436-10

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:

MKTG TeleServices, Inc.

101 Continental Blvd., Suite 400

El Segundo CA 90245-4512

436

Name and Address of Charitable Organization:

CT No. 3814 F.E.I.N. No.

San Francisco Opera
Name of charity

301 Van Ness Avenue
Address of charity

San Francisco CA 94102
City, State, and ZIP code of charity

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

Telemarketing (Type of activity) held (on) (from) 1/1/2004, 20____, to 9/3/2004, 20____. (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		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	1,126,532	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	$221,100.23	N.

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Registry of Charitable Trusts

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 20 04
(California Government Code Section 12599)
Page 2

3.	Amount to charity (subtract line 2N from line 1G)	$905,431.77 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)	$905,431.77 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. Vice President 12/20/04
Printed name Title Date

f the charitable organization for verification.

J. JEFF BADGER DEVELOPMENT OFFICER, DIRECT MARKETING 12/22/04
Printed name Title Date

Signature of authorized officer/director (charity) Andrew Maguire Senior Annual Giving Officer 12/22/04
Printed name Title Date

CT-2cf (8/2003)

San Francisco Opera
2003-2004 Telefundraising Campaign

Total money received by	San Francisco Opera	$1,126,532.00
Total fees* paid to	MKTG TeleServices, Inc.	$221,100.23
Total net to	San Francisco Opera	$905,431.77

Total fees and commissions paid to MKTG TeleServices, Inc. by San Francisco Opera	$221,100.23
Cost of Campaign:	
salaries: agents and managers	$137,092.84
payroll taxes	$13,605.65
advertising and supplies	$3,727.35
Cost of Operations:	
operating expenses	$55,275.06
Total expenses paid by MKTG TeleServices, Inc., Inc. out of commissions earned from San Francisco Opera	$209,700.90
net	$11,399.33

*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.