520-3

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

STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
Telephone: (916) 323-5079

WEB SITE ADDRESS:
http://ag.ca.gov/charities/

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 03

(California Government Code Section 12599)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees 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 Fundraiser: 520

Telefund, Inc.
P.O. Box 120557
Boston MA 02112

Name and Address of Charitable Organization:

CT No. 34000 F.E.I.N. No. 521-6048953

AOPA AIR SAFETY FOUNDATION
Name of charity

421 Aviation Way
Address of charity

Frederick MD 21701
City, State, and ZIP code of charity

Figures from (check one): National Campaign ☒ California Campaign ☐

Telephone Solicitation held (on) (from) Jan. 1, 20 03, to 12/31/2003, 20 ____.
(Type of activity) (Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☑ Percentage ☐ Other ☐
If other, provide brief explanation _____

1. REVENUE		
A. Cash contributions	$997,631.00	A.
B. Entertainment sales or admission charges	0.00	B.
C. Sales from products	0.00	C.
D. Advertisement sales	0.00	D.
E. Membership fees	0.00	E.
F. Other sources: (Specify)		
a.	0.00	Fa.
b.		Fb.
c.		Fc.
d.		Fd.
G. TOTAL REVENUE		$997,631.00 G.
2. EXPENSES		
A. Fees or commissions	$26,814.60	A.
B. Salaries	162,527.57	B.
C. Payroll taxes	16,276.64	C.
D. Employee benefits	1,120.24	D.
E. Cost of merchandise for resale	0.00	E.
F. Cost of entertainment	0.00	F.
G. Postage	21,145.64	G.
H. Advertising	2,751.00	H.
I. Telephone	21,086.04	I.
J. Rental of equipment	0.00	J.
K. Facilities charge / RENT	10,753.10	K.
L. Permits	2,698.83	L.
M. Other expenses: (Specify)		
a. UTILITIES / EQUIP / OFFICE SUPPLIES	11,582.72	Ma.
b. INSURANCE / TAXES	7,399.71	Mb.
c. INTEREST / BANK CHARGES	270.11	Mc.
d. TRAVEL / DATA / COMPUTER PROCESSING CONSULTANT / ACCOUNTING	6,950.67	Md.
N. TOTAL EXPENSES		$295,366.00 N.

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COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 20____

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3.	Amount to charity (subtract line 2N from line 1G)	$702,265.00 3.
4.	Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)	00.00 4.
5.	Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	0.00 5.
6.	Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	$702,265.00 6.

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No **If "yes" complete the following:**

Name of officer, director, partner or owner of commercial fundraiser	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.

Signature of authorized officer (commercial fundraiser)	Printed name	Title	Date
	Janet S. Domenitz	Secretary	3/12/04

This report must be signed by two officers or directors of the charitable organization for verification.

Signature of authorized officer/director (charity)	Printed name	Title	Date
	DIANA T. ROBERTS	EX. V.P.	3/23/04

Signature of authorized officer/director (charity)	Printed name	Title	Date
	ROGER C. MYERS JR	VP & Controller	3/23/04

CT-2cf (8/2003)

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SOLICITATION CAMPAIGN FINANCIAL REPORT
Addendum
Telefund -- AOPA Air Safety Foundation
2003

Total Contributions Received:	$997,631.00
Expenses	
Office Manager's Fee:	$57,574.02
Caller Salaries:	$121,290.19
Printing:	$456.01
Postage & Shipping:	$21,045.64
Telephone:	$21,086.04
Office Rental:	$10,753.10
Utilities:	$0.00
Equipment & Supplies:	$11,582.72
Insurance:	$6,494.50
Advertising:	$2,751.00
Travel:	$3,573.13
Registration Fees:	$2,698.83
Bank Charges:	$101.65
Computer/Data Processing:	$1,361.47
Employee Benefits:	$1,120.24
Taxes -- non-payroll:	$905.21
Consultants / Accounting:	$5,589.20
Interest:	$168.46
TOTAL EXPENSES:	$268,551.40
Professional Fundraiser's Fee:	$26,814.60
TOTAL CHARGED TO CLIENT:	$295,366.00
NET AMOUNT TO CLIENT:	$702,265.00