

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903457
Sacramento, CA 95833-4479

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 05

(California Government Code Section 12583)

Failure to file annual financial report by January 31st annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12583.1

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



STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
Telephone: (916) 223-5879

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

Name and Address of Commercial Fundraiser:

SANDERSON GROUP INC. CT 422 ✓

Name of commercial fundraiser

P.O. BOX 462195

Address of commercial fundraiser

ESCONDIDO, CA. 92046-2195

City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. 1252 FEIN No. 94-1265032

CALIFORNIA COUNCIL OF THE BLIND

Name of charity

578 B STREET

Address of charity

HAYWARD, CA. 94541

City, State, and ZIP code of charity

Multi-Purpose Campaign for the purpose of accomplishing information dissemination; membership organization fundraising and the production of a live family entertainment event

From (checkbox) National Campaign California Campaign
held (on) (from) JAN. 5, 20 05, to AUG 1, 20 05.
(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 SEE ATTACHED
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) _____ Fa.
- a. _____ Fb.
- b. _____ Fc.
- c. _____ Fd.
- d. _____
- G. TOTAL REVENUE _____

\$ 184,559⁰⁰

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) _____ Ma.
- a. _____ Mb.
- b. _____ Mc.
- c. _____ Md.
- d. _____
- N. TOTAL EXPENSES _____

SEE ATTACHED

**COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 20_____**

(California Government Code Section 12599)

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3. Amount to charity (subtract line 2N from line 1G) _____ 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
GARY SANDERSON		

(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.

STATEMENT OF FUNCTIONAL DISTRIBUTION

REVENUE:

TOTAL SALES:		\$184,559.00
Live Entertainment Event (Sch.I)	\$6,525.00	
Cost of Sales	\$4,983.09	
Product Cost	\$4,434.97	
Permits/Licenses	\$0.00	
Telephones	\$2,256.19	
Postage	\$1,890.00	
Bank Charges	\$32.27	
Other	\$0.00	
Campaign Payroll (Schedule II)	\$21,761.17	
Operational Expenses (Sch. III)	<u>\$11,682.58</u>	
Total Cost of Fund Raising Event:		\$53,565.27
Gross Profit on Sales:		\$130,993.73

USE OF FUNDS

Public Relations (Sch. IV)	\$38,511.98	
Information Dissemination (Sch. V)	\$42,791.09	
Organization Membership (Sch. VI)	\$22,821.91	
General Fund	<u>\$26,868.75</u>	
Total Use of Funds		\$130,993.73

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 \$ 9,000.00
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	\$925.00
Insurance	\$650.00
Stagehands, Security	\$0.00
TOTAL:	<u>\$6,525.00</u>

SCHEDULE II

Campaign Payroll:

Night Telephone Representatives	\$9,792.53
Day Telephones Representatives	\$5,440.29
Clerical	\$4,569.85
Payroll Taxes	\$1,958.51
TOTAL:	<u>\$21,761.17</u>

SCHEDULE III

Operational Expenses:

Office Supplies/Equipment	\$5,352.21
Office Rent	\$2,768.39
Ads	\$2,030.15
Utilities	\$1,384.19
Business Licenses	\$147.65
TOTAL:	<u>\$11,682.58</u>

SCHEDULE IV

Public Relations Expenses:

Cost of Sales	\$4,983.09
Product Cost	\$4,434.97
Permits/ Licenses	\$0.00
Telephone	\$2,256.19
Postage	\$1,890.00
Bank Charges	\$32.27
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$9,792.53
Day Phone Representatives	\$5,440.29
Clerical	\$4,569.85
Payroll Taxes	\$1,958.51
Operational Expenses	
Office Supplies/Equipment	\$1,445.10
Office Rent	\$747.46
Ads	\$548.14
Utilities	\$373.73
Business Licenses	\$39.86
TOTAL:	<u>\$38,511.98</u>

SCHEDULE V

Information Dissemination Expenses:

Cost of Sales	\$5,536.77
Product Cost	\$4,927.74
Permits/ Licenses	\$0.00
Telephone	\$2,506.88
Postage	\$2,100.00
Bank Charges	\$35.85
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$10,880.58
Day Phone Representatives	\$6,044.77
Clerical	\$5,077.61
Payroll Taxes	\$2,176.12
Operational Expenses	
Office Supplies/Equipment	\$1,605.66
Office Rent	\$830.52
Ads	\$609.04
Utilities	\$415.26
Business Licenses	\$44.29
TOTAL:	<u>\$42,791.09</u>

SCHEDULE VI

Organization Membership Expenses:

Cost of Sales	\$2,952.94
Product Cost	\$2,628.13
Permits/ Licenses	\$0.00
Telephone	\$1,337.00
Postage	\$1,120.00
Bank Charges	\$19.12
Other	\$0.00
Campaign Payroll	
Night Phone Representatives	\$5,802.98
Day Phone Representatives	\$3,223.88
Clerical	\$2,708.06
Payroll Taxes	\$1,160.60
Operational Expenses	
Office Supplies/Equipment	\$856.35
Office Rent	\$442.94
Ads	\$324.82
Utilities	\$221.47
Business Licenses	\$23.62
TOTAL:	<u>\$22,821.91</u>