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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 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.



<p>Name and Address of Commercial Fundraiser:</p> <p>104</p> <p>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>6102</u> F.E.I.N. No. <u>95-6042721</u></p> <p><u>San Diego State University Foundation/ KPBS Public Radio and Television</u></p> <p>Name of charity</p> <p><u>5200 Campanile Drive</u></p> <p>Address of charity</p> <p><u>San Diego, CA 92182-5400</u></p> <p>City, State, and ZIP code of charity</p>
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Figures from (check one): National Campaign  California Campaign

Telefundraising held (on) (from) Jan. 1, 2003 to July 7, 2003

(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 Contact rate plus fees and expenses.

1. REVENUE		
A. Cash contributions	<u>112,680-</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>112,680-</u>	G.
2. EXPENSES		
A. Fees or commissions <u>Telemarketing</u>	<u>\$47,711.75</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>934.16</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 &amp; List Fees</u>	<u>450.00</u>	Ma.
b. <u>Telematch</u>	<u>287.50</u>	Mb.
c. <u>Reminders</u>	<u>1,536.00</u>	Mc.
d. <u>Credit Card Fee</u>	<u>1,911.50</u>	Md.
N. TOTAL EXPENSES	<u>\$52,830.91</u>	N.

RECEIVED

JAN 27 2004

Attorney General's  
Registry of Charitable Trusts

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**SAN DIEGO STATE UNIVERSITY FOUNDATION /  
KPBS PUBLIC RADIO AND TELEVISION**

January 1, 2003 - July 7, 2003  
August 19, 2003 - December 31, 2003

PLEGGED DOLLARS	\$ 226,417.50
FULFILLED DOLLARS	\$ 112,680.00
UNCOLLECTED PLEDGES	\$ 113,737.50
EXPENSES:	
Telemarketing	\$ 47,711.75
Set Up Fee	\$ 150.00
Compliance Fee	\$ 250.00
List Processing Fee	\$ 50.00
Credit Card Payment Fee	\$ 1,911.50
Telematch	\$ 287.50
Reminders (including postage)	\$ 1,536.00
Postage	\$ 934.16
Total Expenses:	<u>\$ 52,830.91</u>
Amount Retained by Client:	\$ 59,849.09
Percent Retained by Client:	53.11%
Percent Paid to Aria Communications Corporation:	46.89%