

MAIL TO:  
Office of the Attorney General  
Registry of Charitable Trusts  
P.O. Box 903447  
Sacramento, CA 94203-4470

**COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES**

**ANNUAL FINANCIAL REPORT FOR 20<sup>04</sup>**  
(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



126-4

STREET ADDRESS:  
1300 I Street  
Sacramento, CA 95814  
Telephone: (916) 323-5079

WEB SITE ADDRESS:  
<http://ag.ca.gov/charities/>

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

<b>Name and Address of Commercial Fundraiser:</b> Tarlov Associates, Inc. <span style="float:right; font-size: 2em;">126</span> <hr/> <b>Name of commercial fundraiser</b> 1950 Sawtelle Blvd., Ste #288 <hr/> <b>Address of commercial fundraiser</b> Los Angeles, CA 90025 <hr/> <b>City, State, and ZIP Code</b>	<b>Name and Address of Charitable Organization:</b> CT No. <u>CE#26 17343</u> P.E.I.N. No. _____ <hr/> L.A. Gay & Lesbian Center <hr/> <b>Name of charity</b> 1625 North Schrader Blvd. <hr/> <b>Address of charity</b> Los Angeles, CA 90028 <hr/> <b>City, State, and ZIP code of charity</b>
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Figures from (check one): National Campaign  California Campaign

Theater Play (Type of activity) held (on) (from) May 27, 2004 to July 27, 2004  
(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	\$1,310.00		A.
B. Entertainment sales or admission charges	\$113,434.00		B.
C. Sales from products			C.
D. Advertisement sales			D.
E. Membership fees			E.
F. Other sources: (Specify)			
a. Outstanding Pledges	\$1,000.00		Fa.
b. _____			Fb.
c. _____			Fc.
d. _____			Fd.
<b>G. TOTAL REVENUE</b>		<b>\$113,744.00</b>	<b>G.</b>

**2. EXPENSES**

A. Fees of <del>XXXXXX</del> Tarlov Associates, Inc.	\$20,000.00		A.
B. <del>XXXXXX</del> Ticket Expenses	\$126,241.00		B.
C. Payroll taxes			C.
D. Employee benefits			D.
E. Cost of merchandise for resale			E.
F. Cost of entertainment			F.
G. Postage/Printing, Graphics, Programs	\$8,187.62		G.
H. Advertising			H.
I. Telephone /Telemarketing	\$3,846.90		I.
J. Rental of <del>XXXXXX</del> equipment	\$750.00		J.
K. Facilities charge			K.
L. Permits			L.
M. Other expenses: (Specify)			
a. Postcards/Letterhead	\$1,030.97		Ma.
b. Deliveries	\$500.00		Mb.
c. Food/Beverages	\$4,000.00		Mc.
d. Mailing/Signage	\$623.41		Md.
<b>N. TOTAL EXPENSES</b>		<b>\$165,180.00</b>	<b>N.</b>

RECEIVED

FEB 08 2005

Attorney General's  
Registry of Charitable Trusts

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3. Amount to charity (subtract line 2N from line 1G) -(51,436)  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) \_\_\_\_\_ 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.

Lori Williams Office Administrator 2/3/05

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.

JOEL SAFRANEK Dir. of Development 2/2/05

Signature of authorized officer/director (charity) Printed name Title Date

K.L. Kelchum Chief Administrative Officer 2/2/05

Signature of authorized officer/director (charity) Printed name Title Date