1263-2

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 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: #1263

Donor Services Group, LLC

11500 Olympic Blvd., Suite 540

Los Angeles CA 90064

Name and Address of Charitable Organization:

CT No. 19476 F.E.I.N. No. 530210807

National Trust for Historic Preservation in the United States

Name of Charity

1785 Massachusetts Avenue, NW

Address of Charity

Washington DC 20036

City, State, and ZIP Code of Charity

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

Telemarketing, Mail held (on) (from) 10/1/2003, 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 ☐ Other ☐
If other, provide brief explanation _____

1. REVENUE
   - 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 146,565.00 G.

2. EXPENSES
   - A. Fees or commissions _____ A.
   - B. Salaries _____ B.
   - C. Payroll taxes _____ C.
   - D. Employee benefits
   - E. Cost of merchandise for resale
   - F. Cost of entertainment
   - G. Postage
   - H. Advertising
   - I. Telephone
   - 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 86,966.00 N.

PLEASE SEE ATTACHED BREAKDOWN OF EXPENSES

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MAR 15 2004
Office of Congressional
Legislative Affairs

Rec'd back 5/10/04

412993

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES
2002 ANNUAL FINANCIAL REPORT
(California Government Code Section 12599)

3. Amount to Charity (subtract line 2N from line 1G) 59,599.00 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) 59,599.00 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 <u>If "yes," complete the following:</u>

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.

Signature of authorized officer (Commercial Fund-raiser)	Printed Name	Title	Date
	Thomas Siegel	CO	2/5/04

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

Signature of authorized officer/director (Charity)	Printed Name	Title	Date
	Sam C. Kilpatrick	Controller	2/23/04
Signature of authorized officer/director (Charity)	Printed Name	Title	Date
	Greg Coble	VP, Finance, HR, IT	2/23/04

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Facter Direct Ltd
Campaign Expense Allocation

	$	86,966.00
Printing	$	2,019.40
Postage	$	5,091.66
Telephone	$	4,784.00
Payroll	$	29,774.18
Employee benefits	$	2,214.68
Rent	$	4,750.25
Office manager	$	10,308.12
Utilities	$	1,085.32
Equipment	$	1,050.92
Recruitment	$	740.28
Computer Programming	$	628.78
Office expenses	$	19,585.03
P.S. Fee/Profit	$	4,933.36
Total	$	86,966.00

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MAR 15 2004
Attorney General's
Bureau of Consumer Rights