EM 1/4 1403-16

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 20 05

(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 12599.1

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:** 1403

SD&A Teleservices, Inc.
101 Continental Boulevard, Suite 400
El Segundo CA 90245

**Name and Address of Charitable Organization:**

CT No. 7860 F.E.I.N. No. 95-6132185

NATURAL HISTORY MUSEUM OF LOS ANGELES COUNTY
900 EXPOSITION BLVD
Address of charity
LOS ANGELES CA 90007
City, State, and ZIP code of charity

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

Telemarketing (Type of activity) held (on) (from) 2/14/2005, 20____, to 12/31/2005, 20____ (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 | $83,265 | 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 | | $83,265 G. |

2. EXPENSES (see attached)

| | | |
|---|---|---|
| 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 | | $69,566 N. |

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| | | |
|---|---|---|
| 3. | Amount to charity (subtract line 2N from line 1G) | $13,699 3. |
| 4. | Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) | -0- 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) | $13,699 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.

SD&A Teleservices, Inc.
Natural History Museum of Los Angeles
2005 Telefundraising Campaign

| | | |
|---|---|---|
| Total money received by | Natural History Museum of Los Angeles | $83,265 |
| Total fees paid to | SD&A Teleservices, Inc. | $69,566 |
| Total net to | Natural History Museum of Los Angeles | $13,699 |

| | |
|---|---|
| fees paid to SD&A Teleservices, Inc.: prorated expenses | |
| payroll | $43,131 |
| office rental pro rata share | $3,478 |
| telephone | $5,565 |
| utilities | $0 |
| postage | $2,783 |
| printing | $6,261 |
| fundraising registration | $696 |
| insurance | $696 |
| recruitment | $0 |
| depreciation | $2,783 |
| office | $1,391 |
| other overhead expenses | $2,087 |
| total campaign expenses* | $68,871 |
| SD&A Teleservices net for profit and admin overhead | $696 |
| Total fees paid to SD&A Teleservices, Inc. | $69,566 |

*these expenses are based on SD&A Teleservices' operating ratios.

SD&A Teleservices, Inc. does not receive donated funds. All monies rec'd are as reported to SD&A Teleservices by the charitable organization.