeTeam

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Marketing General Incorporated

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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.

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Media Reactions, Inc.

Ron Guberman, *President*
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We can be your omnichannel agency, moving past channel thinking to deliver your message wherever your donors are: to their mailbox, TV screen, mobile, computer, and beyond.

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ONE CAN MAKE A DIFFERENCE

One person. One donor. One nonprofit organization can change the world. And Newport ONE is the ONE to help.

Newport ONE is a full-service fundraising agency working in all channels to engage and inspire your donors and fuel your mission.

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Nexus Direct

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Lin Peacock, *Senior Solutions Advisor*
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lpeacock@nexusdirect.com



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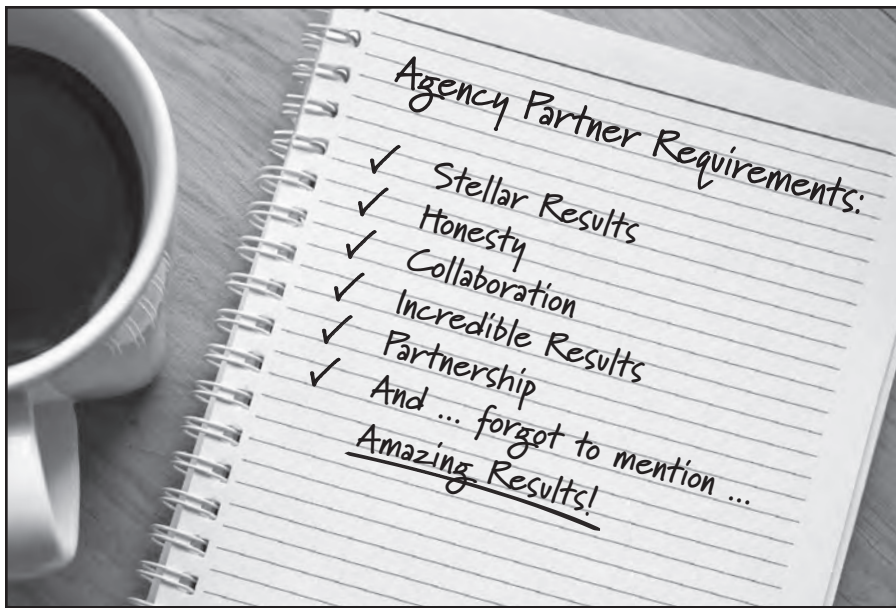
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fixmyfundraising@nexusdirect.com

1955

Rosa Parks refused to give up her seat leading to the Montgomery bus boycott.





NNE Marketing is an award-winning, multi-channel direct response agency that works with some of the top non-profits in the country. Contact us today to discover how we can help yours.

781.862.8111
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NNE Marketing

Chris Law, *Principal & Co-Founder*
1666 Massachusetts Avenue, Suite 14
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Do you want a different – more successful – approach for your direct marketing program?

NNE Marketing is a multichannel, direct response fundraising agency built on optimizing constituent relationships to create a more efficient, donor-centric dialogue – translating to stronger retention and increased revenue.

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NNE's experienced team is ready to customize fundraising solutions on behalf of your organization.

O'Brien | Garrett

Teresa Weaver, *VP, Client Strategy*
1802 Vernon Street NW, Suite 2259
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RKD Group

Justin McCord, *SVP, Marketing & Communication*
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jmccord@rkdgroup.com
www.rkdgroup.com



RKD Group is a growth-obsessed, digital-forward, direct response solutions provider for hundreds of nonprofits in the U.S. and Canada.

With more than 500 team members, RKD Group delivers innovative strategies, creative leadership and data-driven solutions to accelerate revenue growth and build lasting donor relationships. For more information, visit www.rkdgroup.com.

Schultz & Williams, Inc.

L. Scott Schultz, President
Sarah P. Hartke, VP, Direct Response
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Philadelphia, PA 19103
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sphartke@schultzwilliams.com
www.schultzwilliams.com/direct

Schultz & Williams

Schultz & Williams' Direct Response Fundraising—a mix of data-driven strategies and resonant creative for direct mail, email, social media and telemarketing—is the bedrock of every effective development program.

Through our Direct Response solutions, S&W helps nonprofits reach their fundraising goals by implementing high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for mid-level giving, major gifts and planned giving.

Streamworks

Christine Finnegan, Director, Direct Response Marketing
3640 Pheasant Ridge Drive
Blaine, MN 55127
800-328-5680
info@streamworksmn.com
www.streamworksmn.com

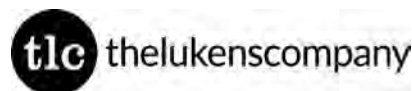


With a full spectrum of **Direct Response Fundraising** services all under one roof, Streamworks experienced team can help you create powerful multi-channel campaigns that **build donor relationships** and drive your mission forward.

We **Tailor your strategy** to align with your unique values and objectives. **Harness data-driven insights** to pinpoint the most receptive donors. **Execute cost-efficient direct mail and digital campaigns** that inspire action and deliver results.

The Lukens Company

Seth Colton, President
2800 Shirlington Road, 9th Floor
Arlington, VA 22206
703-845-8484
seth@thelukenscompany.com
www.thelukenscompany.com



The Lukens Company (TLC) is an award-winning full-service marketing agency that provides expert direct response, donor development, and fundraising services to nonprofits, cultural institutions, advocacy groups, and faith-based organizations. Since our founding in 1986, TLC's passionate team of creatives have partnered with cause-oriented organizations seeking innovative, data-driven strategies to achieve bold goals that change the world for the better.

TLC's multichannel services include creative storytelling, data and analytics, digital marketing, direct mail, email fundraising, market research, mobile engagement, program strategy and management, video and DRTV, and web development.

TrueSense

John Thompson, CMO
502 Keystone Drive
Warrendale, PA 15086
301-792-8680
john.thompson@truesense.com
www.truesense.com



Family-owned TrueSense Marketing practices Full-Circle Fundraising, delivering omnichannel strategies without the silos common in other agencies. This integration seamlessly powers your donors' journeys across their acquisition, cultivation, reactivation, and upgrading experiences. Your TrueSense partners are recognized thought leaders who will bring their fundraising expertise to your program every day.

Deepen your donor relationships with AI-powered models, primary research, analytics, inspired creative, omnichannel media management, and print/mail production, all under a single unified business model.

1955

- *VELCRO is patented.*
- *The first Microwave Oven was designed for home use.*
- *The first Wireless Television Remote Control, The Zenith Flash-Matic, was invented.*

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(search for name in
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FUNDRAISING & MARKETING CONSULTANTS

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Mark Loux, Senior Vice President
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Manassas, VA 20110
703-392-7676
Fax: 703-392-7654
mloux@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 over 10,000,000. Our 80+ employees will mail 300 million postal letters in 2025-2026.

For over 60 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.8 billion dollars and mailed 5 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Ascenta Group

Sarah Flis, COO
138 South 1st Street, Suite 110
Lindenhurst, NY 11757
917-744-0622
sarah@ascentagroup.com
www.ascentagroup.com



Nonprofit leaders rely on Ascenta to develop customized strategies that extend their reach in the communities and markets that matter most for their

causes. Through face-to-face fundraising, we engage community members, spread awareness and enroll new donors to make ongoing monthly contributions.

Ascenta understands the complexities of the donor lifecycle. We're committed to providing you with the people, data and technology required to lay a clear path to exceptional ROI and growth.

Call us today and find out how you can start growing your sustainer program in 2025!

CAPTEL

Phil Smith, CEO
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Suite 500
Alexandria, VA 22314
202-546-6874
Mobile: 202-841-1280
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 business associations.

CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

GIG

Jean Broaddus, Vice President
1320 Greenway Drive, Suite 100
Irving, TX 75038
312-882-6128
jean.broaddus@whatsthegig.com
www.whatsthegig.com



engaging people

At GIG, we are passionate about helping nonprofits achieve their fundraising goals. For over 20 years, we have been an industry leader in building and scaling effective face-to-face monthly giving programs through private/retail site and residential canvassing worldwide.

Contact our team of expert fundraisers to learn how to create a sustainable and predictable source of income that can fuel your mission and make a lasting impact!

Huntsinger & Jeffer, Inc.

Cheryl Martin, CEO
cheryl@huntsingerjeffer.com

Louise Moore, CFRE, President
louise@huntsingerjeffer.com



809 Brook Hill Circle
Richmond, VA 23227
804-266-2499
info@huntsingerjeffer.com
www.huntsingerjeffer.com

Communication is the rhythm that meets needs, enriches lives, and helps us prosper. Since our founding in 1964, Huntsinger & Jeffer has mastered the art of impactful communication, partnering with nonprofit organizations and others to amplify their missions and create a world that's healthier, happier, and safer for all.

As fundraising partners, we'll amplify your mission, inspire action, and make a greater impact for all. Let's do more—together.

Impact Communications, Inc.

Kathy Swayze, CFRE, President
600 Massachusetts Avenue, NW
Suite 250
Washington, DC 20001
202-543-7671
kswayze@impactdc.com
www.impactdc.com



We think with you to develop campaign strategy and compelling creative for your direct response, mid-level, 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 full-service 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.

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

Kris Matthews, President
2112 Belair Road, Suite 4A
Fallston, MD 21047
410-842-1170
Cell: 410-458-7892
kris@maryegranger.com
www.maryegranger.com



With over 40 years of experience, MEGA delivers unmatched expertise in list brokerage, list management, and strategic consultation for nonprofits. From global relief, mission oriented, faith based, and health related charities, to consumer catalogues, MEGA empowers clients to reach and engage audiences effectively, driving results in direct mail campaigns.

Our Services:

- Audience Acquisition – Target & engage donors/members/buyer/subscribers.
- Campaign Strategy & Analytics – Comprehensive mail planning/digital insights optimized outreach.
- List Management & Fulfillment – Expert list management/strategic data optimization.
- Data Processing – Merge-purge/cooperative database modeling/lapsed optimization.

Discover how MEGA can elevate your next campaign. Contact us today!

Moore

Gretchen Littlefield, CEO, Moore
4200 Parliament Place, 3rd Floor
Lanham, MD 20706
888-249-6408
<https://wearemoore.com/contact-us/>
www.wearemoore.com



We can be your omnichannel consultants, moving past channel thinking to deliver your message wherever your donors are: to their mailbox, TV screen, mobile, computer, and beyond.

We have the top creative minds in the sector to create compelling campaigns for you. Our SimioCloud data and machine learning advantages mean you have the most effective audiences in acquisition and donor and can put donors on the journey to monthly, mid-level, and major donor giving.

NEWPORT ONE

Craig DePole, *President*
524 Seaward Drive
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410-793-5418
cdepole@newportone.com
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NEWPORTONE

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One person. One donor. One nonprofit organization can change the world. And Newport ONE is the ONE to help.

Newport ONE is a full-service fundraising agency working in all channels to engage and inspire your donors and fuel your mission.

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Nexus Direct

Kelly King, *Director, Strategy & Program Planning*
757-319-0178
kking@nexusdirect.com

Lin Peacock, *Senior Solutions Advisor*
202-812-7951
lpeacock@nexusdirect.com



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Political & Fundraising Lists

Eric Woolf, *Managing Partner*
190 East Post Road, 2nd Floor
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POLITICAL & FUNDRAISING LISTS

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Sanky Communications, Inc.

Paul Habig, *President*
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Are you working to make the world a better place? Then we're ready to partner with you.

With more than 40 years of fundraising expertise, our strategists, web developers, direct mail production experts, designers and writers will create innovative, integrated and multi-channel messaging to amplify your mission and raise more money.

From medical research to civil rights, to wildlife conservation, our team has the know-how to help your organization thrive. Visit our website: sankyinc.com

1955

- *Elvis Presley was the most famous singer and known as the "King of Rock and Roll".*
- *RCA Records paid \$35,000 to Sun Records for his contract.*

Schultz & Williams, Inc.

L. Scott Schultz, *President*

Sarah P. Hartke, *VP, Direct Response*

One Penn Center at Suburban Station

1617 JFK Boulevard, Suite 1700

Philadelphia, PA 19103

215-625-9955

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www.schultzwilliams.com/direct

Schultz & Williams

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Through our Direct Response solutions, S&W helps nonprofits reach their fundraising goals by implementing high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for mid-level giving, major gifts and planned giving.

The Delta Group USA, Inc.

Steve LeBlanc, *President*

1934 Old Gallows Road, Suite 350

Vienna, VA 22182

703-914-1266 x56

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.

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& OUR
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Aston, PA 19341
610-859-0500
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Action Mailers is a full-service lettershop and forms printer with over 50 years of experience serving the direct mail community.

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Advanced Response Systems

Nick Reinking, VP, Sales & Marketing
13175 George Weber Drive
Rogers, MN 55374
763-201-9105
nick@advanced-response.com
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ARS is a full-service direct marketing company, specializing in high volume print & mailshop production.

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- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

AMi, INC.

Milton G. Olekson, President & CEO
703-370-0382 x122
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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.

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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.

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Damon Smith, CEO
703-966-7848 dsmith@bigeyedirect.com

Jake Brown, President
540-903-2083 jbrown@bigeyedirect.com
22469 Ladbrook Dr Sterling, VA 20166

www.bigeyedirect.com

Bigeye Direct, Inc.

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703-966-7848
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22469 Ladbrook Dr
Sterling, VA 20166
www.bigeyedirect.com



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- Full-Service IMB coding with online mail tracking
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Mary Ann Ault, Founder
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Cultivated Clients provides authentic handwritten services (no technology – actual people, sitting at a table with a pen). All our mail is sent in a hand addressed envelope with a first-class postage stamp of your choice. Since all our services are completed by hand, we can easily handle unique fulfillment projects that need matched, assembled, inserted, and/or sealed by hand.

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Eagle Mailing, Inc.

David Padilla, MCP, MDP, EMCM
Chief Operations Officer
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Excel Mailing Services A FULL-SERVICE DIRECT MAIL PRODUCTION COMPANY Located in Frederick Maryland, organically grown beginning in March of 2005 with approximately 90 employees.

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Specializing in

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Fulfillment House Inc.

John Lawlor, CEO
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Sterling, VA 20164
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jlawlor@fhinc.net
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At Fulfillment House, our passion and commitment have gained us a reputation for delivering unmatched service and results to clients of all sizes and across a variety of industries. We streamline costs and maximize quality to create both happy customers and continuous business growth. Let our expert team transform your next marketing project.

Contact us today and find out how you can take advantage of the proven quality and results we're known for in the DC Metro Area!

INTEGRAM

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703-849-1700
awood@integram.com
www.integram.com



With over 30 years' experience, Integram is a full-service direct mail company specializing in fast turnaround production including data processing,

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L & E Meridian

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

L&E | Meridian

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For over 38 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:

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- Digital Color Printing
- Envelope Printing
- Mailing Services
- Real Pen
- Full Production
- Data Services

Let's Work Together.

LS Direct

Tim Mooney, Director, Marketing Services
4 Suffern Place
Suffern, NY 10901
303-886-0871
tmooney@lsdirect.com
www.lsdirect.com



LS Direct is the leader in digitally driven direct mail. Our dynamic marketing technology provides the ability and speed to send highly personalized, intent-driven programmatic direct mail to convert prospects and website visitors, retain and reactivate donors and increase sustainer giving.

We help our clients drive donor and constituent conversion and achieve proven incremental ROI at every stage of the donor journey. We are the trusted one-stop partner for predictive analytics, printing, mailing, and business intelligence.

1955

Arco, Idaho became the first city in the world to be lit by nuclear power.

MailSmart Logistics

Debbie Sylvester, Vice President, Sales
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
302-545-1629
debbie@mailsmartlogistics.com
www.mailsmartlogistics.com

MailSmart Logistics

We deliver. Your results.SM

MailSmart Logistics offers consistent, predictable mail delivery at a significantly lower cost – and it's easy for you. We take charge of your mail at your lettershop, managing to your schedule, verifying quantities and mail details. Then we deliver it deep into the USPS mail stream, eliminating several steps. Our postal optimization analysis determines the best rate and delivery method for each mailing to maximize your savings. We help you save even more with USPS Promotions discounts when commingling. Our MailTracker tool offers free mail tracking for both your outbound and inbound mail.

Our expert team can manage all your postal logistics needs including commingling (marketing mail, first-class letters, flats and marketing mail parcels), drop shipping (ideal for large mailings and mailings concentrated in regions), LTL/Less-Than-a-Truck-Load Mailings (for smaller, time-sensitive mailings concentrated in regions), and hybrid solutions. We partner with nonprofits, agencies and directly with printers and lettershops.

As an independent, employee-owned company, we advocate for our clients every day. We manage the mail for over 1,000 organizations and look forward to working with you!

Start taking control of your postal budget and mail delivery now with MailSmart Logistics. Contact us today.

Moore

Gretchen Littlefield, CEO, Moore
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Lanham, MD 20706
888-249-6408
<https://wearemoore.com/contact-us/>
www.wearemoore.com



Moore provides end-to-end services for your direct mail production, including envelope manufacturing, conventional and digital printing, complex camera matching, card affixing, handwork, lettershop, and commingling.

We do full-service lettershop services, including standard and high-speed inserting, state-of-the-art inkjet and camera matching, commingling, card or coin affixing, labeling, stamping, and metering.

MWI Direct

Mike Huddleston, National Sales Representative
4900 Superior Street
Lincoln, NE 68504
402-464-7711
Cell: 402-610-0835
mike.huddleston@mwidirect.com
www.mwidirect.com



For over 30 years, MWI Direct has been a trusted and valued partner providing clients with direct mail execution. Our range of equipment, from cut sheet to web and conventional to digital, enables us to handle all your direct mail programs. Centrally located in the Midwest for economical mail distribution.

Commitment and partnership with our customers are the hallmarks of our business. We look forward to partnering with you.

NMG Corporation/NMG Mailers

Tom Gibson, VP, Sales & Marketing
610-496-3776
tgibson@nmgcorp.com

Travis Eldridge, Director, Business & Development
215-778-3365
teldridge@nmgcorp.com

NMG Corporation
300 Old Mill Lane
Exton, PA 19341
800-484-4624
www.nmgcorp.com

NMG Mailers
901 Tryens Road, Unit 2
Aston, PA 19041



NMG is turning 43 in 2025! We are a full-service commercial print and mail operation located just outside of Philadelphia, PA. NMG has built a team of experts in all areas of the mailing process. Our expertise is in all facets of direct mailing, including printing, personalizing, and mailing.

We will lighten the load for your production team, allowing your team to be more effective. Let us partner to help you and your clients by delivering your marketing message more effectively.

Pitney Bowes Presort Services

Chad West, General Manager
Marketing Mail Operating Center
42 Runway Road
Levittown, PA 19057
215-946-2863
chad.west@pb.com
www.pb.com/us/presortservices

Paul Clay, General Manager
First-Class Mail Operating Center
11720 North Lakeridge Parkway
Ashland, VA 23005
840-798-3210
paul.clay@pb.com

Keith Gallant, Major Account Executive
keith.gallant@pb.com

J.R. Caine, Major Account Executive
james.caine@pb.com



Pitney Bowes Presort Services is the largest workshare partner of the USPS®, helping mailers of all sizes capture postage savings while simplifying the complexity of sending mail. We process 15+ billion pieces of mail annually in 33 sortation facilities across the United States. Our product offerings include First Class Mail® Letters and Flats, Marketing Mail® Letters and Flats, and Bound Printed Matter.

We help make mailing easier with:

- Guaranteed per piece pricing that eliminates unwanted budget surprises
- Technology and innovation that improves delivery, accuracy, and precision
- Proven security, business continuity and disaster recovery processes
- Tracking and reporting to ensure end-to-end visibility
- Mail Exchange regional network commingles and transports mail closer to the end destination
- Transportation network of over 350 drivers and vehicles
- Simplifying the USPS compliance process for clients

To learn more about we can help you, please reach out to a Pitney Bowes representative above or visit pb.com/us/presortservices.

PLANET DIRECT

Ryan Gutman, President
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Ben Kuniholm, Account Executive
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Jaime Grams, SVP, Business Strategy

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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, merge and analytics services are offered in-house, providing you with an exceptional level of quality control and responsiveness. Our postal optimization services reduce postal costs, provide consistent, predictable mail delivery and offer free outbound and return mail tracking. We help you save even more on postage (often lots more!) by managing your USPS Promotions discounts – we handle all the details for you. We also provide regular updates and guidance to clients on environmental sustainability trends, innovations and investments across our network of supplier-partners.

1955

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- *Bill Gates*
- *Laurie Metcalf*
- *Steve Jobs*
- *Billy Bob Thornton*
- *Whoopi Goldberg*
- *Willem Dafoe*
- *Reba McEntire*
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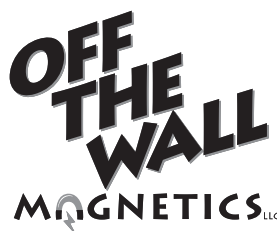


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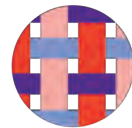
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1955

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John Caliendo, Director, Sales & Marketing

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CP DIRECT

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Al Stahl, VP, Business Development
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Four Star Printing

Bruce Ehlert, President
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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.

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Courtney DeHaven, *Direct Mail Sales Specialist*

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1955

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- One foot of hail fell in Rushmore, Minnesota.
- 20.33" of rain fell in one day in Axis, Alabama.
- Twisters destroyed most of Udall, Kansas and Blackwell, Oklahoma.

PXI Corp

Megan Schaefer, *Project Manager*
21 Warehouse Road
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540-433-1237
mschaefer@pxicorp.com
www.pxicorp.com



From humble beginnings as a two-person copy shop in 2002, PXI has grown into a powerhouse with 50 employees and numerous service offerings. We have offset and digital printing, custom envelope manufacturing, direct mail services, apparel decorating, promotional products, and wide-format printing. We excel at blind match insertions for runs up to 200,000 and fast turn political mail campaigns.

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1955

- *Gumby, Mr. Potato Head, Barbie, and Hula Hoops were popular toys.*
- *Scrabble, the board game, debuted.*



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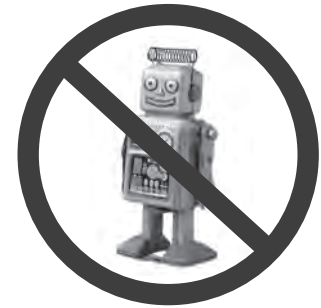
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1955

- *Disneyland opened in Anaheim, California. Ticket price was one dollar.*
- *The first McDonald's restaurant opened in Des Plaines, Illinois. French Fries cost 10 cents.*

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1955

- *The Marlboro Man campaign was likely the most powerful—and most controversial—brand image of the 20th century. Marlboro recorded sales of \$5 billion.*
- *De Beers launched their “A Diamond is Forever” slogan. It became the most recognized slogan of the 20th century, and some ninety percent of all Americans know it.*

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