

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 2002

(California Government Code Section 12599)

Failure to file annual financial report by January 30<sup>th</sup> 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.



1405-9

<b>Name and Address of Commercial Fundraiser:</b> <u>John A. McMullendba Telemarketing For The Arts</u> Name of commercial fundraiser <u>740 Oakland Ave. #208</u> Address of commercial fundraiser <u>Oakland CA 94611</u> City, State, and ZIP Code	<b>Name and Address of Charitable Organization:</b> CT No. <u>43001</u> F.E.I.N. No. <u>23 921 9588</u> <u>Berkeley Symphony Orchestra</u> Name of charity <u>1942 University Ave. Suite 207</u> Address of charity <u>Berkeley CA 94704</u> City, State, and ZIP code of charity
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Figures from (check one): National Campaign  California Campaign   
2002 Telephone Subscription Sales held (on) (from) June 29, 20 02, to Sept. 15, 20 02.  
(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	<u>2,280</u>	A.
B. Entertainment sales or admission charges	<u>31,101</u>	B.
C. Sales from products	_____	C.
D. Advertisement sales	_____	D.
E. Membership fees	_____	E.
F. Other sources: (Specify)	_____	F.
a. _____	_____	Fa.
b. _____	_____	Fb.
c. _____	_____	Fc.
d. _____	_____	Fd.
G. TOTAL REVENUE	<u>33,381</u>	G.

#### 2. EXPENSES

A. Fees or commissions	<u>12,661</u>	A.
B. Salaries	_____	B.
C. Payroll taxes	_____	C.
D. Employee benefits	_____	D.
E. Cost of merchandise for resale	_____	E.
F. Cost of entertainment	_____	F.
G. Postage	<u>153</u>	G.
H. Advertising	_____	H.
I. Telephone	_____	I.
J. Rental of equipment	_____	J.
K. Facilities charge	_____	K.
L. Permits	_____	L.
M. Other expenses: (Specify)	_____	M.
a. _____	_____	Ma.
b. _____	_____	Mb.
c. _____	_____	Mc.
d. _____	_____	Md.
N. TOTAL EXPENSES	<u>12,814</u>	N.

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3. Amount to charity (subtract line 2N from line 1G) 20,467 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (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) 20,467 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] John A. McMullen Owner 04/30/04  
 Signature of authorized officer (commercial fundraiser) Printed name Title Date

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

[Signature] Gary Ginstling Executive Director 4/9/04  
 Signature of authorized officer/director (charity) Printed name Title Date

[Signature] Lisa Bernstein Board Secretary 4/9/04  
 Signature of authorized officer/director (charity) Printed name Title Date

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