

MAIL TO: Office of the Attorney General Registry of Charitable Trusts P.O. Box 903447 Sacramento, CA 94203-4470

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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.



Name and Address of Commercial Fund-raiser: MKTG TeleServices, Inc. 101 Continental Blvd., Suite 400 El Segundo CA 90245-4512
Name and Address of Charitable Organization: San Francisco Opera 301 Van Ness Avenue San Francisco CA 94102

Figures from (check one): National Campaign [] California Campaign []
Telemarketing held (on) (from) 1/1/2003, 20, to 9/22/2003, 20

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one) Fee [] Percentage [X] Other []

Table with 2 columns: Description (A-F), Amount. Row 1: REVENUE \$1,058,141. Row 2: TOTAL REVENUE \$1,058,141

Table with 2 columns: Description (A-M), Amount. Row 1: EXPENSES (see attached). Row 2: TOTAL EXPENSES \$235,894

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San Francisco Opera
2003 Telefundraising Campaign

Total money received by	San Francisco Opera	\$1,058,141
Total fees* paid to	MKTG TeleServices, Inc.	\$235,894
Total net to	San Francisco Opera	\$822,246

Total fees and commissions paid to MKTG TeleServices, Inc. by San Francisco Opera	\$235,894
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Cost of Campaign:	
salaries: agents and managers	\$146,266
payroll taxes	\$14,516
advertising and supplies	\$3,977
Cost of Operations:	
operating expenses	\$58,974
Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from San Francisco Opera	\$223,732
net	\$12,162

*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.