1403-25

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 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: TF1403

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

Name and Address of Charitable Organization:

CT No. 3814 F.E.I.N. No. 94-0836240

San Francisco Opera Association
Name of charity

301 Van Ness Avenue
Address of charity

San Francisco CA 94102
City, State, and ZIP code of charity

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

Telemarketing (Type of activity) held (on) (from) 10/17/04, 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	$2,187,040	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	$2,187,040	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	$434,789	N.

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3. Amount to charity (subtract line 2N from line 1G)	$1,752,251.	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)	-0-	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	$1,752,251	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.

San Francisco Opera
2005 TeleFundraising Campaign

Total money received by	San Francisco Opera	$2,187,040
Total fees* paid to	SD&A Teleservices, Inc.	$434,789
Total net to	San Francisco Opera	$1,752,251

Total fees and commissions paid to SD&A Teleservices, Inc. by San Francisco Opera	$434,789
Cost of Campaign:	
salaries: agents and managers	$269,590
payroll taxes	$26,755
advertising and supplies	$7,330
Cost of Operations:	
operating expenses	$108,697
Total expenses paid by SD&A Teleservices, Inc. out of commissions earned from San Francisco Opera	$412,372
net	$22,417

*these expenses are percentages of Commissions based on SD&A Teleservices, Inc.'s operating ratios.

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