

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: Bee, L.C. 6849 Old Dominion Drive, Suite 315 McLean VA 22101. Name and Address of Charitable Organization: CT No. 67980 F.E.I.N. No. 58-1766061. CANCER FUND OF AMERICA, INC. 2901 BREEZEWOOD LANE KNOXVILLE TN 37921

Figures from (check one): National Campaign [] California Campaign [] Telemarketing held (on) (from) 8/15/2003, 20 to 12/31/2003, 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) Fee [X] Percentage [] Other [] If other, provide brief explanation

Table with 2 columns: Description and Amount. Row 1: REVENUE. Row 2: A. Cash contributions \$113,567.67. Row 3: B. Entertainment sales or admission charges. Row 4: C. Sales from products. Row 5: D. Advertisement sales. Row 6: E. Membership fees. Row 7: F. Other sources: (Specify) a, b, c, d. Row 8: G. TOTAL REVENUE \$113,567.67

Table with 2 columns: Description and Amount. Row 1: EXPENSES. Row 2: A. Fees or commissions \$74,386.50. Row 3: B. Salaries. Row 4: C. Payroll taxes. Row 5: D. Employee benefits. Row 6: E. Cost of merchandise for resale. Row 7: F. Cost of entertainment. Row 8: G. Postage. Row 9: H. Advertising. Row 10: I. Telephone. Row 11: J. Rental of equipment. Row 12: K. Facilities charge. Row 13: L. Permits. Row 14: M. Other expenses: (Specify) a. Bank Charges 1,262.96. Row 15: N. TOTAL EXPENSES \$75,649.46

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3. Amount to Charity (subtract line 2N from line 1G)	<u>\$37,918.46</u>	3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity)	<u>\$0.00</u>	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	<u>\$0.00</u>	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	<u>\$37,918.46</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.

REGGIE GARRA Managing Director 2/2/04
 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.

Rose M. Perkins V-PRES 2-5-04
 Signature of authorized officer/director (Charity) Printed Name Title Date

Kyle Effler CFO 2/5/04
 Signature of authorized officer/director (Charity) Printed Name Title Date