

MAIL TO:
Office of the Attorney General
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.



430-6

<p>Name and Address of Commercial Fund-raiser:</p> <p style="text-align: center;">436</p> <p>MKTG TELESERVICES, INC. (MSGI DIRECT, INC.) 101 CONTINENTAL BLVD., #400 EL SEGUNDO, CA 90245-4512</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>40649</u> F.E.I.N. No. <u>953635494</u></p> <p style="text-align: center;"><u>Pacific Symphony Orchestra</u></p> <p>Name of Charity <u>1231 East Dyer Rd., Ste. 200</u></p> <p>Address of Charity <u>Santa Ana, CA 92705-5605</u></p> <p>City, State, and ZIP Code of Charity</p>
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National Campaign California Campaign

Telemarketing

held (on) (from) 1/1/2003, 20 , to 4/15/03, 20

(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)
If other, provide brief explanation _____

Fee Percentage
Other

1. REVENUE

\$131,932

- 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. _____ Fa.
 - b. _____ Fb.
 - c. _____ Fc.
 - d. _____ Fd.

G. TOTAL REVENUE

\$131,932

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

\$59,522

N.

410787

RECEIVED

JUN 30 2003

Attorney General's
Registry of Charitable Trusts

410788

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3. Amount to Charity	<u>\$72,410</u>	3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity)	<u> </u>	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	<u>n/a</u>	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	<u>\$72,410</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.

Paul S. Papich
Sr. VP
5/30/03

 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.

SEAN SUTTON
VP, FINANCE
5/20/03

 Signature of authorized officer/director (Charity) Printed Name Title Date

Susan Totten
VP, Development

 Signature of authorized officer/director (Charity) Printed Name Title Date

Pacific Symphony Orchestra
Calendar Year 2003

Total money received by Pacific Symphony Orchestra	\$131,932
Total fees* paid to MKTG TeleServices, Inc.	\$59,522
Total net to Pacific Symphony Orchestra	\$72,410

Total fees and commissions paid to MKTG TeleServices, Inc. by Pacific Symphony Orchestra	\$59,522
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Cost of Campaign:	
salaries: agents and managers	\$36,907
payroll taxes	\$3,663
advertising and supplies	\$1,003
Cost of Operations:	
operating expenses	\$14,881

Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from Pacific Symphony Orchestra	\$56,453
net	\$3,069

*these expenses are percentages of Commissions based on MKTG TeleServices, Inc.'s operating ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG TeleServices, Inc. by the charitable organization.

Gross Profit Based on Document Report

by Customer Key
MKTG SERVICES

Ref No.	Apply	Date	Sale Amount	Cost Amount	Gross Profit	%
Customer: PCSF - PACIFIC SYMPHONY FUNDRAISER						
30311	30311	1/13/2003	3,899.40	0.00000	3,899.40	100%
30412	30412	1/20/2003	4,070.70	0.00000	4,070.70	100%
30512	30512	1/27/2003	3,306.24	0.00000	3,306.24	100%
30614	30614	2/3/2003	5,543.10	0.00000	5,543.10	100%
30713	30713	2/10/2003	4,472.10	0.00000	4,472.10	100%
30813	30813	2/17/2003	5,543.76	0.00000	5,543.76	100%
30913	30913	2/24/2003	4,085.70	0.00000	4,085.70	100%
31013	31013	3/3/2003	3,756.98	0.00000	3,756.98	100%
31112	31112	3/10/2003	5,191.00	0.00000	5,191.00	100%
31212	31212	3/17/2003	3,574.70	0.00000	3,574.70	100%
31310	31310	3/24/2003	4,924.40	0.00000	4,924.40	100%
31412	31412	3/31/2003	5,089.64	0.00000	5,089.64	100%
31511	31511	4/7/2003	3,055.50	0.00000	3,055.50	100%
30210	32010	1/6/2003	3,009.00	0.00000	3,009.00	100%
Customer Totals:			59,522.22	0.00000	59,522.22	100%
Company Totals:			59,522.22	0.00000	59,522.22	100%

Total Customers Processed 1

Submitted By: AMY

Selections

Gross Profit Report		
Customer Key Range	PCSF	PCSF
Document Date Range	1/4/2003	4/15/2003
Report Type	Detail	
Profit Calculation Based on Entry Cost	No	