

DMΔW

2026

SOURCEBOOK

THE NEXT CHAPTER

New Leadership, New Partnerships,
New Connections



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THE DMAW EXCHANGE

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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 / VOLUNTEER & COMMUNITY ENGAGEMENT SERVICES

American Target Advertising™, Inc. (ATA)

Kevin Allen, Vice President
9625 Surveyor Court, Suite 400
Manassas, VA 20110
703-392-7676
Fax: 703-392-7654
info@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 2026-2027.

For over 60 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 9 billion dollars and mailed over 5 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Moore

Nick Ellinger
4200 Parliament Place, 3rd Floor
Lanham, MD 20706
469-834-4697
nellinger@wearemoore.com
www.wearemoore.com



Moore helps advocacy and political organizations grow their reach, strengthen donor relationships, and drive meaningful impact. We develop compelling, donor-centric stories that turn your advocates' passion into sustained engagement and reinforce your mission. We align mail, digital, video, text, and more into a seamless, omnichannel donor experience. We drive higher response rates, improve donor retention, and maximize fundraising impact with data- and AI-based targeting, omnichannel outreach, and our team of experts.



DMAW EXCHANGE:

YOUR MEMBER RESOURCE HUB

The DMAW Exchange is designed to connect, inform, and empower our members. This section serves as your go-to resource for staying engaged with DMAW throughout the year—highlighting opportunities to connect, learn, and grow within the direct marketing and fundraising community.

INSIDE THIS SECTION:

- ◆ 2026 Events Calendar
- ◆ Educational Opportunities & Webinars
- ◆ Volunteer Leadership & Committees
- ◆ Membership Benefits & Resources



ARTIFICIAL INTELLIGENCE & MACHINE LEARNING TOOLS

(Predictive modeling chatbots, creative generation, donor journey mapping)

Moore

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www.wearemoore.com



Moore's SimioCloud uses AI-based predictive modeling on over 2 billion donation transactions and tens of thousands of demographic, behavioral, and attitudinal data points. We continuously refine audience selection, driving higher donor acquisition, improved reactivation, and measurable growth. We also trained AI on winning communications to create effective, customized messages for donors to improve donor satisfaction and generate more revenue from donors. Stop doing rote creative and audience-building tasks; free yourself up for more strategic work while AI does what it's good at.



DMMAW VOLUNTEERS & LEADERSHIP

COMMITTEES & CONTRIBUTORS

OUR COMMITTEES PLAY A VITAL ROLE.

- ◆ Collaboration Committee
- ◆ DEI Committee
- ◆ Marketing
- ◆ Marketing Opportunities Committee
- ◆ MAXI Awards
- ◆ Membership
- ◆ Programs
- ◆ Public Policy Committee
- ◆ Volunteers



CAGING / LOCKBOX SERVICES / GIFT & PAYMENT PROCESSING / ACKNOWLEDGMENTS / PAYMENT SOLUTIONS & DONOR EXPERIENCE TOOLS

(Recurring donation platforms, digital wallets, crypto-giving, donor portals)

EngageUSA

**Susan Mayonado, Director, Sales
& Client Services**

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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

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www.wearemoore.com



Moore RMG treats response management as a core part of your fundraising strategy, because fast, secure, and personalized donation processing is the foundation of donor retention. From the moment a gift is received to the delivery of a thank-you, every step is managed with speed, accuracy, and care. With three strategically located facilities, we ensure uninterrupted operations through built-in business continuity and disaster recovery. We deposit 90% of all donations by the next business day, ensuring your funds are put to work immediately to support your mission. We extend your team, handling donor queries and high-touch acknowledgements.

A BIG THANK YOU TO OUR 2025 VOLUNTEERS

Jim Aber, Humane World for Animals

Aleka Agapitides, Rite Envelope & Graphics

Marc Almanzor, Make Gaming About Fundraising

Erik Anderson, OneRhythm

Carolyn Angelini, Production Solutions

Madison Bailey, ABD Direct

Joel Baugher, Dominion Strategy Group

Robin Benatti, World Food Program USA

Mary Beyreuther, MVP Press

SB Birnie, Avalon Consulting Group

Jake Brown, BIGEYE Direct

Max Bunch, RKD Group

Zachary Carpenter, Wiland

Bryan Casler, 4Site Studios

Phyllis Caudill, Christian Appalachian Project

Zoe Clarke, Mal Warwick Donordigital

Leah Collins, Moore

Robert Connelly, Integral, LLC

Barry Cox, Copywriter

Ann Crowley, Fundraising Consultant

Jordan Dahlen, NNE Marketing

Jennifer Deerr, K2D Strategies

Steven DelVecchio, AARP Foundation

Casey Dumasius, Environmental Working Group

Renee Durnin, The Stelter Company

Nancy Eiring, Fuse Fundraising

Chelsea Elsaesser, Moore

Adam Faircloth, Make-A-Wish America

Dennis Fassett, Moore

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Steve Fleshman, DR2

Mary Ellen Fraser, Schultz & Williams

Elizabeth Fulton, Mal Warwick Donordigital

Jennifer Gehring, Nexus Direct

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Mary Getz, MESG Marketing

Andrew Giffen, AKwire

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Megan Gonsalves, The Nature Conservancy

Jaime Grams, PMG

Shari Grimes, O'Brien Garrett

Kim Gube, United Way National Area

Ashley Hansen, Engaging Networks

Joe Harr, AARP

Victoria Heckler, Mal Warwick Donordigital

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Michelle Johnston, Production Solutions

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Mikaela King, Sierra Club

Karin Kirchoff, K2D Strategies

Rich Kostra, Share Our Strength | No Kid Hungry

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Tracy Lea, The Harrington Agency

Kelly Leech, CELCO

Anne Lobban, RKD Group

Lindsay Long, Faircom New York

Chuck Lowensen, Moore

Lami MacBeth, Environmental Defense Fund

Huiyun Mao

Elizabeth McComrick

Ryan McGuire, The Harrington Agency

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Mark McLean, Data Axle Nonprofit

Deniz Mehmed, Humane World for Animals

Jeff Miller, Allied Printing Resources

Tim Mooney, Postalytics

Ashley Moore, Newport One

Stacie Mruk, The Nature Conservancy

Trista Murphy, MissionWired

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Angela Newsom, Wiland

Sarah Nuyen, Defenders of Wildlife

Becky Odum, Moore

Susan Packard, Adstra Nonprofit

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Kevin Payne, Christian Appalachian Project

Barb Perell, Avalon Consulting Group

Geoffrey Peters, Moore

Michelle Peterson, Marketing General, Inc.

Cameron Popp, Wiland

Jean Qiao, Lautman Maska Neill & Company

Laura Rahman, Reading is Fundamental

Claire Recalde, ABD Direct

Rose Richtmyre, K2D Strategies

Bethany Riley, Further Digital

Jeff Roberts, MailSmart Logistics

Margaret Romig, Lautman Maska Neill & Company

Fern Sanford, Fern Sanford Creative

Terri Sauer, PMG

Jarred Schremmer, RKD Group

Kevin Schulman, DonorVoice

Lonnie Selby, Eberle Communications Group, Inc.

August Siebs, K2D Strategies

Dan Sonners, Judicial Watch

Amy Spears, Cal Farley's Boys Ranch

Shelby Steere, Further Digital

Amy Sukol, CFRE, Lautman Maska Neill & Company

Kathy Swayze, Impact Communications, LLC

Brandy Swimeley, Defenders of Wildlife

Jasmine Taylor, The Harrington Agency

Bessie Thibodeaux-Belcher, Moore

John Thompson, TrueSense Marketing

Jamie Tissel, Lautman Maska Neill & Company

Christiana Trenum, Planet Direct

Gina VanderLoop, ROI Solutions

Alice Vaughn, RKD Group

Erica Waasdorp, A Direct Solution

Catherine Wallwork, Avalon Consulting Group

Teresa Weaver, O'Brien Garrett

Madison Weisner, EdgeMark Partners

Rick Whelan, Marketing General, Inc.

Ellyn Willette, Nexus Direct

Joanne Wilson, Humane World for Animals

Lester Zaiontz, Fundraising That Works!

Gerri Zimbardi, Eidolon Communications

CONTENT MARKETING & STORYTELLING SPECIALISTS

(Blogging, podcasts, branded content, donor impact storytelling and beyond)

Moore

Nick Ellinger

4200 Parliament Place, 3rd Floor
Lanham, MD 20706
469-834-4697
nellinger@wearemoore.com
www.wearemoore.com



Moore brings together storytelling and data to build donor-focused narratives that spark emotional connection and inspire measurable action. We start by measuring donor trust in real-time against sector-specific benchmarks using proprietary data and validated research from the Neuro-Fundraising® Lab. We then work with you to launch customized content marketing and brand campaigns that resonate with your donors and measure the impact both in donations and in verified donor trust. The result is compelling storytelling campaigns across all media.

Nexus Direct

Kelly King

780 Lynnhaven Parkway, Suite 400
Virginia Beach, VA
757-310-0178
fixmyfundraising@nexusdirect.com
www.nexusdirect.com



Nexus Direct is a performance-driven fundraising and marketing agency that builds and grows integrated individual giving programs for nonprofits.

For over two decades, we've helped organizations turn their vision into measurable impact through our coordinated, in-house strategy, data intelligence, list brokerage, creative, digital, direct mail, and phone engagement. We blend analytics with storytelling to acquire, retain, and upgrade donors at scale. Committed to partnership, transparency, and operational excellence, we align every channel to maximize ROI and lifetime value.

Your mission isn't a project—it's our priority.

Ready to make the world a better place?
Let's connect!

DMAW

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Emerging Digital Channels

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Process and Priorities
Shape Performance**

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Standard**

**Only show in the industry dedicated
solely to donor acquisition!**

CREATIVE / COPYWRITING / DESIGN / PRODUCTION

Barry Cox, Copywriter

334 N. Latham Street
Alexandria, VA 22304
703-244-0840
bcoxwriter@aol.com

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

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jobs@bulletproofonline.com
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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.

Impact Communications, Inc.

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



We innovate 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.

Huntsinger & Jeffer, Inc.

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Louise Moore, CFRE, President
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louise@huntsingerjeffer.com
info@huntsingerjeffer.com
www.huntsinger-jeffer.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 your fundraising partner, we'll help you advance your mission, inspire action, and make a greater impact for all. Let's do more—together.

Moore

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nellinger@wearemoore.com
www.wearemoore.com



Moore has the top creative minds in the sector, creating compelling campaigns for you. Our award-winning creative teams craft compelling campaigns backed by proven success, strengthened by insights from the only Neuro-Fundraising® Lab in the sector. Our award-winning creative performs across TV, digital, social, mail, and experiential, maximizing each medium's strengths while keeping your brand voice consistent. By blending storytelling with data-driven insights, we help you drive stronger donor engagement, higher response rates, and measurable growth in fundraising performance.

Nexus Direct

Kelly King

780 Lynnhaven Parkway, Suite 400
Virginia Beach, VA
757-310-0178
fixmyfundraising@nexusdirect.com
www.nexusdirect.com



Nexus Direct is a performance-driven fundraising and marketing agency that builds and grows integrated individual giving programs for nonprofits.

For over two decades, we've helped organizations turn their vision into measurable impact through our coordinated, in-house strategy, data intelligence, list brokerage, creative, digital, direct mail, and phone engagement. We blend analytics with storytelling to acquire, retain, and upgrade donors at scale. Committed to partnership, transparency, and operational excellence, we align every channel to maximize ROI and lifetime value.

Your mission isn't a project—it's our priority.

Ready to make the world a better place?
Let's connect!

Sue Curran Design

Art Direction | Print Management

Sue Curran, Art Director

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



SUE CURRAN
DESIGN

With a unique combination of **eye-catching design** and **print management expertise**, I can execute your nonprofit, association, conference or marketing materials from concept to design through the print production process.

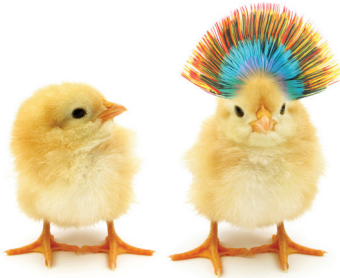
So, next time you have an upcoming print project that needs to stand out, let's talk!

DARE TO BE DIFFERENT!

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



SUE CURRAN
DESIGN



ART DIRECTION
PRINT MANAGEMENT

703-926-0594
currancreates@gmail.com

DATA & ANALYTICS

MarkeTeam

Barbara Johnson
bjohnson@mkteam.com
www.mkteam.com



Bring your mission. We'll build momentum.

With 30+ years of fundraising experience, MarkeTeam helps leading nonprofits grow by focusing on what matters most, **we get donors.**

We connect them with your mission and move them towards greater giving. Through proprietary analytics in DonorOpticsSM and precision intelligence from Squark AI, we optimize the donor journey. Turn insight into action and results into momentum. Optimize direct mail and digital performance throughout the donor journey.

See how MarkeTeam can move your mission forward!

BRING YOUR MISSION. WE'LL BUILD MOMENTUM.

With 30+ years of fundraising expertise, MarkeTeam helps leading nonprofits grow using one simple truth: **we get donors.**

What moves them, when to engage them, how to inspire greater giving.

Get from insights to action faster with proprietary *DonorOpticsSM* dashboards and *Squark AI* precision modeling. Optimize direct mail and digital performance throughout the donor journey.

See how MarkeTeam can move your mission forward!

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MMI Direct

John Bell, VP, Sales & Marketing
7160 Columbia Gateway Drive, Suite 300
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MMI Direct has provided innovative and highly customized data solutions for nonprofit direct marketers and agency partners for over 30 years. Our expert services include data hygiene, acquisition data merge, merge optimization, ask string optimization, data enrichment, postal processing, segmentation, matchback analysis, robust reporting and custom data projects. We also provide list rental fulfillment, providing fast and accurate file updates, counts, orders and delivery to mailers and data partners. MMI Direct is part of the PMG Family, an independent, employee-owned company.

Moore

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Moore transforms raw information into strategic advantage with advanced analytics, AI-driven modeling, and real-time performance tracking through Moore's SimioCloud. The result: you identify the right donors, deliver the right message, and drive measurable results across every channel. We combine the industry's deepest nonprofit data with AI-driven analytics and omnichannel expertise to help you target, engage, and retain the right donors. Our approach turns raw information into actionable intelligence, delivering measurable results across every campaign and channel.

VeraData: The Donor Science Company

www.veradata.com



We serve as an extension of our clients' fundraising teams, focused on increasing philanthropic giving. Through Donor Science™, we equip nonprofits with the right data to strengthen fundraising decisions-making and drive donor acquisition and engagement. Our innovation strategies help organizations adapt to changing donor preferences and generate fundraising success. Our goal is to help nonprofits realize the full potential of philanthropy so they can increase giving, maximize impact, and drive positive change.

DATA PROVIDERS/LIST BROKERAGE & MANAGEMENT/ COOPERATIVE DATABASES

American Mailing Lists Corporation™ (AMLC)

Vi Shields

9625 Surveyor Court, Suite 400
Manassas, VA 20110
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vishields@americantarget.com
www.amlclists.com



American Mailing Lists Corporation™
Conservative Donors R Us

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

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Belardi Wong

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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.

CELCO

Kelly Leech, Principal

Andrew Giffen, Principal

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CELCO
AN AKWIRE COMPANY

CELCO is an acquisition partner serving the nonprofit community through innovative, sound and data-driven acquisition and reactivation solutions and opportunities. By providing strategic insights coupled with deep fundraising expertise, we help our clients strengthen customer acquisition, invest wisely and achieve measurable outcomes.

Complete Mailing Lists LLC

Eric Woolf

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White Plains, NY 10601

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info@CompleteMailingLists.com

www.completemailinglists.com



COMPLETE MAILING LISTS

CML brings extensive expertise in compiled lists, featuring a unique database of licensed professionals enriched with more than 400 demographic and lifestyle attributes. Our product line includes hundreds of specialized lists, providing the most COMPLETE one-stop resource for all your direct mail, telemarketing, and email marketing needs.

Huntsinger & Jeffer List Services

Shannon Holleman, Manager, List Services

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804-266-2499

needlists@huntsingerjeffer.com

www.huntsinger-jeffer.com



Huntsinger & Jeffer
FUNDRAISING ADVANCEMENT ►

To advance your fundraising mission, your list selections must go deeper than merely using the lists your competitors use. Backed by more than 60 years of leading agency knowledge and experience, H&J List Services will help you reach beyond the obvious and provide the lists that will have the greatest impact on your results. Discover the difference that can make for your organization!

MEGA, Inc.

Kris Matthews

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www.maryegranger.com



MEGA Inc. is a strategic fundraising partner helping nonprofit organizations grow through smarter audience strategy and direct response. With more than 40 years of experience, we work alongside mission-driven, faith-based, global relief, and health-focused organizations to strengthen acquisition, improve performance, and build sustainable donor programs.

Our work includes:

- Audience Strategy & Acquisition – Identifying and reaching donors, members, buyers, and subscribers most likely to respond
- Omnichannel Campaign Planning & Analytics – Coordinating direct mail with digital channels to guide smarter decisions
- Program Stewardship & Optimization – Ongoing refinement to improve results and protect long-term value
- Data & File Support – Ensuring clean, reliable, and actionable data for effective fundraising MEGA combines institutional knowledge, practical judgment, and hands-on partnership to help organizations achieve stronger, more durable results.

MMI Direct List Fulfillment

Charlie Rice, List Fulfillment Team Leader

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Columbia, MD 21046
410-561-1500
charlie@mmidirect.com
www.mmidirect.com



A leader in list fulfillment services for 30+ years, MMI Direct specializes in building and maintaining quality nonprofit, B2B and consumer data files. We work together with data managers and owners to provide clean, segmented and responsive files. MMI's List Assist platform allows data providers to easily sort and produce direct mail and email list orders. Clients can also rely on MMI's expert team to run counts, and produce and send orders, which typically ship within minutes of approval. MMI Direct is part of the PMG Family, an independent, employee-owned company.

Moore

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www.wearemoore.com



Moore's Audience-First Media team brings decades of expertise in media, audience development, merge strategies, and omnichannel execution. The result: smarter acquisition audiences, stronger campaign performance, and greater opportunities to monetize your data assets. Additionally, Moore's SimioCloud identifies new and emerging donors and helps you engage and acquire them across every channel. By using AI on thousands of data points for every American, SimioCloud pinpoints the audiences most likely to give, ensuring your fundraising reaches the right people at the right time.

Names in the News

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Names in the News is a boutique list management and brokerage services firm that concentrates on acquisition list analysis, strategic plan development and project execution as well as list management representation. Our team of experienced fundraising professionals delivers innovative multi-channel strategy with excellent customer service support. For over 50 years we have had the privilege of working with non-profit organizations from charitable, political, public interest, international relief, cultural arts and publishing markets.

Political & Fundraising Lists, LLC

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POLITICAL & FUNDRAISING LISTS

PFL delivers the most comprehensive new-to-market data sources for both charitable and political marketers, offering extensive regional and national coverage

We give mailers a distinctive advantage by enabling direct access to contributors based on the causes they care about most—through direct mail, telemarketing, and email outreach.

RMI Direct Marketing

Len Zargo

44 Old Ridgebury Road, Plaza One

Danbury, CT 06810

203-825-4636

www.rmidirect.com

lzargo@rmidirect.com



RMI DIRECT MARKETING

Since our inception in 1985, we have been a privately owned direct marketing firm that offers 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.

Wiland

Jennifer Honadel

7420 E. Dry Creek Pkwy

Niwot, CO 80503

303-485-8686

jhonadel@wiland.com

www.wiland.com



Wiland empowers leading nonprofits to find new donors, keep them engaged, and grow lifetime value through predictive analytics. Our AI-driven platform transforms extensive consumer spend and intent signals into precise, actionable insights that help fundraisers reach the right people at the right time across every addressable channel. By predicting who is most likely to give—and to keep giving—nonprofits maximize response, retention, and ROI. Trusted by the nation's most successful fundraisers, Wiland's predictive solutions make donor acquisition and loyalty more efficient and profitable than ever before. Learn more at www.wiland.com/nonprofits.



DMAW

MEMBERSHIP BENEFITS

WHY DMAW MEMBERSHIP MATTERS

DMAW membership provides access to a powerful network and valuable professional resources.

NETWORKING OPPORTUNITIES

- ◆ Connect with industry leaders and peers across the region
- ◆ Professional Development
- ◆ Access events, webinars, and learning opportunities year-round.
- ◆ Industry Insights
- ◆ Stay informed on trends, best practices, and innovations.
- ◆ Career Growth
- ◆ Expand your visibility, leadership opportunities, and professional reach.

Become a
DMAW Member



DATABASE MANAGEMENT / CRMS / TECHNOLOGY PLATFORMS & TOOLS / PEER-TO-PEER & CROWDFUNDING PLATFORMS

(Event fundraising platforms, DIY campaigns, giving day)

Moore

Nick Ellinger

4200 Parliament Place, 3rd Floor

Lanham, MD 20706

469-834-4697

nellinger@wearemoore.com

www.wearemoore.com



Stop managing data across disconnected systems. Moore CRM is a cloud-based donor management solution built for omnichannel nonprofits. With real-time insights, advanced audience segmentation, and integrated Moves Management, Moore CRM streamlines operations, strengthens engagement, and maximizes fundraising performance, all in a single, seamless platform. Our platform integrates seamlessly with your accounting, giving, and other tools. We treat every CRM user as a long-term partner. That means responsive support, transparent data, and no added barriers.



DMAW

MEMBER RESOURCES

MEMBER TOOLS & RESOURCES

DMAW members have access to tools designed to support their work and growth.

MEMBER INFO HUB:



- ◆ Member Directory
- ◆ GrowthZone Member Portal
- ◆ Event Registration Platform
- ◆ Industry Updates & Communications



Members
are encouraged to stay
active and take full advantage
of available resources.

DIGITAL MARKETING / MOBILE / SOCIAL MEDIA / EMAIL MARKETING AUTOMATION & PERSONALIZATION TOOLS

(Cross-channel automation, journey orchestration, SMS/WhatsApp messaging)

Care2

Eric Rardin

Redwood City, CA

1-888-655-8345

eric@care2team.com

www.care2services.com



Care2 delivers an end-to-end engagement platform that no other provider matches. We help mission-driven organizations reach supporters at every stage of the journey — from awareness and engagement to stewardship, donor conversion, and ongoing re-engagement — because the first action is just the beginning. Our integrated solution combines data-driven insights, multi-channel marketing, and advocacy strategy in a single platform. With nearly 60 million platform users and members worldwide, our campaigns turn engagement into measurable, scalable impact while giving teams the tools to optimize every step of the supporter experience.

The Engage Group

Matthew Harkins, *Director*

7160 Columbia Gateway Drive, Suite 300

Columbia, MD 21046

443-539-2650

mathew@engageyourcause.com

www.engageyourcause.com

the engage) group

Your cause. Our effect. Online.™

The Engage Group, PMG's boutique digital fundraising agency, brings the capabilities of a full-service firm with a flexible, support team approach. Our senior developers and strategists have deep, technical expertise across multiple email and fundraising platforms, and can assist nonprofits and agencies with: email production, donation form customization, digital payment

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Better.**

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solutions, tech stack audits and platform migration, sustainer programs, website lead generation, digital media strategy, search engine marketing, paid social, and omnichannel campaign integration. An employee-owned company.

The Harrington Agency

Jessica Harrington, *President*

267-972-9427

jessica@theharringtonagency.com

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H. Harrington
Agency

We don't think like everyone else—and we don't expect you to, either. We believe real progress happens when partners are willing to ask better questions, challenge assumptions, and explore what's next

together. At The Harrington Agency, we invest in the insights, relationships, and long-term thinking that help our partners grow with confidence—not just today, but well into the future. We work alongside you to understand your goals, anticipate change, and build programs designed to last. We'd love to partner with you and show you what's possible when strategy and collaboration lead the way.

MarkeTeam

Barbara Johnson

bjohnson@mkteam.com

www.mkteam.com



Bring your mission. We'll build momentum.

With 30+ years of fundraising experience, MarkeTeam helps leading nonprofits grow by focusing on what matters most, **we get donors.**

We connect them with your mission and move them towards greater giving. Through proprietary analytics in DonorOpticsSM and precision intelligence from Squark AI, we optimize the donor journey. Turn insight into action and results into momentum. Optimize direct mail and digital performance throughout the donor journey.

See how MarkeTeam can move your mission forward!

Moore

Nick Ellinger

4200 Parliament Place, 3rd Floor

Lanham, MD 20706

469-834-4697

nellinger@wearemoore.com

www.wearemoore.com



Moore delivers integrated digital tools that help you acquire, engage, and mobilize supporters across every digital channel. Moore's SimioCloud Email Acquisition uses billions of donor and engagement signals to identify and deliver high-quality leads so you can scale acquisition, improve ROI, and focus on driving impact. In text, Moore MOBILEpurpose launches targeted texting that drives immediate donor and advocate response. The platform delivers messages at scale within minutes, integrates with donor data for precise targeting, and tracks engagement in real time.

Nexus Direct

Kelly King

780 Lynnhaven Parkway, Suite 400

Virginia Beach, VA

757-310-0178

fixmyfundraising@nexusdirect.com

www.nexusdirect.com



Nexus Direct is a performance-driven fundraising and marketing agency that builds and grows integrated individual giving programs for nonprofits.

For over two decades, we've helped organizations turn their vision into measurable impact through our coordinated, in-house strategy, data intelligence, list brokerage, creative, digital, direct mail, and phone engagement. We blend analytics with storytelling to acquire, retain, and upgrade donors at scale. Committed to partnership, transparency, and operational excellence, we align every channel to maximize ROI and lifetime value.

Your mission isn't a project—it's our priority.

Ready to make the world a better place?
Let's connect!

ENVELOPE PRINTERS & MANUFACTURERS

Allied Printing Resources

Jeff Miller

33 Commerce Rd
Carlstadt, NJ 07072

201-739-6301

jmiller@nowallied.com

www.alliedprintingresources.com



At Allied, we bring more than 90 years of experience to the craft of print production. From envelopes and forms to full scale direct mail campaigns, our focus is on helping organizations bring their ideas to life with efficiency, creativity and impact. Printing is our business, but people are at the heart of what we do - we offer 24/7 accessible customer service and a customer-first focus.



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Carlstadt, NJ
800.842.5951
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Your Partner in Direct Mail Printing



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Envelopes



Finishing

From short runs to large campaigns, we deliver fast,
flexible and unique print production services,
all under one roof.

Mike Anderson
maderson@nowallied.com
703-399-6104

Ammara Chaudhry
achaudhry@nowallied.com
551-255-6296



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AMH Print Group

Dennis Ashcraft

804-516-7089

dashcraft@amhgroup.us

www.amhprintgroup.com



AMH Print Group provides envelopes, forms, inserts, etc. From 1 color to 4 color process. We work extremely hard to give you a level of service and support unmatched in our industry. Quick pricing, responses and proofs along with on-time deliveries are our calling card. We make it EASY!! We get you what you want when you need it. AMH is a one-stop shop for all of your printing needs. If it is printed and mailed, AMH Print Group can get it done.

Kenmore Envelope

Scott Evans, CEO

4641 International Trade Court

Richmond, VA 23231

804-271-2100

sevens@kenmore-envelope.com

www.kenmore-envelope.com



Kenmore Envelope is leading the industry in high-end, custom print and convert envelopes. This includes but is not limited to: shape cut and dimensional pieces, embossing, textured and scent varnishes, cold foil application and print. Kenmore takes pride in providing top of the line service and products. With the addition of digital printing capabilities, we are continuing to take Direct Mail to the next level in 2026. Visit us at: www.kenmore-envelope.com



If it's printed and needed
on time, call us!

If you want complete
customer care, we're the
ones for you!

Dennis Ashcraft: dashcraft@amhgroup.us

Kyle Martin: kmartin@amhgroup.us

Chad Hollins: chollins@amhgroup.us

PO Box 518 Mechanicsville, VA 23111

804-286-6166

www.amhprintgroup.us

FULFILLMENT SERVICES

Moore

Nick Ellinger

4200 Parliament Place, 3rd Floor
Lanham, MD 20706

469-834-4697

nellinger@wearemoore.com

www.wearemoore.com



Moore's premium fulfillment services combine specialized handwork, non-machinable item handling, and multi-component kit assembly with rigorous quality control. We support front- and back-end premium-driven campaigns by assembling items such as specialty inserts, notepads, sticker sheets, and other physical incentives. Moore RMG extends this capability with fast, accurate order fulfillment and responsive customer care, enabling complete execution of premium redemption programs. This means we deliver highly reliable, data-driven premium fulfillment for large-scale direct mail programs.



GET INVOLVED WITH DMAW

DMAW thrives because of its
engaged and active membership.



WAYS TO GET INVOLVED:

- ◆ Join a Committee
- ◆ Volunteer for Events
- ◆ Participate in Programming
- ◆ Contribute to DMAW Initiatives

GETTING INVOLVED is one of the
best ways to expand your network
and make a meaningful impact.

To learn more, visit DMAW.org or
connect with a committee leader.



DMAW



2026 CALENDAR OF EVENTS

THU	April 16		Production Day 2026 8:30 a.m. - 5:30 p.m. BigEye Direct 22469 Ladbrook Dr, Sterling, VA 20166
THU	April 23		Spring Member Appreciation Happy Hour 5:00 p.m. - 7:00 p.m. 60 Vines 2200 Pennsylvania Ave NW, Suite 300R Washington, DC, 20052
THU	May 7		List Bazaar & Acquisition Summit 9:30 a.m. - 5:00 p.m. Arlington Cinema & Drafthouse 2903 Columbia Pike, Arlington, VA 22204
TUE	May 12		Creative Day 9:30 a.m - 4:35 p.m. The Nature Conservancy 4245 North Fairfax Dr, Suite 100, Arlington, VA 22203
THU	May 14		Philadelphia Nonprofit Summit: The Future of Direct Marketing & Fundraising 9:30 a.m - 12:30 p.m. Friends Center 1501 Cherry Street Philadelphia, PA 19102
FRI	May 29		Service Day 2026 2:00 p.m. - 4:00 p.m. DC Central Kitchen 2121 First Street SW, Washington, DC 20024
WED	June 17		Sustainer Acquisition: Myths, Facts and Effective Techniques 12:00 p.m. - 1:00 p.m. Virtual
WED - FRI	July 29-31		Bridge to Integrated Marketing & Fundraising Conference The Gaylord National Hotel 201 Waterfront St, National Harbor, MD 20745
WED	Sept. 9		Stopping the Scroll: Compelling Creative Design and Content That Speaks to and Motivates Supporters 12:00 p.m. - 1:00 p.m. Virtual
FRI	Oct. 2		2026 MAXI Awards Luncheon 11:30 a.m. - 2:30 p.m. National Housing Center 1201 15th St NW, Washington, DC 20005



Your full-service print and mail production partner

Launch your next direct mail campaign with Planet Direct and experience results that are truly out of this world! Planet Direct is your all-in-one powerhouse, offering top-notch offset and digital printing, envelope printing, data processing, and expert lettershop services. Get ready to make an impact like never before!

- Envelope Printing
- Full-Color Digital Print
- Forms Printing
- Card Attaching
- Lettershop Services
- We Mail 9x12 Packages and Other Flats
- Fully Automated Match Mailing
- Fast Turnaround Work
- We Do It All!



Planet Direct Mail
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Manassas, Virginia 20109
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FULL-SERVICE DIRECT MAIL PRODUCTION OPERATIONS

EdgeMark Partners

John Weeks

4510 Cox Road, Suite #305

Glen Allen, VA 23060

Office: 804-967-2000 x106

Mobile: 804-370-1717

jweeks@edgemarkpartners.com

www.edgemarkpartners.com



Edgemark Partners, with over 35 years of experience, expertly handles every facet of direct mail production. Our services include complex program management, printing, mailing, package development including wall calendars, greeting & membership cards, data analysis, postal logistics, and expert assistance launching the USPS promotions.

Our seasoned production management experts are committed to delivering exceptional results and personalized, concierge-level service to every client.

Contact us today and discover the EdgeMark advantage!

Excel Mailing Services

Tim Franklin

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 ninety 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 18 pockets
- Pitney Bowes Flowmaster's with Perfect Match fully integrated camera systems
- Postal Optimization
- Envelope Jet Printing
- Coin Affixing
- Hand Fulfillment

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!

L&E Meridian

Scott Bobowick

8000 Corporate Ct.

Springfield, VA 22153

703-913-0300

sbobowick@l-e.com

www.l-e.com



For over 40 years, L&E Meridian has been a trusted leader in high-volume data processing, digital printing and mail services. Our expertise includes variable print applications, fulfillment, mailing services, and end-to-end project execution. By combining advanced technology with experienced teams, we consistently exceed expectations and stay ahead of industry trends to provide innovative, reliable results.

Services offered:

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

Let's Work Together.

Moore

Nick Ellinger

4200 Parliament Place, 3rd Floor

Lanham, MD 20706

469-834-4697

nellinger@wearemoore.com

www.wearemoore.com



Moore provides end-to-end direct mail services that help you maximize your most reliable fundraising engine. From data modeling and creative storytelling to high-speed production and gift processing, we manage the entire direct mail ecosystem with precision and scale. We use SimioCloud's AI and thousands of data points from every American to identify high-likelihood donors. We make mail more efficient, intelligent, and effective than ever. As the largest direct mail provider in the nonprofit sector, we bring unmatched scale, innovation, and reliability.

L & E

Meridian

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M3 Solutions

Will Germinario, President

Aldie, VA

Will@go-m3solutions.com

www.go-m3solutions.com



M3 Solutions is a direct mail project management firm specializing in complex, high-volume mail campaigns, including fundraising acquisition and donor mail programs and Every Door Direct Mail (EDDM). We manage every stage of production, from artwork and copy conversion to print coordination, postage optimization, USPS entry, scheduling, and invoicing.

Leveraging technology to improve accuracy, speed, and cost control, M3 Solutions draws from a trusted network of production and mailing partners as an extension of your internal team, supporting both economical, quick-turn mailings and larger programs.

O'Brien Garrett

Teresa Weaver, VP, Client Strategy

1930 18th Street NW, Suite B2-2259

Washington, DC 20009

202-467-0048 ext. 126

tweaver@obriengarrett.com

<https://obriengarrett.com/>



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

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

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

M3 SOLUTIONS

Direct Mail. Managed.

Production Management.
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USPS Expertise.

End-to-end oversight for complex, high-volume mail campaigns.

go-m3solutions.com

One Source Production

Peter Maaseide

703-929-0015

pmaaseide@onesourceproduction.net



One Source Production is a trusted partner in Direct Mail Production Management, delivering precision, reliability, and cost-effective results. With decades of industry experience, the company manages the full direct mail production, ensuring campaigns are executed accurately, on time, and on budget. Service-driven and highly hands-on, One Source Production team provides customized production management solutions tailored to each client's needs. Their proactive approach allows clients to focus on strategy while every production detail—print coordination, quality control, and postal management—is expertly handled. Meticulous oversight and price-sensitive strategies help minimize risk, control costs, and maximize campaign value without compromising quality. By serving as a single point of accountability, One Source Production simplifies complex direct mail workflows and delivers dependable, efficient execution. Experienced. Precise. Simplified. One Source Production makes direct mail production work smarter.

Planet Direct

Ryan Gutman

11050 Challenger Ct.

Manassas, VA 20109

703-368-8474 ext. 121

ryan@planetdirectmail.com



Planet Direct is the area's premier one-stop shop for direct mail marketing. We Do It All!

- Data Services
- Prepress Services
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- Envelope Printing
- Full Color Digital Printing
- Variable Data Personalization
- Bindery Services
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- Hand Fulfillment
- Postage Logistics

Let us put our expertise to work for you.

Premiumax Directmail Limited

Jerry Liu

jerry@premiumax.com

PREMIUMAX
On Time. On Budget. On Mission.

Premiumax is a trusted partner for nonprofits and fundraising agencies, specializing in direct mail packages and premium gifts. With over 15 years of experience, we support hundreds of campaigns by combining creative gift concepts, advanced in-house printing, and our own invested premium factories. From sourcing and personalization to kitting and fulfillment, Premiumax delivers reliable, cost-effective, end-to-end solutions that help offset rising postage costs and improve donor response rates. For details, please click on www.Premiumax.com

PREMIUMAX
On Time. On Budget. On Mission.

Premiumax is a production-driven direct mail and premium gift partner serving nonprofits and fundraising agencies for over 15 years. We combine advanced in-house printing, direct investment in premium manufacturing, and integrated fulfillment to deliver reliable, end-to-end solutions for complex mail campaigns.

By controlling production rather than outsourcing, **Premiumax** reduces risk, shortens lead times, and ensures consistent quality—critical in today's environment of rising postage and tight mailing windows. Our experienced teams handle personalization, kitting, and large-scale production with speed and accuracy, supported by responsive project management and clear communication.

Premiumax specializes in lightweight, mail-friendly premiums designed to improve donor response while managing cost. Clients trust us because we deliver on time, at scale, and without surprises.

Premiumax is not just a supplier, but a dependable production and technology partner built to support high-performing fundraising programs.

Premiumax Directmail Limited
Catherine LaMarche-Horney, Senior VP

206 Tamarack Road
Chestertown, MD 21260

cath@premiumax.com
PremiumaxDM@outlook.com
www.premiumax.com

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410-699-0194

The Production Management Group, Ltd.

Jaime Grams, Senior Vice President of Business Strategy

7160 Columbia Gateway Drive, Suite 300
Columbia, MD 21046

410-290-0667

jaime.grams@pmgdirect.net
www.pmgdirect.net



Your cause. Our effect.™

PMG is an independent, employee-owned company providing direct mail production management to nonprofits and agency partners. We've offered exceptional quality, on-time delivery, competitive pricing and innovative ideas to our clients for 29 years. Our production experts manage annual programs, printing, data processing, mailing services, and postal logistics. Our network of high-quality suppliers can meet each client's unique needs. We offer in-house data processing services and postal optimization services, free outbound and return mail tracking, and USPS Promotions discounts management.

Direct Mail Production. Managed with Precision.

Experienced. Service-Driven. Cost-Conscious.



One Source Production is your trusted partner for comprehensive
Direct Mail Production Management:

- ✓ Decades of industry expertise
- ✓ Custom production management to fit your needs
- ✓ Proactive, hands-on project management
- ✓ Meticulous quality control and postal coordination
- ✓ On-time, on-budget campaign execution
- ✓ Price-sensitive strategies to maximize value

Peter Maaseide

pmaaseide@onesourceproduction.net
(703) 929-0015

Direct Mail Production. Simplified.

Production Solutions

Jaime McQueen

703-734-5700

jmcqueen@psmail.com

www.productionsolutions.com



With nearly 40 years of experience, Production Solutions supports nonprofits with the execution of complex, high-volume direct mail programs. We bring deep sector expertise, disciplined cost management, and a flexible, model-agnostic approach. Our vetted supplier network and production safeguards ensure quality, efficiency, and reliability at scale. From planning and sourcing to production and logistics, we work as an extension of your team so you can focus on donor engagement and impact.

RWT Production

Jeff Thomas

301-325-9897

jthomas@rwtproduction.com

www.rwtproduction.com



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

2026 MAXI AWARDS

The MAXI Awards celebrate excellence in direct marketing, recognizing campaigns that demonstrate strong strategy, creativity, and results across the industry.

Each year, DMAW brings together professionals to highlight impactful work and honor the organizations and individuals behind it.



SAVE THE DATE

OCTOBER 2, 2026

NATIONAL HOUSING SOCIETY



For more information,
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FULL-SERVICE FUNDRAISING & MARKETING AGENCIES

Acuity Integrated Marketing

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Integrated Marketing

We provide high-quality fundraising campaign packages built for nonprofit organizations. We use industry best practices to help you reach your strategic goals, combining outstanding production capabilities with data analysis and award-winning design to support any part of your campaign — from concept to delivery. We call that Media Science: disciplined execution, quality control, and scale that protects performance.

Blakely

Amy Pawluk, COO

amy@blakelyfundraising.com

www.blakelyfundraising.com



At Blakely, we're fundraisers first. We understand the challenges you face—from tight budgets to navigating Boards. Since 1994, as a full-service marketing and fundraising agency, we've worked alongside our client partners to create tailored solutions, craft impactful strategies and enhance the donor experience. We don't rely on cookie-cutter solutions. Our strategies are driven by our investment in insights, research and benchmarking, combined with your own data, ensuring that our strategies are not just effective, but truly transformative.

That's the Blakely difference.

Complete Mailing Lists LLC

Eric Woolf

190 East Post Rd

White Plains, NY 10601

914-771-3120

info@CompleteMailingLists.com

www.completemailinglists.com



COMPLETE MAILING LISTS

CML brings extensive expertise in compiled lists, featuring a unique database of licensed professionals enriched with more than 400 demographic and lifestyle attributes. Our product line includes hundreds of specialized lists, providing the most COMPLETE one-stop resource for all your direct mail, telemarketing, and email marketing needs.

Concord Direct

Bert Salter

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Concord, NH 03301

800-258-3662

bsalter@concorddirect.com

www.concorddirect.com



Concord Direct is a strategic fundraising and marketing agency working exclusively with nonprofits to enhance their impact by increasing revenue, growing their supporter base, and helping them serve the right people. We've built our reputation on collaboration, creativity, and strategy rooted in teamwork. We're dedicated to meeting our clients' ever-evolving needs, providing comprehensive program strategy and testing plans, effective copy and design, flawless production management, and robust results analysis across channels.

We've
been in
your shoes.

We're a fundraising agency built by fundraisers, driven by insights and committed to building exceptional donor experiences.



Faircom New York

www.faircomny.com



Faircom New York, a VeraData company, helps nonprofits turn strategy into response-driven fundraising across every giving channel. We bring direct response discipline to omnichannel planning — optimizing targeting, segmentation, channel roles, and budget to create donor journeys that earn trust and drive durable revenue. We partner with organizations across charitable sectors, from local initiatives to global movements, helping teams meet annual goals while building long-term growth.



Innovative Fundraising. Real Results.

Let's discuss how
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on your goals.
Reach out to us at
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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. Backed by more than 60 years of leading agency knowledge and experience, H&J List Services will help you reach beyond the obvious and provide the lists that will have the greatest impact on your results. Discover the difference that can make for your organization!

K2D Strategies

Karin Kirchoff, *Founder & President*

4201 Wilson Boulevard, Suite 300

Arlington, VA 22203

703-650-7491 / Cell: 202-255-4971

kkirchoff@k2dstrategies.com

<https://k2dstrategies.com/>



K2D Strategies is a full-service, multi-channel direct response agency founded with a single goal: to deliver impactful donor development strategies alongside extraordinary service, exclusively for nonprofits making a difference. Specializing in direct response fundraising and engagement, our team brings decades of collective experience in strategic planning, program growth, and infrastructure development. We leverage direct mail, digital channels, and telemarketing to help mission-driven organizations advance their impact.

Grantmail Direct Marketing, Ltd.

John Stancik, *Strategy & Client Services*

15F A01-02, World Trade Center

Ningbo, China 315000

US: 301-536-2392

john@grantmaildirect.com

www.grantmaildirect.com



Grantmail Direct Marketing offers premium products, and hand or automation assembly of full-service, direct mail packages, and fulfillment. We specialize in delivering consistent, top-quality premiums and packages - on time, and at direct-to-market prices. Located in Ningbo, China, we exceed the highest standards in all regards. Compliance certifications available. Over 30 years' experience. "We Turn Premiums Into GIFTS!"

The Harrington Agency

Jessica Harrington, *President*

267-972-9427

jessica@theharringtonagency.com

www.theharringtonagency.com



We don't think like everyone else—and we don't expect you to, either. We believe real progress happens when partners are willing to ask better questions, challenge assumptions, and explore what's next together. At The Harrington Agency, we invest in the insights, relationships, and long-term thinking that help our partners grow with confidence—not just today, but well into the future. We work alongside you to understand your goals, anticipate change, and build programs designed to last. We'd love to partner with you and show you what's possible when strategy and collaboration lead the way.

MarkeTeam

Barbara Johnson

bjohnson@mkteam.com

www.mkteam.com



Bring your mission. We'll build momentum.

With 30+ years of fundraising experience, MarkeTeam helps leading nonprofits grow by focusing on what matters most, we get donors.

We connect them with your mission and move them towards greater giving. Through proprietary analytics in DonorOpticsSM and precision intelligence from Squark AI, we optimize the donor journey. Turn insight into action and results into momentum. Optimize direct mail and digital performance throughout the donor journey.

See how MarkeTeam can move your mission forward!

Marketing General Incorporated

Richard Whelan

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rick@marketinggeneral.com

www.marketinggeneral.com



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MEGA, Inc.

Kris Matthews

2112 Bel Air Rd., Suite 4A

Fallston, MD 21047

410-842-1170

kris@maryegranger.com

www.maryegranger.com



MEGA Inc. is a strategic fundraising partner helping nonprofit organizations grow through smarter audience strategy and direct response. With more than 40 years of experience, we work alongside mission-driven, faith-based, global relief, and health-focused organizations to strengthen acquisition, improve performance, and build sustainable donor programs.

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Moore

Nick Ellinger

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Lanham, MD 20706

469-834-4697

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www.wearemoore.com



Moore serves as a fully integrated, omnichannel partner, moving beyond channel-first thinking to deliver cohesive donor experiences. Across mail, digital, video, and more, we ensure every message and channel works together to drive impact. Our creative teams combine sector expertise with performance insight to develop compelling campaigns that resonate across the full donor lifecycle. Moore's SimioCloud uses AI and thousands of data points on every American to identify high-value audiences. We then orchestrate personalized communications journeys that maximize every donor.

Nexus Direct

Kelly King

780 Lynnhaven Parkway, Suite 400

Virginia Beach, VA

757-310-0178

fixmyfundraising@nexusdirect.com

www.nexusdirect.com



Nexus Direct is a performance-driven fundraising and marketing agency that builds and grows integrated individual giving programs for nonprofits. For over two decades, we've helped organizations turn their vision into measurable impact through our coordinated, in-house strategy, data intelligence, list brokerage, creative, digital, direct mail, and phone engagement. We blend analytics with storytelling to acquire, retain, and upgrade donors at scale. Committed to partnership, transparency, and operational excellence, we align every channel to maximize ROI and lifetime value.

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Chris Law, Principal & Co-Founder

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Marketing

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Eric Woolf

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RKD Group

Jenn Thompson

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800-222-6070

connect@rkdgroup.com

www.rkdgroup.com



RKD Group provides marketing, fundraising and donor engagement services primarily for nonprofit organizations. Founded in 1970, the company specializes in helping nonprofits grow their donor bases, improve retention and increase net revenue. RKD Group offers a full suite of omnichannel services, including digital campaigns, paid media, direct mail, donor journey strategy, advanced analytics, data management and creative development. Over time, the company has expanded its reach through acquisitions of firms such as Data Management Inc., Heller Consulting, MDM Fundraising and Summit Marketing.

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Debbie Sylvester, Vice President, Sales

7160 Columbia Gateway Drive, Suite 300
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debbie@mailsmartlogistics.com

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Nick Ellinger

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nellinger@wearemoore.com

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Moore provides end-to-end direct mail production services, managing every step from envelope manufacturing and printing to personalization, finishing, and mailing. Our capabilities include conventional and digital printing, advanced camera matching, high- and standard-speed inserting, commingling, affixing, labeling, stamping, and metering. We deliver reliable scale, precision, and speed to ensure quality and continuity across even the most complex mail programs through a nationwide network of high-capacity facilities and modern production technology.

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Jaime Grams, Senior Vice President of Business Strategy

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jaime.grams@pmgdirect.net

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PMG is an independent, employee-owned company providing direct mail production management to nonprofits and agency partners. We've offered exceptional quality, on-time delivery, competitive pricing and innovative ideas to our clients for 29 years. Our production experts manage annual programs, printing, data processing, mailing services, and postal logistics. Our network of high-quality suppliers can meet each client's unique needs. We offer in-house data processing services and postal optimization services, free outbound and return mail tracking, and USPS Promotions discounts management.

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Sarah Loffredo
sarah@freemiums.com



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Ken Shaner
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Jerry Liu
jerry@premiumax.com



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CP Direct

Matt Trotta, Founder
mtrotta@cpdirectinc.com

Al Stahl, VP, Business Development
astahl@cpdirectinc.com

Austin Waterman, Chief Commercial Officer
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Moore provides end-to-end direct mail services that help you maximize your most reliable fundraising engine. From data modeling and creative storytelling to high-speed production and gift processing, we manage the entire direct mail ecosystem with precision and scale. We use SimioCloud's AI and thousands of data points from every American to identify high-likelihood donors. We make mail more efficient, intelligent, and effective than ever. As the largest direct mail provider in the nonprofit sector, we bring unmatched scale, innovation, and reliability.

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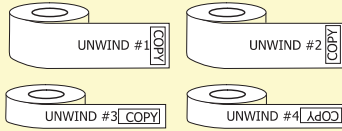
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Amanda Zook
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NOTES

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Teal Media

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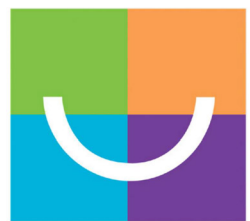
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