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<http://ag.ca.gov/charities/>

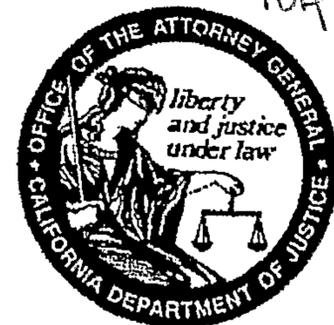
# COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

## ANNUAL FINANCIAL REPORT FOR 20 03

(California Government Code Section 12599)

Failure to file annual financial report by January 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.



104-3

<p><b>Name and Address of Commercial Fundraiser:</b></p> <p>104</p> <p><b>ARIA COMMUNICATIONS CORPORATION</b> 717 WEST ST GERMAIN STREET ST CLOUD, MN 56301</p>	<p><b>Name and Address of Charitable Organization:</b></p> <p>CT No. <u>CO-298924</u><sup>14907</sup> F.E.I.N. No. <u>94-1421463</u></p> <p><u>KVIE Channel 6</u></p> <p>Name of charity</p> <p><u>2595 Capital Oaks Drive</u></p> <p>Address of charity</p> <p><u>Sacramento, CA 95833</u></p> <p>City, State, and ZIP code of charity</p>
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Figures from (check one): National Campaign  California Campaign

Telefundraising

(Type of activity)

held (on) (from) Jan. 1, 2003 - May 31, 2003  
June 1, 2003, 2003, to Dec. 31, 2003  
(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 Contact rate plus fees and expenses.

1. REVENUE

A. Cash contributions	<u>\$497,863.00</u>	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	<u>\$497,863.00</u>	G.

2. EXPENSES

A. Fees or commissions <u>Telemarketing</u>	<u>\$189,987.40</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>16,274.40</u>	G.
H. Advertising	_____	H.
I. Telephone	_____	I.
J. Rental of equipment	_____	J.
K. Facilities charge	_____	K.
L. Permits	_____	L.
M. Other expenses: (Specify)		
a. <u>Compliance, Coord/Trng &amp; List Fees</u>	<u>4,300.00</u>	Ma.
b. <u>Telematch &amp; Internet Look Up</u>	<u>1,785.00</u>	Mb.
c. <u>Printing &amp; Reminders</u>	<u>14,336.00</u>	Mc.
d. <u>Credit Card Fee</u>	<u>2,652.00</u>	Md.
N. TOTAL EXPENSES	<u>\$229,334.80</u>	N.

RECEIVED

JAN 27 2004

Attorney General's  
Registry of Charitable Trusts

413174

**COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES  
ANNUAL FINANCIAL REPORT FOR 20 04**

(California Government Code Section 12599)  
Page 2

3. Amount to charity (subtract line 2N from line 1G)	\$268,528.20	3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)	-0-	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	-0-	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	\$268,528.20	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
N/A		

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.  
 N/A

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.

Linda C. Palmer, V.P. Compliance
12/29/03  
 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.

DAVID A. Hosley
1-23-04
President and General Manager  
 Signature of authorized officer/director (charity)      Printed name      Title      Date

DAVID LOWE
1-23-4  
 Signature of authorized officer/director (charity)      Printed name      Title      Date

**KVIE CHANNEL 6**  
January 1, 2003 - May 31, 2003  
June 1, 2003 - December 31, 2003

PLEDGED DOLLARS	\$ 497,863.00
<b>EXPENSES:</b>	
Telemarketing	\$ 189,987.40
Campaign Coordination & Training Fee	\$ 4,000.00
Compliance Fee	\$ 250.00
List Processing Fee	\$ 50.00
Credit Card Payment Fee	\$ 2,652.00
Telematch & Internet Look Up	\$ 1,785.00
Printing	\$ 1,876.00
Reminders (including postage)	\$ 12,460.00
Confirmations (including postage)	\$ 16,274.40
Total Expenses:	<u>\$ 229,334.80</u>
 Amount Retained by Client:	 \$ 268,528.20
Percent Retained by Client:	53.94%
 Percent Paid to Aria Communications Corporation:	 46.06%