

MAIL TO:
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Registry of Charitable Trusts
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Sacramento, CA 95814
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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.



<p>Name and Address of Commercial Fund-raiser:</p> <p>371</p> <p>HUDSON BAY COMPANY OF ILLINOIS, INC. 2525 NEVADA AVENUE N STE 103 MINNEAPOLIS, MN 55407</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>115285</u> F.E.I.N. No. <u>41-1908341</u></p> <p><u>Organic Consumers Association</u> Name of Charity <u>6101 Cliff Estate Road</u> Address of Charity <u>Little Margu, MN 55614</u> City, State, and ZIP Code of Charity</p>
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National Campaign California Campaign

Telephone Canvass held (on) (from) 1-1, 2002, to 12-31, 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: Other

1. REVENUE

- A. Cash contributions 115,466.20 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) _____ Fa.
- a. _____ Fb.
- b. _____ Fc.
- c. _____ Fd.
- d. _____

N/A

~~_____~~
~~_____~~
~~_____~~
~~_____~~
~~_____~~
~~_____~~
~~_____~~
~~_____~~

115,466.20 G.

G. TOTAL REVENUE

2. EXPENSES

- A. Fees or commissions prof Solicitors share 8158.18 A.
- B. Salaries phone staff, support staff 20,479.13 B.
- C. Payroll taxes Minn. Off. Expenses 1,944.56 C.
- D. Employee benefits Bank Credit card fees 0 D.
- E. Cost of merchandise for resale travel, transp. incentives 427.84 E.
- F. Cost of entertainment printing 369.01 F.
- G. Postage 1138.69 G.
- H. Advertising 286.94 H.
- I. Telephone 3314.62 I.
- J. Rental of equipment depreciation 16.22 J.
- K. Facilities charge rent 1337.27 K.
- L. Permits Bonds, Regs 566.54 L.
- M. Other expenses: (Specify) _____ Ma.
- a. OFFICE supplies 480.56 Mb.
- b. Accounting, Legal, INSURANCE 400.47 Mc.
- c. Equip repair & maintenance & Miscellany 615.91 Md.
- d. Blessings & Property Tax 14.17

N. TOTAL EXPENSES

400865

39,560.32 N.

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- 3. Amount to Charity 75,905.89 3.
- 4. Less additional fund-raising expenses paid by charity (to be completed by charity) *(printing charges)* 1500 4.
- 5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) 0 5.
- 6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) 74405.89 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 complete.

Signature: Mark D Smith Title: Attorney for Abdon Date: 3/10/03
 Commercial Fund-raiser: _____ Printed Name: _____ Title: _____ Date: _____
Dave Anderson pres. 4/9/03

This _____ directors of the charitable organization for verifying the distribution.

Signature: _____ Title: _____ Date: _____
Ronnie Cummins CEO 3/24/03
 Signature of authorized officer/director (Charity): _____ Printed Name: _____ Title: _____ Date: _____
Rose Welch Treasurer 3/24/03

RECEIVED
 APR 17 2003
 Agency of California Secretary of Charitable Trusts

400866

Financial Accounting Report of the Telephone Canvass
 Conducted by Hudson Bay Company of Illinois, Inc. in Lincoln, NE
 On behalf of Organic Consumers Association
 In the State of California
 January 1, 2002 through December 31, 2002

INCOME
 Telephone Canvass Revenue \$ 115,466.20

EXPENSES	Membership	Fundraising	Education	Call to Action	TOTAL
Phone Staff Payroll	\$ 7,810.70	\$ 12,497.12	\$ 7,810.70	\$ 3,124.28	\$ 31,242.80
Support Staff Payroll	4,987.51	7,980.01	4,987.51	1,995.00	19,950.03
Telephone	2,071.64	3,314.62	2,071.64	828.66	8,286.56
Minneapolis Office Expense	1,215.35	1,944.56	1,215.35	486.14	4,861.41
Postage	710.43	1,136.69	710.43	284.17	2,841.71
Bank & Credit Card Fees	-	-	-	-	-
Rent	835.79	1,337.27	835.79	334.32	3,343.17
Travel, Training & Incentives	267.40	427.84	267.40	106.96	1,069.61
Printing	230.63	369.01	230.63	92.25	922.52
Depreciation	10.14	16.22	10.14	4.06	40.55
Office Supplies	300.35	480.56	300.35	120.14	1,201.41
Accounting & Legal	208.47	333.56	208.47	83.39	833.89
Insurance	41.82	66.91	41.82	16.73	167.29
Equipment Repairs & Maint.	376.07	601.72	376.07	150.43	1,504.29
Advertising	179.33	286.92	179.33	71.73	717.30
Bonds & Registration	354.09	566.54	354.09	141.64	1,416.36
Business & Property Tax	17.74	28.39	17.74	7.10	70.97
Miscellaneous	8.87	14.19	8.87	3.55	35.48
TOTALS	\$ 19,626.34	\$ 31,402.14	\$ 19,626.34	\$ 7,850.54	\$ 78,505.36

Total Fundraising Expenses \$ (31,402.14)

Subtotal \$ 84,064.06

Professional Solicitor's Share \$ (8,158.18)

Sponsor's Share \$ 75,905.89

