

**COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES**

**2002 ANNUAL FINANCIAL REPORT**  
(California Government Code Section 12599)



Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

**STREET ADDRESS:**  
1300 I Street  
Sacramento, CA 95814  
Telephone: (916) 323-5079

**WEB SITE ADDRESS:**  
<http://ag.ca.gov/charities/>

<p>Name and Address of Commercial Fund-raiser:</p> <p style="text-align: center;">104</p> <p>ARIA COMMUNICATIONS CORPORATION 717 WEST ST GERMAIN STREET ST CLOUD, MN 56301</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>110806</u> ✓ F.E.I.N. No. <u>94-3315514</u></p> <p><u>Children's Hospital Oakland Foundation</u> Name of Charity</p> <p><u>747 Fifty Second Street</u> Address of Charity</p> <p><u>Oakland, CA 94609-1809</u> City, State, and ZIP Code of Charity</p>
--	--

National Campaign  California Campaign

Telefundraising held (on) (from) Jan. 1, 20 02, to Oct. 14, 20 02  
(Type of Activity) (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one) Fee  Percentage   
If other, provide brief explanation Hourly rate plus fees and expenses. Other

**1. REVENUE**

- |   |                  |     |
|---|------------------|-----|
| A. Cash contributions                       | <u>\$ 41,430</u> | A.  |
| B. Entertainment sales or admission charges | _____            | B.  |
| C. Sales from products                      | _____            | C.  |
| D. Advertisement sales                      | _____            | D.  |
| E. Membership fees                          | _____            | E.  |
| F. Other sources: (Specify)                 |                  |     |
| a. _____                                    |                  | Fa. |
| b. _____                                    |                  | Fb. |
| c. _____                                    |                  | Fc. |
| d. _____                                    |                  | Fd. |

G. TOTAL REVENUE

\$141,430 - G.

**2. EXPENSES**

- |   |                   |     |
|---|-------------------|-----|
| A. Fees or commissions <u>Telemarketing</u> | <u>\$5,418.00</u> | A.  |
| B. Salaries                                 | _____             | B.  |
| C. Payroll taxes                            | _____             | C.  |
| D. Employee benefits                        | _____             | D.  |
| E. Cost of merchandise for resale           | _____             | E.  |
| F. Cost of entertainment                    | _____             | F.  |
| G. Postage                                  | <u>494.00</u>     | G.  |
| H. Advertising                              | _____             | H.  |
| I. Telephone                                | _____             | I.  |
| J. Rental of equipment                      | _____             | J.  |
| K. Facilities charge                        | _____             | K.  |
| L. Permits                                  | _____             | L.  |
| M. Other expenses: (Specify)                |                   |     |
| a. <u>Phone Append</u>                      | <u>287.50</u>     | Ma. |
| b. <u>Printing</u>                          | <u>297.50</u>     | Mb. |
| c. <u>Reminders</u>                         | <u>462.00</u>     | Mc. |
| d. _____                                    | _____             | Md. |

N. TOTAL EXPENSES

\$6,959.00 N.

RECEIVED  
JAN 24 2003  
FEDERAL BUREAU OF INVESTIGATION  
U.S. DEPARTMENT OF JUSTICE

400382

**COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES**

**2002 ANNUAL FINANCIAL REPORT**

(California Government Code Section 12599)

Page 2

3. Amount to Charity	<u>\$34,471.00</u>	3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity)	<u>-0-</u>	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	<u>-0-</u>	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	<u>\$34,471.00</u>	6.

7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?

[ ] Yes [X] No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

*Linda C. Palmer*
Linda C. Palmer
VP-Compliance
1/3/03  
 Signature of authorized officer (Commercial Fund-raiser)      Printed Name      Title      Date

This report must be signed by two officers or directors of the charitable organization for verifying the distribution.

*Michael Petrini*
Michael Petrini
President
01-10-03  
 Signature of authorized officer/director (Charity)      Printed Name      Title      Date

*JAMES S. ARMSTRONG*
JAMES S. ARMSTRONG
VP
1/10/03  
 Signature of authorized officer/director (Charity)      Printed Name      Title      Date

**CHILDREN'S HOSPITAL OAKLAND FOUNDATION**

January 1, 2002 - October 14, 2002

TOTAL FULFILLED DOLLARS	\$ 41,430.00
EXPENSES:	
Telemarketing	\$ 5,418.00
Phone Append	\$ 287.50
Printing	\$ 297.50
Reminders	\$ 462.00
Postage	\$ 494.00
Total Expenses:	<u>\$ 6,959.00</u>
Amount Retained by Children's Hospital Oakland Foundation:	\$ 34,471.00
Percent Retained by Children's Hospital Oakland Foundation:	83.20%
Percent Paid to Aria Communications Corporation:	16.80%

MAIL TO:  
Office of the Attorney General  
Registry of Charitable Trusts  
P.O. Box 903447  
Sacramento, CA 94203-4476

**COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES**

**2002 ANNUAL FINANCIAL REPORT**  
(California Government Code Section 12599)



Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

**STREET ADDRESS:**  
1300 I Street  
Sacramento, CA 95814  
Telephone: (916) 323-5079

**WEB SITE ADDRESS:**  
<http://ag.ca.gov/charities/>

<p>Name and Address of Commercial Fund-raiser:</p> <p>104</p> <p>ARIA COMMUNICATIONS CORPORATION 717 WEST ST GERMAIN STREET ST CLOUD, MN 56301</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>110806</u> F.E.I.N. No. <u>94-3315514</u></p> <p><u>Children's Hospital Oakland Foundation</u> Name of Charity <u>747 Fifty Second Street</u> Address of Charity <u>Oakland, CA 94609-1809</u> City, State, and ZIP Code of Charity</p>
--	--

National Campaign  California Campaign

Telefundraising held (on) (from) Oct. 15, 2002, to Dec. 31, 2002  
(Type of Activity) (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one) Fee  Percentage   
If other, provide brief explanation Hourly rate plus fees and expenses. Other

**1. REVENUE**

- A. Cash contributions \$45,769 - A.
- B. Entertainment sales or admission charges \_\_\_\_\_ B.
- C. Sales from products \_\_\_\_\_ C.
- D. Advertisement sales \_\_\_\_\_ D.
- E. Membership fees \_\_\_\_\_ E.
- F. Other sources: (Specify)
  - a. \_\_\_\_\_ Fa.
  - b. \_\_\_\_\_ Fb.
  - c. \_\_\_\_\_ Fc.
  - d. \_\_\_\_\_ Fd.

**G. TOTAL REVENUE** \$45,769 - G.

**2. EXPENSES**

- A. Fees or commissions Telemarketing \$4,601.00 A.
- B. Salaries \_\_\_\_\_ B.
- C. Payroll taxes \_\_\_\_\_ C.
- D. Employee benefits \_\_\_\_\_ D.
- E. Cost of merchandise for resale \_\_\_\_\_ E.
- F. Cost of entertainment \_\_\_\_\_ F.
- G. Postage 456.00 G.
- H. Advertising \_\_\_\_\_ H.
- I. Telephone \_\_\_\_\_ I.
- J. Rental of equipment \_\_\_\_\_ J.
- K. Facilities charge \_\_\_\_\_ K.
- L. Permits \_\_\_\_\_ L.
- M. Other expenses: (Specify)
  - a. Set Up Fee 200.00 Ma.
  - b. Compliance Fee 250.00 Mb.
  - c. List Processing Fee 50.00 Mc.
  - d. Credit Card Payment Fee 84.00 Md.

**N. TOTAL EXPENSES** \$5,641.00 N.



**COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES**

**2002 ANNUAL FINANCIAL REPORT**

(California Government Code Section 12599)

Page 2

3. Amount to Charity	<u>\$40,128.00</u>	3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity)	<u>-0-</u>	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	<u>-0-</u>	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	<u>\$40,128.00</u>	6.

7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?

Yes  No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

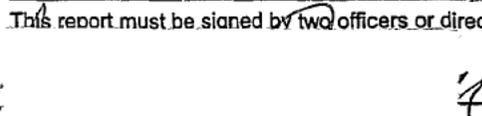
(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

  
 Signature of authorized officer (Commercial Fund-raiser)

Linda C. Palmer                      VP-Compliance                      4/29/03  
 Printed Name    Title    Date

This report must be signed by two officers or directors of the charitable organization for verifying the distribution.

  
 Signature of authorized officer/director (Charity)

Michael DeArmi                      President                      01-10-03  
 Printed Name    Title    Date

JAMES S. ARMSTRONG                      VP                      1/10/03  
 Printed Name    Title    Date

**CHILDREN'S HOSPITAL OAKLAND FOUNDATION**

October 15, 2002 - December 31, 2002

FULFILLED DOLLARS	\$ 45,769.00
EXPENSES:	
Telemarketing	\$ 4,601.00
Set Up Fee	\$ 200.00
Compliance Fee	\$ 250.00
List Processing Fee	\$ 50.00
Credit Card Payment Fee	\$ 84.00
Postage	\$ 456.00
Total Expenses:	\$ 5,641.00
Amount Retained by Children's Hospital Oakland Foundation:	\$ 40,128.00
Percent Retained by Children's Hospital Oakland Foundation:	87.68%
Percent Paid to Aria Communications Corporation:	12.32%