

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
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Sacramento, CA 94203-4470

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Sacramento, CA 95814
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WEB SITE ADDRESS:
<http://ag.ca.gov/charities/>

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.



Name and Address of Commercial Fund-raiser: <u>INTEGRAL RESOURCES, INC</u> Name of Commercial Fund-raiser <u>615 SOMERVILLE AVENUE</u> Address of Commercial Fund-raiser <u>CAMBRIDGE MA 02140</u> City, State, and ZIP Code of Commercial Fund-raiser	532	Name and Address of Charitable Organization: CT No. <u>100674</u> F.E.I.N. No. <u>58-0914436</u> <u>AMERICAN COUNCIL OF THE BLIND</u> Name of Charity <u>1155 15TH STREET NW</u> Address of Charity <u>WASHINGTON DC 20005</u> City, State, and ZIP Code of Charity
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Figures from (check one): National Campaign California Campaign

TELEMARKETING held (on) (from) 1/1, 20 02, to 12/31, 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 Other

1. REVENUE

- A. Cash contributions 393,372.41 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

393,372.41 G.

2. EXPENSES (SEE ATTACHED)

- A. Fees or commissions _____ 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 _____ G.
- H. Advertising _____ H.
- I. Telephone _____ I.
- J. Rental of equipment _____ J.
- K. Facilities charge _____ K.
- L. Permits _____ L.
- M. Other expenses: (Specify)
 - a. _____ Ma.
 - b. _____ Mb.
 - c. _____ Mc.
 - d. _____ Md.

N. TOTAL EXPENSES

263,372.41 N.

3. Amount to Charity (subtract line 2N from line 1G) 3. 130,000.00
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. 130,000.00
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 of authorized officer (Commercial Fund-raiser) SCOTT MATTHESON CEO
 Date 5/5/2003 Printed Name Title

Signature of authorized officer/director (Charity) CHARLES CRAWFORD EXECUTIVE DIRECTOR
 Date Printed Name Title

Signature of authorized officer/director (Charity) JAMES R. OLSEN CFO
 Date Printed Name Title

Itemized Expenses

Occupancy	\$5,663.86
Telephone	\$16,182.45
Utilities	\$1,264.25
Postage	\$13,957.35
Printing	\$3,337.63
Furniture & Equipment	\$10,468.02
Office Supplies	\$910.26
Management Salaries	\$85,412.96
Solicitor Salaries	\$65,741.17
Recruitment	\$5,259.29
Lists	\$2,073.38
Professional Solicitor Fee	\$53,101.79
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Total Fundraising Expenses	\$263,372.41