436-1

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

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

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

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 2004

(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.

Name and Address of Commercial Fundraiser: #436

MKTG TeleServices, Inc.
101 Continental Blvd., Suite 400
El Segundo CA 90245-4512

Name and Address of Charitable Organization:

CT No. 014416 F.E.I.N. No.

Berkeley Repertory Theatre
Name of charity

2025 Addison Street
Address of charity

Berkeley CA 94704
City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☒

Telemarketing held (on) (from) 11/10/2003 20 to 3/2/2004 20
(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

1. REVENUE

A. Cash contributions	$217,605	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		$217,605 G.

2. EXPENSES (see attached)

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.
N. TOTAL EXPENSES		$66,447 N.

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3.	Amount to charity (subtract line 2N from line 1G)	$151,158 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)	$151,158 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.

Paul S. Papich Sr. VP 1/2/04
Printed name Title Date

charitable organization for verification.

Susan Medak 6/28/04
Printed name Title Date

Tony Tarcone 6-24-04
Signature or authorized officer/director (charity) Printed name Title Date

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Berkeley Repertory Theatre
2003-2004 Telefundraising Campaign

Total money received by	Berkeley Repertory Theatre	$217,605
Total fees* paid to	MKTG TeleServices, Inc.	$66,447
Total net to	Berkeley Repertory Theatre	$151,158

Total fees and commissions paid to MKTG TeleServices; Inc. by Berkeley Repertory Theatre	$66,447
Cost of Campaign:	
salaries: agents and managers	$41,200
payroll taxes	$4,089
advertising and supplies	$1,120
Cost of Operations:	
operating expenses	$16,612
Total expenses paid by MKTG TeleServices, Inc., Inc. out of commissions earned from Berkeley Repertory Theatre	$63,021
net	$3,426

*these expenses are percentages of Commissions based on MKTG TeleServices, Inc.'s operating ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG TeleServices, Inc. by the charitable organization.