

MAIL TO:
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Registry of Charitable Trusts
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COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 03

(California Government Code Section 12599)

Failure to file annual financial report by January 30th 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.



104-4

<p>Name and Address of Commercial Fundraiser:</p> <p style="margin-left: 40px;">104</p> <p style="margin-left: 40px;">ARIA COMMUNICATIONS CORPORATION 717 WEST ST GERMAIN STREET ST CLOUD, MN 56301</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>55685</u> F.E.I.N. No. <u>941659687</u></p> <p style="margin-left: 40px;">Lutheran Social Services of Northern California</p> <p style="margin-left: 40px;">433 Hegenberger Road, Suite 103</p> <p style="margin-left: 40px;">Oakland, CA 94621</p>
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Figures from (check one): National Campaign California Campaign

Telefundraising held (on) (from) March 10, 20 03, to June 30, 20 03

(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 Percent age Other
If other, provide brief explanation Hourly rate plus fees and expenses.

1. REVENUE

A. Cash contributions	<u>\$17,013.00</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)	_____	Fa.
a. _____	_____	Fb.
b. _____	_____	Fc.
c. _____	_____	Fd.
d. _____	_____	
G. TOTAL REVENUE	<u>\$17,013.00</u>	G.

2. EXPENSES

A. Fees or commissions <u>Telemarketing</u>	<u>\$6,150.00</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>183.89</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>Set Up, Compliance & List Fees</u>	<u>1,300.00</u>	Ma.
b. <u>Telematch</u>	<u>287.50</u>	Mb.
c. _____	_____	Mc.
d. _____	_____	Md.
N. TOTAL EXPENSES	<u>\$7,921.39</u>	N.

RECEIVED

JAN 27 2004

Attorney General's
Registry of Charitable Trusts

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**COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 2003**

(California Government Code Section 12599)

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|--|------------|----|
| 3. Amount to charity (subtract line 2N from line 1G) | \$9,091.61 | 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) | \$9,091.61 | 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	TREASURER	1/9/04
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.

	PHYLLIS A. BEESLEY	TREASURER	1/12/04
Signature of authorized officer/director (charity)	Printed name	Title	Date
	Barbara D. Brown	President	1/20/04
Signature of authorized officer/director (charity)	Printed name	Title	Date

LUTHERAN SOCIAL SERVICES OF NORTHERN CALIFORNIA

March 10 - June 30, 2003

PLEGGED DOLLARS	\$ 20,521.00
FULFILLED DOLLARS	\$ 17,013.00
UNCOLLECTED PLEDGES	\$ 3,508.00
EXPENSES:	
Telemarketing	\$ 6,150.00
Set Up Fee	\$ 1,000.00
Compliance Fee	\$ 250.00
List Processing Fee	\$ 50.00
Telematch	\$ 287.50
Postage	\$ 183.89
Total Expenses:	\$ 7,921.39
Amount Retained by Client:	\$ 9,091.61
Percent Retained by Client:	53.44%
Percent Paid to Aria Communications Corporation:	46.56%