791-2

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 2005

(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:** CF-791

Contract Communications, Inc.
3710 Indian River Road
Chesapeake VA 23325

**Name and Address of Charitable Organization:**

CT No. 62171 F.E.I.N. No. 91-1298249

Operation Lookout National Center for Missing
Name of charity

6320 Evergreen Way, SUite 102
Address of charity

Everett WA 98203
City, State, and ZIP code of charity

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

business-to-business telemarketing held (on) (from) 1/1/2005, 20____, to 12/31/2005, 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 | 529,964 | 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 | 529,964 | G. |
| **2. EXPENSES** | | |
| A. Fees or commissions | | A. |
| B. Salaries | 231,064 | B. |
| C. ~~Payroll taxes~~ Net Income | 55,646 | C. |
| D. ~~Employee benefits~~ Health-Dental | 23,848 | D. |
| E. ~~Cost of merchandise for resale~~ Sales Promo | 4770 | E. |
| F. ~~Cost of entertainment~~ T+E | 3710 | F. |
| G. Postage + Fedex | 15,899 | G. |
| H. Advertising | 3710 | H. |
| I. Telephone | 14,839 | I. |
| J. Rental of equipment - repairs | 3975 | J. |
| K. Facilities charge | 29,678 | K. |
| L. Permits Legal + Acct | 5830 | L. |
| M. Other expenses: (Specify) | | |
| a. Collec. + Caging | 23,318 | Ma. |
| b. Sales leads | 9009 | Mb. |
| c. Office Supplies | 9539 | Mc. |
| d. misc | 15,634 | Md. |
| N. TOTAL EXPENSES | 450,469 | N. |

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| | | |
|---|---|---|
| 3. | Amount to charity (subtract line 2N from line 1G) | 79,495 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) | 79,495 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 |
|---|---|---|
| | | |
| | | |
| | | |

r 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.

# OLO

01/01/05 to 12/31/05

| Items | Dollar Amt. |
|---|---|
| Collected Sales | $ 529,964 |
| Other Credit | |
| **Total Income** | **$ 529,964** |
| | |
| T & E | $ 3,710 |
| State Fees/Bonds | |
| Mailbox Fees | |
| Federal Express | $ 1,060 |
| Sales Leads | $ 9,009 |
| Sales Promotion | $ 4,770 |
| Telephone | $ 14,839 |
| Pay/FICA-Sales | $ 142,030 |
| Pay/FICA-Admin | $ 89,034 |
| Health/Dental | $ 23,848 |
| Postage-Billing | $ 14,839 |
| Office Equip/Repair | $ 3,975 |
| Office Supplies | $ 9,539 |
| Rent | $ 29,678 |
| Advertising | $ 3,710 |
| Coll. & Cage Service | $ 23,318 |
| Legal & Accounting | $ 5,830 |
| Misc. Expenses | $ 15,634 |
| **Total Expenses** | **$ 394,823** |
| | |
| **Net Proceeds** | **$ 135,141** |
| | |
| Royalties | $ 79,495 |
| Mag. Printing | |
| Mag. Postage | |
| Other Payment | |
| **Total Royalty** | **$ 79,495** |
| | |
| **Royalty Percentages** | **15.00%** |
| | |
| **Net Income (Loss)** | **55,645.82** |