

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 05 (California Government Code Section 12599)



STREET ADDRESS: 1300 I Street Sacramento, CA 95814 Telephone: (916) 323-8079

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

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.

Form with two columns: Name and Address of Commercial Fundraiser (The Heritage Company, Inc., 2402 Wildwood Avenue, Sherwood, AR 72120) and Name and Address of Charitable Organization (Special Olympics Southern California (Business), 5875 Green Valley Circle 200, Culver City, CA 90230).

Figures from (check one): National Campaign [] California Campaign [x] Telemarketing held (on) (from) 1/1, 20 05 to 12/31, 20 05

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee [x] Percentage [] Other []

1. REVENUE

- A. Cash contributions \$525,656.40 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) Fa.
a. b. c. d. Fb. Fc. Fd.
G. TOTAL REVENUE

\$525,656.40 G.

2. EXPENSES

- A. Fees or commissions See attached itemization 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) Ma.
a. b. c. d. Mb. Mc. Md.

\$338,999.32 N.

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3. Amount to charity (subtract line 2N from line 1G) \$186,657.08 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) \$0.00 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) \$0.00 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) \$186,657.08 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.

