

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 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 12596.1

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) 323-5079

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

Name and Address of Commercial Fundraiser:

PEP Direct, Inc. CF#-1401

Name of commercial fundraiser

19 Stoney Brook Drive

Address of commercial fundraiser

Wilton, NH 03086

City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. 79497 F.E.I.N. No. 13-1946868

Paralyzed Veterans of America

Name of charity

801 Eighteenth Avenue NW

Address of charity

Washington, DC 20006

City, State, and ZIP code of charity

Figures from (check one): National Campaign California Campaign

Direct Mail held (on) (from) 11/01, 2004, to 10/31, 2005
(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: PEP Direct is paid on a per thousand pieces mailed basis

1. REVENUE

- A. Cash contributions \$72,374,243 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

\$72,374,243 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) Ma.
- a. b. c. d. Mb. Mc. Md.

N. TOTAL EXPENSES

\$0 N.

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3. Amount to charity (subtract line 2N from line 1G)	<u>\$72,374,243</u>	3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)	<u>28,255,777</u>	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	<u>0</u>	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	<u>\$44,118,466</u>	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.