

# F1200000000194

Florida Department of State  
Division of Corporations  
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To:

Division of Corporations  
Fax Number : (850) 617-6381

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Account Number : FCA000000023  
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**FOREIGN PROFIT/NONPROFIT CORPORATION**

**Harte-Hanks Strategic Marketing, Inc.**

Certificate of Status	0
Certified Copy	0
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## COVER LETTER

**TO:** New Filing Section  
Division of Corporations

**SUBJECT:** Harte-Hanks Strategic Marketing, Inc.

Name of corporation - must include suffix

Dear Sir or Madam:

The enclosed "Application by Foreign Corporation for Authorization to Transact Business in Florida," "Certificate of Existence," or "Certificate of Good Standing" and check are submitted to register the above referenced foreign corporation to transact business in Florida.

Please return all correspondence concerning this matter to the following:

Robert L. R. Munden

Name of Person

Harte-Hanks Strategic Marketing, Inc.

Firm/Company

9601 McAllister Freeway, Suite 610

Address

San Antonio, Texas 78216

City/State and Zip code

Robert\_Munden@harte-hanks.com

E-mail address: (to be used for future annual report notification)

For further information concerning this matter, please call:

Michael Laska

at ( 360 ) 392-8266

Name of Person

Area Code & Daytime Telephone Number

**STREET/COURIER ADDRESS:**

New Filing Section  
Division of Corporations  
Clifton Building  
2661 Executive Center Circle  
Tallahassee, FL 32301

**MAILING ADDRESS:**

New Filing Section  
Division of Corporations  
P.O. Box 6327  
Tallahassee, FL 32314

Enclosed is a check for the following amount:

- ☐ \$70.00 Filing Fee    ☐ \$78.75 Filing Fee & Certificate of Status    ☐ \$78.75 Filing Fee & Certified Copy    ☒ \$87.50 Filing Fee, Certificate of Status & Certified Copy

**APPLICATION BY FOREIGN CORPORATION FOR AUTHORIZATION TO TRANSACT  
BUSINESS IN FLORIDA**

*IN COMPLIANCE WITH SECTION 607.1503, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO  
REGISTER A FOREIGN CORPORATION TO TRANSACT BUSINESS IN THE STATE OF FLORIDA.*

**1. Harte-Hanks Strategic Marketing, Inc.**

(Enter name of corporation; must include "INCORPORATED," "COMPANY," "CORPORATION,"  
"Inc.," "Co.," "Corp.," "Inc.," "Co.," or "Corp.")

(If name unavailable in Florida, enter alternate corporate name adopted for the purpose of transacting business in Florida)

**2. Delaware**

(State or country under the law of which it is incorporated)

**3. 45-3987467**

(FEI number, if applicable)

**4. 12/07/2011**

(Date of incorporation)

**5. Perpetual**

(Duration: Year corp. will cease to exist or "perpetual")

**6. 01/02/2012**

(Date first transacted business in Florida, if prior to registration)  
(SEE SECTIONS 607.1501 & 607.1502, F.S., to determine penalty liability)

**7. 300 Concord Road, Suite 500, Bitterica, MA. 01821**

(Principal office address)

Attn: Robert L.R. Munden, 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

(Current mailing address)

**8. To provide direct marketing services, including database marketing, database management and other related services.**

(Purpose(s) of corporation authorized in home state or country to be carried out in state of Florida)

**9. Name and street address of Florida registered agent: (P.O. Box NOT acceptable)**

Name: CT Corporation System

Office Address: 1200 South Pine Island Road

Plantation, Florida 33324

(City)

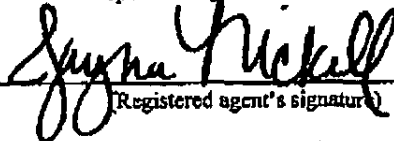
(Zip code)

**10. Registered agent's acceptance:**

*Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.*

CT Corporation System

By:

  
(Registered agent's signature)

**11. Attached is a certificate of existence duly authenticated, not more than 90 days prior to delivery of this application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the law of which it is incorporated.**

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12. Names and business addresses of officers and/or directors:

**A. DIRECTORS**

Chairman: Brian J. Dames

Address: 991 Corporate Blvd Linthicum Heights, MD 21090

Vice Chairman: Douglas C. Shepard

Address: 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Director: Robert L.R. Munden

Address: 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Director: Federico Ortiz

Address: 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

**B. OFFICERS**

President: Brian J. Dames

Address: 991 Corporate Blvd Linthicum Heights, MD 21090

Vice President: Gary Skidmore

Address: 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Secretary: Robert L.R. Munden

Address: 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Treasurer: Federico Ortiz

Address: 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

**NOTE:** If necessary, you may attach an addendum to the application listing additional officers and/or directors.

13. 

Signature of Director or Officer

The officer or director signing this document (and who is listed in number 12 above) affirms that the facts stated herein are true and that he or she is aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S.

14. Robert L.R. Munden, Vice President and Secretary

(Typed or printed name and capacity of person signing application)

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SECRETARY OF STATE  
TALLAHASSEE, FLORIDA

**ATTACHMENT A - TO APPLICATION BY FOREIGN CORPORATION FOR AUTHORIZATION TO  
TRANSACTION BUSINESS IN FLORIDA**

(Listing of Additional Officers for Harte-Hanks Strategic Marketing, Inc.)

Douglas C. Shepard, Vice President; 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Carolyn J. DeLuca, Vice President; 300 Concord Road, Suite 500, Billerica, MA 01821

Jessica M. Huff, Vice President; 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Spencer A. Joyner, Jr., Vice President; 300 Concord Road, Suite 200, Billerica, MA 01821

Trey S. Crocker, Assistant Treasurer; 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

Laurilee Kearnes, Assistant Treasurer; 300 Concord Road, Suite 500, Billerica, MA 01821

Faye Sowell, Assistant Secretary; 9601 McAllister Freeway, Suite 610, San Antonio, Texas 78216

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# Delaware

*The First State*

PAGE 1

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TALLAHASSEE, FLORIDA

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "HARTE-HANKS STRATEGIC MARKETING, INC." IS DULY INCORPORATED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE NINTH DAY OF JANUARY, A.D. 2012.

AND I DO HEREBY FURTHER CERTIFY THAT THE FRANCHISE TAXES HAVE NOT BEEN ASSESSED TO DATE.

5076301 8300

120025576

You may verify this certificate online  
at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)



  
Jeffrey W. Bullock, Secretary of State  
AUTHENTICATION: 9283096

DATE: 01-09-12