

MAIL TO:  
Office of the Attorney General  
Registry of Charitable Trusts  
P.O. Box 903437  
Sacramento, CA 94203-4470

STREET ADDRESS:  
1300 I Street, Room 1130  
Sacramento, CA 95814  
Telephone: (916) 323-5079

WEBSITE ADDRESS:  
<http://caag.state.ca.us/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2004 2000 ANNUAL FINANCIAL REPORT  
(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12596.1 (Recently enacted).

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



Name and Address of Commercial Fundraiser:

CF Number 422  
Name of Commercial Fundraiser Sanderson Group Inc.  
Address of Commercial Fundraiser P.O. BOX 462195  
City, State, and ZIP Code of Commercial Fundraiser Escondido, Ca. 92046-2195

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 1252 F.E.I.N. No. \_\_\_\_\_  
Name of Charity California Council of the Blind  
Address of Charity 578 B Street  
City, State, and ZIP Code of Charity Hayward, Ca. 94541

Multi-purpose campaign for the purpose held (on) (from) January 2, 2004 to April 8, 2004.  
(Date or dates must be shown)

1. REVENUE
- A. of accomplishing information dissemination; membership organization fundraisings and the production of a live family entertainment event. \_\_\_\_\_ 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. see attached \_\_\_\_\_ 164,258.13 Fa.
- b. \_\_\_\_\_ Fb.
- c. \_\_\_\_\_ Fc.
- d. \_\_\_\_\_ Fd.

164,258.13 G. ✓

2. EXPENSES
- A. Fees or commissions \_\_\_\_\_ 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 \_\_\_\_\_ G.
- H. Advertising \_\_\_\_\_ H.
- I. Telephone \_\_\_\_\_ I.
- J. Rental of equipment \_\_\_\_\_ J.
- K. Facilities charge \_\_\_\_\_ K.
- L. Permits \_\_\_\_\_ L.
- M. Other expenses: (Specify)
- a. \_\_\_\_\_ Ma.
- b. \_\_\_\_\_ Mb.
- c. \_\_\_\_\_ Mc.
- d. \_\_\_\_\_ Md.

\* SEE ATTACHED COMPLETE EXPANSTION

\* \_\_\_\_\_ N.  
\* \_\_\_\_\_ 3.

3. Distribution or net to charitable organization or charitable purposes
4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in anyway affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?  
[ ] Yes [X] 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 4(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

GARY SANDERSON PRESIDENT 1/05/03  
Printed Name Title Date

for verifying the distribution.

Jeff Thom President CCB 01/09/04  
Printed Name Title Date

PETER A. PAVLIN TREASURER CCB 01/01/04  
Printed Name Title Date

RECEIVED  
FEB 9 2004  
OFFICE OF THE ATTORNEY GENERAL  
STATE OF MINNESOTA

## STATEMENT OF FUNCTIONAL DISTRIBUTION

## REVENUE:

TOTAL SALES:		\$164,258.13
Live Entertainment Event (Sch.I)	\$5,600.00	
Cost of Sales	\$4,434.97	
Product Cost	\$4,434.97	
Permits/Licenses	\$0.00	
Telephones	\$979.03	
Postage	\$1,620.00	
Bank Charges	\$37.26	
Other	\$0.00	
Campaign Payroll (Schedule II)	\$19,367.51	
Operational Expenses (Sch. III)	<u>\$2,807.34</u>	
Total Cost of Fund Raising Event:		\$39,281.07
Gross Profit on Sales:		\$124,977.06

## USE OF FUNDS

Public Relations (Sch. IV)	\$33,681.07	
Information Dissemination (Sch. V)	\$37,423.42	
Organization Membership (Sch. VI)	\$19,959.16	
General Fund	<u>\$33,913.41</u>	✕
Total Use of Funds		\$124,977.06

See attached notes and schedules.

## STATEMENT OF FUNCTIONAL DISTRIBUTION

### NOTES:

1. More than 60% of the proceeds of this event were immediately returned to the community by the enhancement of the sponsoring organization projects, the creation of new jobs, the maintenance of office operations and other costs associated with operating this campaign activity.
2. In addition the organization received for its sales two hundred (200) family tickets. The organization received the total value of all of these tickets. The direct monetary value of these tickets is \$8800.00.
3. This report has been prepared utilizing a Statement of Functional Distribution which is developed in accordance with generally accepted accounting principles. Historical arithmetical means have been utilized in computing some figures. Many of the expenses are of a variable or semi-variable nature.
4. In addition to actual funds received, the charity received additional intangible benefits, which are set forth in the agreement between the parties and accounted for in this report.

**SCHEDULE I**

**Live Entertainment Event:**

Performers	\$4,950.00
Site/Facility	\$0.00
Insurance	\$0.00
Stagehands, Security	\$650.00
<b>TOTAL:</b>	<u>\$5,600.00</u>

**SCHEDULE II**

**Campaign Payroll:**

Night Telephone Representatives	\$8,715.38
Day Telephones Representatives	\$4,841.88
Clerical	\$4,067.18
Payroll Taxes	\$1,743.08
<b>TOTAL:</b>	<u>\$19,367.51</u>

**SCHEDULE III**

**Operational Expenses:**

Office Supplies/Equipment	\$1,286.14
Office Rent	\$665.25
Ads	\$487.85
Utilities	\$332.62
Business Licenses	\$35.48
<b>TOTAL:</b>	<u>\$10,397.54</u>

## SCHEDULE IV

### Public Relations Expenses:

Cost of Sales	\$4,434.97
Product Cost	\$4,434.97
Permits/ Licenses	\$0.00
Telephone	\$979.03
Postage	\$1,620.00
Bank Charges	\$37.26
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$8,715.38
Day Phone Representatives	\$4,841.88
Clerical	\$4,067.18
Payroll Taxes	\$1,743.08
Operational Expenses	
Office Supplies/Equipment	\$1,286.14
Office Rent	\$665.25
Ads	\$487.85
Utilities	\$332.62
Business Licenses	\$35.48
TOTAL:	<u>\$33,681.07</u>

## SCHEDULE V

### Information Dissemination Expenses:

Cost of Sales	\$4,927.74
Product Cost	\$4,927.74
Permits/ Licenses	\$0.00
Telephone	\$1,087.81
Postage	\$1,800.00
Bank Charges	\$41.40
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$9,683.76
Day Phone Representatives	\$5,379.86
Clerical	\$4,519.09
Payroll Taxes	\$1,936.75
Operational Expenses	
Office Supplies/Equipment	\$1,429.05
Office Rent	\$739.16
Ads	\$542.05
Utilities	\$369.58
Business Licenses	\$39.42
TOTAL:	<hr/> \$37,423.42

SCHEDULE VI

Organization Membership Expenses:

Cost of Sales	\$2,628.13
Product Cost	\$2,628.13
Permits/ Licenses	\$0.00
Telephone	\$580.16
Postage	\$960.00
Bank Charges	\$22.08
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$5,164.67
Day Phone Representatives	\$2,869.26
Clerical	\$2,410.18
Payroll Taxes	\$1,032.93
Operational Expenses	
Office Supplies/Equipment	\$762.16
Office Rent	\$394.22
Ads	\$289.09
Utilities	\$197.11
Business Licenses	\$21.03
TOTAL:	<u>\$19,959.16</u>