

| STATE | APPROX. NUMBER OF REGISTERED CHARITIES ¹ | APPROX. NUMBER OF PROFESSIONAL FUNDRAISERS/ SOLICITORS | APPROX. NUMBER OF PROFESSIONAL FUNDRAISING COUNSEL | APPROX. NUMBER OF CHARITABLE TRUSTS ² | MANDATORY ELECTRONIC FILING THROUGH SINGLE PORTAL WEBSITE UPON LAUNCH |
|-------|-----------------------------------------------------|--------------------------------------------------------|----------------------------------------------------|--------------------------------------------------|-----------------------------------------------------------------------|
| AK | 3,394 | 46 | n/a | n/a | No |
| CA | 107,873 | 250 | 454 | 870 | No |
| CO | 12,893 (+33 Exempt) | 207 | 78 | n/a | No |
| CT | 6,825 (+5,411 Exempt) | 85 | 2 | n/a | No |
| HI | 3,667 (+1,145 Exempt) | 47 | 158 | - | Yes |
| IL | 24,100 | 130 | 200 | 9,800 | No |
| MA | 26,501 | 99 | 228 | n/a | No |
| MI | 7,500 | 247 | n/a | 15,058 | No |
| MS | 3,784 (+3,148 Exempt) | 107 | n/a | n/a | Yes |
| MO | 800 | 107 | n/a | n/a | No |
| NH | 8,711 | 69 | 193 | 291 | No |
| TN | 9,005 (+4,277 exempt) | 81 | 223 | n/a | No |

¹ Two of the twelve pilot states, Connecticut and Mississippi, require charitable organizations to submit an initial registration to be granted an exemption from annual renewal and/or reporting requirements.

² Charitable Trusts are included in the charitable organizations required to register in four of the twelve Pilot States.

| STATE | ACTIVE REGISTRANTS | NUMBER OF PAYMENT TRANSACTIONS 2013 | NUMBER OF PAYMENT TRANSACTIONS 2014 | NUMBER OF PAYMENT TRANSACTIONS 2015 | TOTAL FEES 2014 |
|-------|--------------------|-------------------------------------|-------------------------------------|-------------------------------------|-----------------|
| AK | 3,377 | 3,435 | 3,688 | | \$147,520 |
| CA | 117,689 | 53,611 | 50,131 | | \$3,875,845 |
| CO | 12,816 | 16,915 | 12,234 | | \$226,000 |
| CT | 13,315 | 5,290 | 5,798 | | \$289,900 |
| HI | 3,500 | 709 | 820 | 985 | \$720,840 |
| IL | 34,000 | | 41,000 | | \$1,600,000 |

NOTES

- Michigan does not charge any filing fees
- Mississippi charges a convenience fee for electronic payments
- Colorado is charged a varying % by the payment processor
- Tennessee is charged \$1.00 per transaction
- In Massachusetts, the registering entity pays any percentage charged by the payment processor
- Tennessee reduced its renewal registration fee by 20% on July 1, 2014

MULTISTATE REGISTRATION & FILING PORTAL REQUEST FOR INFORMATION | APPENDIX B | STATE FEES

| STATE | FEES BASED ON SLIDING SCALE | STATE CHARGED FLAT FEE | FEES COLLECTED BY MAIL | ELECTRONIC PAYMENT SITE | CAN AGENCY GIVE UP A PORTION OF THE FEES TO PAY A VENDOR? |
|-------|----------------------------------------------------|---------------------------------------------------------------------------------------|------------------------|---------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| AK | No | \$40 | Yes | N/A | Registration fee set by regulation; cannot charge add'l fees w/o regulations change |
| CA | Yes. \$0 - \$300 based on gross revenues reported | No | Yes | N/A | |
| CO | No | Charities: \$10; Paid solicitors / professional fundraising consultants: \$175 | No | https://www.sos.state.co.us/ccsa/Login.do | Yes, but prefer to have vendor add convenience on top of state filing fee |
| CT | No | \$50 | Yes | https://www.elicense.ct.gov/ | Fees collected are statutory; vendor would have to charge convenience fee on top of state fee |
| HI | Yes. \$10 - \$600 based on gross revenues reported | No | No | http://ag.ehawaii.gov/charity/fein.html | Yes |
| IL | No | \$15 | Yes | N/A | Not Determined |

| STATE | ACTIVE REGISTRANTS | NUMBER OF PAYMENT TRANSACTIONS 2013 | NUMBER OF PAYMENT TRANSACTIONS 2014 | NUMBER OF PAYMENT TRANSACTIONS 2015 | TOTAL FEES 2014 |
|-------|------------------------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-----------------|
| MA | 22,000 | 26,216 | 26,387 | | \$5,518,664 |
| MI | 8,000 | | | | N/A |
| MS | 4,118 | 4,054 | 4,205 | 4,547 | \$233,750 |
| MO | 807 | 858 | 1,274 | | \$18,490 |
| NH | 9,757 | | | | \$816,225 |
| TN | 8,924 (Paid registration fee); 4,258 (No filing fee) | | 4,277 | | \$1,574,413 |

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|-------|-----------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|
| MA | Yes. \$35 - \$2000 based on gross revenues reported | No | Yes | https://www.paybill.com/V2/Workflow/PaymentWorkflow/ClientAccount | No |
| MI | N/A | N/A | N/A | N/A | N/A |
| MS | No | \$50 | No, as of 1/1/16 | https://charities.sos.ms.gov/online/portal/ch/portal.aspx | No |
| MO | No | Charities: \$15; Professional Fundraisers: \$50 | Yes | N/A | Can do either |
| NH | No | Charities: \$25 initial registration, \$75 annual filing; Fundraising Counsel: \$150 annual registration fee; Paid Solicitors: \$500 annual filing, \$200 per solicitation notice | Yes | N/A | Yes |
| TN | Yes. \$80 - \$240 based on gross revenues reported | No | Yes | https://sgssos.tn.gov/Login.aspx | Fees set by statute; would have to be factored into what is currently collected. |