

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

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

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2003 2002 ANNUAL FINANCIAL REPORT  
(California Government Code Section 12589)

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:  Donor Services Group, LLC 11500 Olympic Blvd., Suite 540 Los Angeles CA 90064	1203	Name and Address of Charitable Organization: CT No. <u>68310</u> F.E.I.N. No. <u>52-1541501</u> Greenpeace, Inc. Name of Charity <u>702 H Street, NW, #300</u> Address of Charity Washington DC 20001 City, State, and ZIP Code of Charity
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Figures from (check one): National Campaign  California Campaign

Telemarketing, iMail held (on) (from) 1/1/2003, 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  Percentage   
If other, provide brief explanation Other

1. REVENUE

- A. Cash contributions 884,025 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.

884,025 G.

G. TOTAL REVENUE

2. EXPENSES

- A. Fees or commissions \_\_\_\_\_ A.
- B. Salaries \_\_\_\_\_ B.
- C. Payroll taxes \_\_\_\_\_ C.
- D. Employee benefits \_\_\_\_\_ D.
- E. Cost of merchandise for resale \_\_\_\_\_
- F. Cost of entertainment \_\_\_\_\_
- G. Postage \_\_\_\_\_
- H. Advertising \_\_\_\_\_
- I. Telephone \_\_\_\_\_
- J. Rental of equipment \_\_\_\_\_
- K. Facilities charge \_\_\_\_\_ K.
- L. Permits \_\_\_\_\_ L.
- M. Other expenses: (Specify)
  - a. \_\_\_\_\_ Ma.
  - b. \_\_\_\_\_ Mb.
  - c. \_\_\_\_\_ Mc.
  - d. \_\_\_\_\_ Md.

PLEASE SEE ATTACHED  
BREAKDOWN OF EXPENSES

429,386.00 N.

N. TOTAL EXPENSES

RECEIVED

MAY 10 2004

Attorney General's  
Registry of Charitable Trusts

RECEIVED

MAR 22 2004

Attorney General's  
Registry of Charitable Trusts

412989

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

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- 3. Amount to Charity (subtract line 2N from line 1G) 454,639 3.
- 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) 454,639 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.

Thomas Siegel COO 2/5/04  
 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.

M. STARRINGTON DIRECTOR OF DEVELOPMENT 2/25/04  
 Signature of authorized officer/director (Charity) Printed Name Title Date

ELLEN H. McPEAKE CHIEF OPERATING OFFICER 2/25/04  
 Signature of authorized officer/director (Charity) Printed Name Title Date

Facter Direct Ltd  
Campaign Expense Allocation

	\$	429,386.00
Printing	\$	9,970.60
Postage	\$	25,139.58
Telephone	\$	23,620.55
Payroll	\$	147,007.08
Employee benefits	\$	10,934.77
Rent	\$	23,453.90
Office manager	\$	50,895.30
Utilities	\$	5,358.68
Equipment	\$	5,188.83
Recruitment	\$	3,655.04
Computer Programming	\$	3,104.53
Office expenses	\$	96,699.14
P.S. Fee/Profit	\$	24,358.00
Total	\$	429,386.00