

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

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES THRIFT STORE OPERATIONS ANNUAL FINANCIAL REPORT FOR 20 03 (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.

Form with two columns: Name and Address of Commercial Fundraiser (DBA: Thrift Town, 2101 Mission Street, San Francisco, CA 94110, NORQUIST SALVAGE CORPORATION, 2151 PROFESSIONAL DR. STE. 200, ROSEVILLE, CA 95661) and Name and Address of Charitable Organization (CT No. 6042, F.E.I.N. No. 941415287, The Arc of San Francisco, 1500 Howard Street, San Francisco, CA 94103; Lifehouse # 74754, 18 Professional Center Pkwy, San Rafael, CA 94903).

Thrift Store held (on) (from) 01-01-2003 to 12-31-2003 (Date or dates must be shown)

Table with 4 columns: (Type of Activity), (Date or dates must be shown), Amount, and Label. Rows include REVENUE (A. Store Sales: 2,469,545; B. Rag Sales: 8,080; C. Miscellaneous Income: 201; D. TOTAL REVENUE: 2,477,826) and STORE EXPENSES (A. Salaries - Store Management: 98,281; B. Salaries - Employees: 649,042; C. Payroll taxes: 79,069; D. Employee benefits: 91,942; E. Truck Expense: 15; F. Advertising: 43,044; G. Insurance: 86,955; H. Telephone: 4,296; I. Rent: 252,415; J. Utilities: 17,478; K. Sales Tax: \$209,931; L. Office Expense: 2,273; M. Depreciation: 10,057; N. Leasehold Improvements (Amortized): 0; O. Solicitation and Pick Up Expense: 0; P. Other Expenses: 201,760; Q. TOTAL EXPENSES: 1,536,627).

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

Table with 4 columns: Line Number, Description, Amount, and Label. Rows include: 3. COST OF GOODS PURCHASED FROM CHARITY (Distribution or net to charitable organization) 697,898; 4. AMOUNT RETAINED BY COMMERCIAL FUNDRAISER (Line 1D minus Line 2Q minus Line 3) 243,301; 5. NET INCOME (lines 1D minus 2Q); 6. MANAGEMENT FEES/COMMISSION TO COMMERCIAL FUNDRAISER; 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) Lane R. Steinmetz Printed Name President, CFO Title 01-30-04 Date

Patricia Kernerling Printed Name Ex Dir Title 2-3-04 Date

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

Signature of authorized officer/director (charity) Deborah Levy Printed Name President/CEO Title 2/11/04 Date

Signature of authorized officer/director (charity) _____ Printed Name _____ Title _____ Date _____

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APR 21 2004
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