

MAIL TO:  
Office of the Attorney General  
Registry of Charitable Trusts  
P.O. Box 903447  
Sacramento, CA 94203-4470

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES  
THRIFT STORE OPERATIONS  
ANNUAL FINANCIAL REPORT FOR 2003  
(California Government Code Section 12599)



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

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.

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

WEBSITE ADDRESS:  
<http://ag.ca.gov/charities/>

Name and Address of Commercial Fundraiser:	Name and Address of Charitable Organization:
413	CT No. <u>2967</u> F.E.I.N. No. <u>94-1399287</u>
TVI, INC. 11400 SE 6TH STREET STE 220 BELLEVUE, WA 98004	<u>Hope Rehabilitation Services</u>
	Name of charity <u>1777 Agnew Rd</u>
	Address of charity <u>Santa Clara, CA 95054-1751</u>
	City, State, and ZIP code of charity

Salinas Retail sale held (on) (from) Jun 5, 2003 to Jan 3, 2004  
(Type of Activity) (Date or dates must be shown)

1. REVENUE			
A. Store Sales	<u>1381191</u>	A.	
B. Rag Sales	<u>60610</u>	B.	
C. Miscellaneous Income		C.	
D. TOTAL REVENUE		D.	<u>1441801</u>
2. STORE EXPENSES:			
A. Salaries - Store Management	<u>70290</u>	A.	
B. Salaries - Employees	<u>387931</u>	B.	
C. Payroll taxes	<u>42924</u>	C.	
D. Employee benefits	<u>122824</u>	D.	
E. Truck Expense	<u>5940</u>	E.	
F. Advertising	<u>20106</u>	F.	
G. Insurance	<u>3992</u>	G.	
H. Telephone	<u>8859</u>	H.	
I. Rent	<u>244799</u>	I.	
J. Utilities	<u>46894</u>	J.	
K. Sales Tax	<u>5770</u>	K.	
L. Office Expense		L.	
M. Depreciation	<u>54513</u>	M.	
N. Leasehold Improvements (Amortized)		N.	
O. Solicitation and Pick Up Expense	<u>509916</u>	O.	
P. Other Expenses. (Attach a Schedule)		P.	
Q. TOTAL EXPENSES		Q.	<u>1524758</u>

NOTE: BASED ON YOUR CONTRACT/AGREEMENT, PLEASE COMPLETE LINES 3 AND 4 OR LINES 5, 6, AND 7.

3. COST OF GOODS PURCHASED FROM CHARITY (Distribution or net to charitable organization)			<u>148385</u>
Volume of soft goods purchased in 100 cubic feet: <u>474</u>			
4. AMOUNT RETAINED BY COMMERCIAL FUNDRAISER (Line 1D minus Line 2Q minus Line 3)			<u>&lt;267978&gt;</u>
5. NET INCOME (lines 1D minus 2Q)			
6. MANAGEMENT FEES/COMMISSION TO COMMERCIAL FUNDRAISER			
A. Volume of soft goods received from charitable solicitation and pick up in 100 cubic feet: _____			
7. NET DISTRIBUTION TO CHARITY (Line 5 minus 6)			

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8. a. Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control, directly or indirectly, the charitable organization for which commercial fundraiser has contracted to solicit?

Yes If "yes," complete the following:  No

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 8(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.

Signature of authorized officer (commercial fundraiser) DOWN JOHNSON Printed Name CONTROLLER Title 3/3/04 Date

This report must be signed by two officers of the charitable organization for verification.

Signature [Signature] Printed Name ELAYNE ROBERTS Director Title 2/9/04 Date

Signature of authorized officer/director (charity) RAYMOND T. ASBZ Printed Name CFO Title 2/9/04 Date

TVI, Inc.  
Store 1106 - Salinas  
Attachment to CA Form ct-2TCF  
For the Year Ended Januaray 3, 2004

Line 2P, Other Expenses:

Disposal service	27,326
Supplies	23,356
Repairs and maintenance	10,133
Floor Cleaning	12,243
Postage and delivery	1,356
Bank charges	10,369
Travel, meals, ent & relocation	3,813
Relocation	10,436
NSF Checks	
Cash over/short	395
Uninsured loss	6,128
Software and IT expenses	
Security	745
Employee functions	3,316
Legal and Accounting	1,280
Non Local Used and Freight & Demurrage	285,034
Overhead allocations	85,596
Depreciation	6,768
Training	3,498
Labels	15,628
Labels Freight	2,496
Total other expenses	<u>509,916</u>

TVI, Inc.  
 Total Oks and Local Used CGS  
 Store1106 - Salinas  
 For the Year Ended January 3, 2004

Used \$8.82 per ok paid average  
 for Sterling Baxter only had weight available

Hope		Sterling & Baxter	
# of Oks	Local Used	# of Oks	Local Used
25	66.25	760	6,702.41
1059	8,698.95	1,089	9,608.17
1177	9,920.55	698	6,154.50
1031	8,496.65	426	3,753.42
1166	9,665.70	767	6,760.60
753	6,277.65	415	3,658.93
857	7,340.15	15	134.20
699	5,878.35	18	157.30
725	5,922.85	13	117.70
1000	8,646.30	15	136.40
1205	10,482.75	15	133.76
1,283	10,750.45	5	48.40
1,134	9,580.90	29	254.10
721	6,132.68	9	80.30
1,069	9,079.25	12	110.00
1,191	10,348.05	(133)	(1,172.16)
1,080	9,401.20	-	-
666	5,705.50	-	-
702	5,990.00	-	-
	1.20	-	-

17,543	148,385.38
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4,154	36,638.03
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**TOTALS**

<b>21,697</b>	<b>185,023.41</b>
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21,696.97	185,023.41
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Hope	17,543.00 *
Sterling & Baxter	4,153.97 *
	- *
	<u>21,696.97</u>

2.7/100	473.66
2.7/100	112.16
2.7/100	-
	<u>585.82</u>

586