

Comparison of Charitable Solicitation Compliance Companies As of August 23, 2016

Complying with charitable solicitation registration, annual renewals and filings, and disclosure statement requirements for multiple states takes a lot of time and requires detailed and dedicated focus¹. There are many companies that provide this service at a reasonable cost. Below is a chart comparing various charitable solicitation compliance companies. Pro Bono Partnership of Atlanta does not endorse any of these companies. This chart is intended to provide information from which to start an analysis in choosing a compliance company. Check with each company for up to date information.

	Copilevitz & Canter	Labyrinth, Inc.	EZ-Comply.com / Annual Registration Management Services	Harbor Compliance
Website	http://www.copilevitz-canter.com/charitable-fundraising	http://www.labyrinthinc.com/charity-state-registration/	http://www.ezcomply.com/charitable-registration-management-services.html	https://www.harborcompliance.com/fundraising-registration
Phone	876- 277-0857	760-931-0889	402-525-6785	717-431-9022
Contact person	Greg Lam	Deborah Cocking	Brian Parrish	Brock Klinger
Length of time in business providing charitable solicitation compliance assistance	Since 1985	Since 1989	Since 2003	Since 2012
Dedicated person for all needs	Yes a paralegal (and have 3 attorneys available to client)	Yes	Yes	Yes.
Regular contact with dedicated person	Yes	Yes	Yes – on a monthly basis	Yes
Use only individual state forms	No; use URS for a few states but mostly individual state forms	Yes	Yes	No – uses the most applicable form for the client situation
Charge per state ²	Approximately \$200 per state	approximately \$175 per state per year	Call for pricing details.	Flat rate across all jurisdictions billed per-state. Contact for a quote.
Have multistate charge options	No	No	Call for pricing details.	Yes
Have 41 state registration pricing	Approximately \$6,900 for all US jurisdictions	Approximately \$4,950 for all US jurisdictions	Call for pricing details.	Yes
Registration Service includes:				
• preparation of forms	Yes	Yes	Yes	Yes
• Identify any other requirements (e.g., foreign corp. registration, registered agent)	Yes	Yes	Yes	Yes
• Inform client required documents to be submitted (e.g. audited financials, etc.)	Yes	Yes	Yes	Yes
• submission of forms	Yes	Yes (can send packets to clients to mail or submit for client)	Yes (submit on behalf of client)	Yes – completes and submits all required forms unless otherwise instructed
• preparing checks (if desired)	Yes (free service)	Yes (free service)	Yes (free service)	Yes – completes and submits all required forms unless otherwise instructed

¹ The National Association of Attorneys General is working on creating a platform that will allow charities to submit all required information for all state charity registrations and renewals on a single website with a single payment feature. The goal is to have it completed in 2016.

² This price does not include the fees charged by each state for the registration.

• copying client documents for submission	No (additional fee for copying or can provide own copies)	Yes (no additional charge)	Handled on a project by project basis.	Yes – completes and submits all required forms unless otherwise instructed
• negotiating with state until registered (including all correspondence)	Yes (no additional charge)	Yes (no additional charge)	Yes (no additional charge)	Yes (no additional charge)
• access to software for reports & filings	No direct software access	Yes – online portal to access files	Yes – online access to filing history 24/7	Yes – online portal to access files and run reports
• postage fees for filings	Yes	Yes (no additional charge)	No – there is an additional charge per jurisdiction (approximately \$12 per filing)	Yes – invoiced at cost
Renewal Service includes:	Approximately \$200 per state	Approximately \$175 per state; \$4,950 for all US jurisdictions	Call for pricing details.	Flat rate across all jurisdictions billed per-state. Contact for a quote.
• Extensions for free (extension may be needed if Form 990 extended and audited financials not ready)	Yes	Yes	No – there is an additional charge for each extension	Yes – subject to organization specifics
• Complete form & gather documents from client	Yes	Yes & review 990 for errors before submission for free (in-house tracking system)	Yes	Yes – completes and submits all required forms unless otherwise instructed
• Includes co-venture agreements and professional solicitor agreements	Yes	Yes – review fundraising agreements to ensure acceptance (no fee)	No	No – provided as a separate subscription
Extensions separate charge	No	No	Yes	No
Disclosure Statement information provided for free (what the states require to be included on all solicitations and website)	Information provided upon initial registration; after that, up to client to monitor for state changes	No comprehensive disclosure statement information; forward notices received from the states registered	No	Website contains the basic information required for disclosures by state for free. A managed service which tracks changing requirements and provides disclosures by state is available for an additional fee.
Disclosure Statement information provided for additional fee (what the states require to be included on all solicitations and website)	Have a service for clients registered in all US jurisdictions to keep up changes to disclosure statement requirements	Yes for all states, and it is free to all clients.	Do not provide this information.	A managed service which tracks changing requirements and provides disclosures by state is available for an additional fee.
Information on state co-venture requirements	Yes	Upon request, will provide information required by applicable states.	Do not provide this information.	Not included. For a separate flat fee, subscriptions are available if the client uses co-ventures frequently.
Foreign Corporation Registration	Yes – included in fees.	Yes – approximately \$79 per state	Yes, approximately \$150 per state.	Yes, provide service in all states and invoiced as needed.
Act as registered agent – can do for a separate fee ³	No	Yes – approximately \$99 per state per year	Yes – approximately \$125 per state per year	Yes, provide service in all states and invoiced as needed.

³ Only required in a few states.