

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)



421-3

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

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

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.

Name and Address of Commercial Fundraiser: <b>R.E.W. &amp; Associates</b> CF-421	Name and Address of Charitable Organization: CT No. <u>25896</u> F.E.I.N. No. <u>95-2775100</u>
Name of commercial fundraiser <u>837 N. La Cadena Dr.</u>	Name of charity <u>WeTip, Inc.</u>
Address of commercial fundraiser <u>Colton, CA 92324</u>	Address of charity <u>P.O. Box 1296</u>
City, State, and ZIP Code	Address of charity <u>Rancho Cucamonga, CA 91729</u>
	City, State, and ZIP code of charity

Figures from (check one): National Campaign  California Campaign

TYPE OF ACTIVITY: Multi-purpose campaign for the purpose of accomplishing information dissemination; membership organization; fundraising; public relations; and the production of a Live Family Entertainment Event. (Type of activity)  
held (on) (from) April 04, 2005 to July 09, 2005 (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) <u>See Attached</u>	<u>138,174.00</u>	Fa.
a. _____	_____	Fb.
b. _____	_____	Fc.
c. _____	_____	Fd.
d. _____	_____	
G. TOTAL REVENUE		<u>138,174.00</u> ✓ 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.
N. TOTAL EXPENSES		* _____ N.

\* PLEASE SEE ATTACHED COMPLETE EXPLANATION

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3. Amount to charity (subtract line 2N from line 1G) * PLEASE SEE ATTACHED EXPLANATION	*	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
N/A		

(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.

R.E.W. & Associates

General

STATEMENT OF FUNCTIONAL DISTRIBUTION

REVENUE:

TOTAL SALES:		\$138,174.00
Live Entertainment Event (Sch.I)	\$5,850.00	
Cost of Sales	\$3,730.70	
Product Cost	\$5,833.42	
Permits/Licenses	\$0.00	
Telephones	\$867.28	
Postage	\$779.22	
Bank Charges	\$29.95	
Other	\$0.00	
Campaign Payroll (Schedule II)	\$16,105.42	
Operational Expenses (Sch. III)	<u>\$2,548.07</u>	
Total Cost of Fund Raising Event:		\$35,744.06
Gross Profit on Sales:		\$102,429.94

USE OF FUNDS

Public Relations (Sch. IV)	\$29,894.06	
Information Dissemination (Sch. V)	\$33,215.62	
Organization Membership (Sch. VI)	\$17,715.00	
General Fund	<u>\$21,605.27</u>	
Total Use of Funds		\$102,429.94

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 organizations projects, the creation of new jobs, the maintenance of office operations and other costs associated with operating this campaign activity.
2. 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.
3. 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	\$900.00
Insurance	\$0.00
Stagehands, Security	\$0.00
<b>TOTAL:</b>	<u>\$5,850.00</u>

**SCHEDULE II**

**Campaign Payroll:**

Night Telephone Representatives	\$7,247.44
Day Telephones Representatives	\$4,026.36
Clerical	\$3,382.14
Payroll Taxes	\$1,449.49
<b>TOTAL:</b>	<u>\$16,105.42</u>

**SCHEDULE III**

**Operational Expenses:**

Office Supplies/Equipment	\$4,007.05
Office Rent	\$2,763.48
Ads	\$1,519.91
Utilities	\$1,036.31
Business Licenses	\$110.54
<b>TOTAL:</b>	<u>\$9,437.28</u>

SCHEDULE IV

Public Relations Expenses:

Cost of Sales	\$3,730.70
Product Cost	\$5,833.42
Permits/ Licenses	\$0.00
Telephone	\$867.28
Postage	\$779.22
Bank Charges	\$29.95
Other	\$0.00

Campaign Payroll

Night Phone Representatives	\$7,247.44
Day Phone Representatives	\$4,026.36
Clerical	\$3,382.14
Payroll Taxes	\$1,449.49

Operational Expenses

Office Supplies/Equipment	\$1,081.90
Office Rent	\$746.14
Ads	\$410.38
Utilities	\$279.80
Business Licenses	\$29.85

TOTAL: \$29,894.06

## SCHEDULE V

### Information Dissemination Expenses:

Cost of Sales	\$4,145.22
Product Cost	\$6,481.58
Permits/ Licenses	\$0.00
Telephone	\$963.64
Postage	\$865.80
Bank Charges	\$33.28
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$8,052.71
Day Phone Representatives	\$4,473.73
Clerical	\$3,757.93
Payroll Taxes	\$1,610.54
Operational Expenses	
Office Supplies/Equipment	\$1,202.11
Office Rent	\$829.04
Ads	\$455.97
Utilities	\$310.89
Business Licenses	\$33.16
TOTAL:	<u>\$33,215.62</u>

## SCHEDULE VI

### Organization Membership Expenses:

Cost of Sales	\$2,210.78
Product Cost	\$3,456.84
Permits/ Licenses	\$0.00
Telephone	\$513.94
Postage	\$461.76
Bank Charges	\$17.75
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$4,294.78
Day Phone Representatives	\$2,385.99
Clerical	\$2,004.23
Payroll Taxes	\$858.96
Operational Expenses	
Office Supplies/Equipment	\$641.13
Office Rent	\$442.16
Ads	\$243.19
Utilities	\$165.81
Business Licenses	\$17.69
TOTAL:	<u>\$17,715.00</u>