

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 20 05

(California Government Code sections 12586 and 12599)  
11 Cal. Code Regs. section 308

Failure to file annual financial report by January 30<sup>th</sup> annually for each calendar year of solicitation may result in late fees as defined in Government Code section 12586.1



STREET ADDRESS:  
1300 I Street  
Sacramento, CA 95814  
Telephone: (916) 323-5079

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

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 for Charitable Purposes:

CF No. 1700  
Gwenn Lennox  
Name of commercial fundraiser for charitable purposes  
770 Los Palos Manor  
Address of commercial fundraiser for charitable purposes  
Lafayette, CA 94549  
City, State, and ZIP Code of commercial fundraiser for charitable purposes

Name and Address of Charitable Organization:

CT No. 117298 Tax ID 80-0022897  
F.E.I.N. No. 80-0022897  
Lafayette Community Foundation  
Name of charity  
PO Box 221  
Address of charity  
Lafayette, CA 94549  
City, State, and ZIP code of charity

Figures from (check one): National Campaign  California Campaign

Library Fundraising held (on) (from) Jan, 2005, to Dec, 2005  
(Type of activity) (Date or dates must be shown)

Is the contract between the commercial fundraiser for charitable purposes and charity based upon a fee or percentage of revenue? Fee  Percentage  Other   
If other, provide brief explanation \_\_\_\_\_

1. REVENUE

- A. Cash contributions 4,012,390.31 A.
- B. Entertainment sales or admission charges 11,484.62 B.
- C. Sales from products \_\_\_\_\_ C.
- D. Advertisement sales \_\_\_\_\_ D.
- E. Membership fees \_\_\_\_\_ E.
- F. Other sources: (Specify)
  - a. Investment Activity 70,787.87 Fa.
  - b. \_\_\_\_\_ Fb.
  - c. \_\_\_\_\_ Fc.
  - d. \_\_\_\_\_ Fd.
- G. TOTAL REVENUE 4,094,662.80 ✓

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)
  - a. \_\_\_\_\_ Ma.
  - b. \_\_\_\_\_ Mb.
  - c. \_\_\_\_\_ Mc.
  - d. \_\_\_\_\_ Md.
- N. TOTAL EXPENSES 282,458.40 N.

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3. Amount to charity (subtract line 2N from line 1G) 3,812,209.40
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser for charitable purposes (to be completed by charity) 4.  
*(47,062.50) see attached financials. This is included in total expenses above.*
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) 3,812,209.40

7. (a) Is any director, officer, or employee of the commercial fundraiser for charitable purposes a director, officer, or employee of the charitable organization listed in this report?  
 Yes  No If "yes" complete the following:

Name and address of director, officer, or employee of commercial fundraiser for charitable purposes	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 for charitable purposes 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.

02/14/06  
Accrual Basis

**Lafayette Community Foundation**  
**Income and Expenses**  
January through December 2005

	<u>Jan - Dec 05</u>
<b>Income</b>	
<b>Donations</b>	
Library Fund Donations	
Library Building Donations	
L Community Donations	4,522,833.35
L Underwriting Donations	2,100.00
L Contingent Donations	0.00
L Event Donations	
Oakwood	5,450.00
Total L Event Donations	5,450.00
L In-Kind Donations	
Library Donations - In-Kind	1,969.00
Library Donations - CC In-Kind	32,468.65
Library Donations - KO In-Kind	3,780.00
Library Donations - MG In-Kind	8,689.31
Total L In-Kind Donations	46,906.96
Total Library Building Donations	4,577,290.31
Library FLL Donations	-750,000.00
Library History Room Donations	51,350.00
Library LSC Donations	75,000.00
Pledge Offset	
Pledge Offset - 3rd Party Gift	51,000.00
Pledge Offset - Donor Pledge	-51,000.00
Total Pledge Offset	0.00
Total Library Fund Donations	3,953,640.31
Library Endowment Fund Donation	61,000.00
Library Donations Write-Off	-2,250.00
Total Donations	4,012,390.31
<b>Event Income</b>	
Library Events	
Kick-Off Event	
Food Sales	2,334.62
Sponsorship Income	7,800.00
Total Kick-Off Event	10,134.62
Oakwood Raffle	1,350.00
Total Library Events	11,484.62
Total Event Income	11,484.62
<b>Investment Activity</b>	
Investment Activity	
Interest/Dividend Income	78,349.45
Realized G/L - Sale of Stock	-8,721.01
Unrealized G/L	1,159.43
Total Investment Activity	70,787.87
Total Investment Activity	70,787.87
Returned Check	0.00
Total Income	4,094,662.80
<b>Expense</b>	
Library Project	
Major Gifts Campaign	
Major Donor Outreach	
55100L - Major Donor Events	
House Parties	182.04
Richard Clark Event	742.72
Total 55100L - Major Donor Events	924.76

02/14/06  
Accrual Basis

**Lafayette Community Foundation**  
**Income and Expenses**  
**January through December 2005**

	<u>Jan - Dec 05</u>
55400L · Major Donor Marketing Materials	
Donor Recognition Gifts	5,503.21
Major Gifts Campaign Materials	805.48
Major Donor Market Mat In-Kind	3,031.88
<b>Total 55400L · Major Donor Marketing Materials</b>	<u>9,340.57</u>
<b>Total Major Donor Outreach</b>	<b>10,265.33</b>
Donor Relations/Programs	
4/17 Charter Members Event	
55100CM · Charter Member Event	3,604.32
Charter Member Event In-Kind	5,657.43
<b>Total 4/17 Charter Members Event</b>	<u>9,261.75</u>
Library Cards	3,324.45
State Grant Reception	701.46
Website	1,014.85
<b>Total Donor Relations/Programs</b>	<u>14,302.51</u>
<b>Total Major Gifts Campaign</b>	<b>24,567.84</b>
Community Campaign	
Local Business Outreach	
55100LB · Local Business Events	180.18
55400LB · Local Business Market Mat	213.17
<b>Total Local Business Outreach</b>	<u>393.35</u>
Affinity Group Outreach	
55400AG · Affinity Group Market Mat	323.61
<b>Total Affinity Group Outreach</b>	<u>323.61</u>
Rossmoor Outreach	
55400RM · Rossmoor Marketing Materials	1,280.00
<b>Total Rossmoor Outreach</b>	<u>1,280.00</u>
House Parties	
55100HP · House Parties	1,144.63
55400HP · House Parties Market Mat	14.55
House Parties In-Kind	332.33
<b>Total House Parties</b>	<u>1,491.51</u>
55400CC · Community Campaign Market Mat	
Sign	990.49
Mini-Case Design	8,370.39
Mini-Case Mailling	
Postage	2,027.53
Production	12,448.75
<b>Total Mini-Case Mailling</b>	<u>14,476.28</u>
Post Launch Mailing	1,343.31
Contact Mailings (4)	
Materials	16,110.25
Postage	3,890.21
<b>Total Contact Mailings (4)</b>	<u>20,000.46</u>
Community Campaign Mkt Mat In-K	31,706.01
<b>Total 55400CC · Community Campaign Market Mat</b>	<u>76,886.94</u>
Donor Relations/Program	
Inkind	430.31
Library Cards	9,903.78
11/05 Thanks4Giving Bookbinder	6,222.10
<b>Total Donor Relations/Program</b>	<u>16,556.19</u>
53215V · Volunteer Management Training	642.34
<b>Total Community Campaign</b>	<u>97,573.94</u>

02/14/06  
Accrual Basis

**Lafayette Community Foundation**  
**Income and Expenses**  
**January through December 2005**

	<u>Jan - Dec 05</u>
<b>04/05 Kick-Off Celebration</b>	
55100KO · Venues	
Tenting/Stages	7,470.75
Audio/Visual	2,969.15
Sanitation	711.11
Kick Off Venues In-Kind	1,780.00
<b>Total 55100KO · Venues</b>	<b>12,931.01</b>
55140KO · Activities	
Food/Beverage/Setup	2,677.76
Music/Entertainment	250.00
Transportation	650.31
Kick-Off Activities In-Kind	300.00
<b>Total 55140KO · Activities</b>	<b>3,878.07</b>
55400KO · Marketing/Advertising	
Pre-Event Marketing	1,785.42
Event Day Marketing Materials	1,508.61
Promotional Items	3,865.72
Kick-Off Marketing/Ad In-Kind	1,700.00
<b>Total 55400KO · Marketing/Advertising</b>	<b>8,859.75</b>
55100CP · Consortium Partner Events	921.60
55100CS · Community Sponsored Events	100.00
53120KO · Photocopy	26.70
53130KO · Stationary	39.72
53140KO · Postage	13.50
53215KO · Volunteer Management Training	2,461.07
<b>Total 04/05 Kick-Off Celebration</b>	<b>29,231.42</b>
<b>Consortium Relations/Programs</b>	
Program Meetings	40.02
<b>Total Consortium Relations/Programs</b>	<b>40.02</b>
55500L · Consultants	
Fundraising Counsel	10,130.00
Campaign Director	47,062.50
Data Coordinator	41,661.25
Support	11,790.00
Payroll Taxes	5,740.40
Consultants - In-Kind	1,969.00
<b>Total 55500L · Consultants</b>	<b>118,353.15</b>
<b>Project Administration</b>	
53000L · Office Supplies	5,512.38
53120L · Photocopy	55.42
53130L · Stationary/Envelope Printing	1,492.70
53140L · Postage	1,373.11
53170L · Bank Fees/Service Charges	2,590.86
53181L · Donor Management System	
System	3,804.42
Web Access	733.44
Annual Maintenance	796.72
<b>Total 53181L · Donor Management System</b>	<b>5,334.58</b>
53215L · Donor Management Sys Training	800.00
53240L · Committee Expenses	213.15
53260L · Miscellaneous	-0.56
<b>Total Project Administration</b>	<b>17,371.64</b>
<b>Total Library Project</b>	<b>287,138.01</b>
<b>EBCF Fees</b>	
50200 · EBCF Administrative Fees	5,370.39
<b>Total EBCF Fees</b>	<b>5,370.39</b>
<b>Reconciliation Adjustments</b>	<b>-10,050.00</b>

Lafayette Community Foundation  
Income and Expenses  
January through December 2005

02/14/06  
Accrual Basis

	<u>Jan - Dec 05</u>
Total Expense	<u>282,458.40</u>
Net Income	<u><u>3,812,204.40</u></u>