

MAIL TO:  
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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>422</p> <p>SANDERSON GROUP, INC. PO BOX 462195 ESCONDIDO, CA 92046-2195</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>117902</u> F.E.I.N. No. <u>33-0925183</u></p> <p>Friends of San Diego County Foster Parents</p> <p>Name of Charity <u>3006 Bonita Woods Dr</u></p> <p>Address of Charity <u>Bonita, CA 91902</u></p> <p>City, State, and ZIP Code of Charity</p>
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National Campaign  California Campaign  Multi-purpose campaign for the purpose of accom-  
plishing information dissemination, membership organization, fund raising and the  
production of a Live Family Enter- held (on) (from) Sept. 15, 20 02, to Dec. 23, 2002  
(Type of Activity) tainment Event (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  of gross  
Other  profits  
If other, provide brief explanation \_\_\_\_\_

1. REVENUE

- |   |                  |     |
|---|------------------|-----|
| A. Cash contributions                       | _____            | 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. <u>SEE ATTACHED</u>                      | <u>95,090.14</u> | Fa. |
| b. _____                                    | _____            | Fb. |
| c. _____                                    | _____            | Fc. |
| d. _____                                    | _____            | Fd. |

G. TOTAL REVENUE \_\_\_\_\_ 95,090.14 G.

2. EXPENSES

- |                                   |          |     |
|-----------------------------------|----------|-----|
| A. Fees or commissions            | <u>*</u> | A.  |
| B. Salaries                       | <u>*</u> | B.  |
| C. Payroll taxes                  | <u>*</u> | C.  |
| D. Employee benefits              | <u>*</u> | D.  |
| E. Cost of merchandise for resale | <u>*</u> | E.  |
| F. Cost of entertainment          | <u>*</u> | F.  |
| G. Postage                        | <u>*</u> | G.  |
| H. Advertising                    | <u>*</u> | H.  |
| I. Telephone                      | <u>*</u> | I.  |
| J. Rental of equipment            | <u>*</u> | J.  |
| K. Facilities charge              | <u>*</u> | K.  |
| L. Permits                        | <u>*</u> | L.  |
| M. Other expenses: (Specify)      |          |     |
| a. _____                          | _____    | Ma. |
| b. _____                          | _____    | Mb. |
| c. _____                          | _____    | Mc. |
| d. _____                          | _____    | Md. |

\* SEE ATTACHED  
COMPLETE EXPLANATION

N. TOTAL EXPENSES \_\_\_\_\_ 401095 N.

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- |   |   |  |    |
|---|---|--|----|
| 3. Amount to Charity  | * |  | 3. |
| 4. Less additional fund-raising expenses paid by charity (to be completed by charity)               | * |  | 4. |
| 5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) | * |  | 5. |
| 6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)          | * |  | 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
N/A		

(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.

	Gary L. Sanderson President	4/25/03
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.

	Lorelle Cardenas President	4-18-03
Signature	Printed Name	Title Date
	Aimee Morris Newsletter	4-25-03
Signature of authorized officer/director (Charity)	Printed Name	Title Date

Registry of Charitable Trusts  
Attorney General's

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FRIENDS OF SAN DIEGO COUNTY FOSTER PARENTS - SCS 2002

STATEMENT OF FUNCTIONAL DISTRIBUTION

REVENUE:

\$95,090.14

TOTAL SALES:

Live Entertainment Event (Sch. I)	\$3,187.50
Cost of Sales	\$2,566.76
Product Cost	\$3,880.02
Permits/Licenses	\$0.00
Telephones	\$625.04
Postage	\$1,012.50
Bank Charges	\$15.57
Other	\$0.00
Campaign Payroll (Schedule II)	\$10,903.29
Operational Expenses (Sch. III)	\$1,930.50

Total Cost of Fund Raising Event:

\$24,121.19

Gross Profit on Sales:

\$70,968.95

USE OF FUNDS

Public Relations (Sch. IV)	\$20,933.69
Information Dissemination (Sch. V)	\$23,259.65
Organization Membership (Sch. VI)	\$12,405.15
General Fund	\$14,370.46

Total Use of Funds:

\$70,968.95

See attached notes and schedules.

## STATEMENT OF FUNCTIONAL DISTRIBUTION

### NOTES:

1. More than 70% of the proceeds of this event were immediately returned to the community by the enhancement of the sponsoring organization projects, the creation of new jobs, the maintenance of office operations and other costs associated with operating this campaign activity.
2. In addition, the organization received for its sales two hundred (100) family tickets. The organization received the total value of all of these tickets. The direct monetary value of these tickets is \$4,500.00.
3. This report has been prepared utilizing a Statement of Functional Distribution which is developed in accordance with generally accepted accounting principles. Historical arithmetical means have been utilized in computing some figures. Many of the expenses are of a variable or semi-variable nature.
4. In addition to actual funds received, the charity received additional intangible benefits, which are set forth in the agreement between the parties and accounted for in this report.

SCHEDULE I

Live Entertainment Event:

Performers	\$2,475.00
Site/Facility	\$387.50
Insurance	\$325.00
Stagehands, security	\$0.00
TOTAL:	<u>\$3,187.50</u>

SCHEDULE II

Campaign Payroll:

Night Telephone Representatives	\$3,935.54
I/C Compensation	\$2,623.69
Day Telephone Representatives	\$2,139.53
Clerical	\$1,215.00
Messengers	\$855.81
Incentives/Bonuses	\$133.72
TOTAL:	<u>\$10,903.29</u>

SCHEDULE III

Operational Expenses:

Office Supplies	\$202.50
Office Rent	\$648.00
Ads	\$810.00
Utilities	\$270.00
TOTAL:	<u>\$1,930.50</u>

SCHEDULE IV

Public Relations Expenses:

Cost of Sales	\$2,566.76
Product Cost	\$3,880.02
Permits/Licenses	\$0.00
Telephone	\$625.04
Postage	\$1,012.50
Bank Charges	\$15.57
Other	\$0.00

Campaign Payroll

Night Phone Representatives	\$3,935.54
I/C Compensation	\$2,623.69
Day Phone Representatives	\$2,139.53
Clerical	\$1,215.00
Messengers	\$855.81
Incentives/Bonuses	\$133.72

Operational Expenses

Office Supplies	\$202.50
Office Rent	\$648.00
Ads	\$810.00
Utilities	\$270.00
Business License(s)	\$0.00

TOTAL: \$20,933.69

SCHEDULE V

Information Dissemination Expenses:

Cost of Sales	\$2,851.96
Product Cost	\$4,311.14
Permits/Licenses	\$0.00
Telephone	\$694.49
Postage	\$1,125.00
Bank Charges	\$17.30
Other	\$0.00

Campaign Payroll

Night Phone Representatives	\$4,372.82
I/C Compensation	\$2,915.22
Day Phone Representatives	\$2,377.25
Clerical	\$1,350.00
Messengers	\$950.90
Incentives/Bonuses	\$148.58

Operational Expenses

Office Supplies	\$225.00
Office Rent	\$720.00
Ads	\$900.00
Utilities	\$300.00
Business License(s)	\$0.00

TOTAL: \$23,259.65

SCHEDULE VI

Organization Membership Expenses:

Cost of Sales	\$1,521.04
Product Cost	\$2,299.27
Permits/Licenses	\$0.00
Telephone	\$370.39
Postage	\$600.00
Bank Charges	\$9.23
Other	\$0.00

Campaign Payroll

Night Phone Representatives	\$2,332.17
I/C Compensation	\$1,554.78
Day Phone Representatives	\$1,267.87
Clerical	\$720.00
Messengers	\$507.15
Incentives/Bonuses	\$79.24

Operational Expenses

Office Supplies	\$120.00
Office Rent	\$384.00
Ads	\$480.00
Utilities	\$160.00
Business License(s)	\$0.00

TOTAL:

\$12,405.15