

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)

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.



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

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

<p>Name and Address of Commercial Fundraiser:</p> <p>770</p> <p>ATLAS MANAGEMENT ASSOCIATES, INC. 85A GALLI DRIVE NOVATO, CA 94949</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>74912</u> F.E.I.N. No. <u>33-0834548</u></p> <p><u>Vietnam Veterans of America Inc.</u></p> <p>Name of charity</p> <p><u>8605 CAMERON ST.</u></p> <p>Address of charity</p> <p><u>Silver Springs, MD 20910</u></p> <p>City, State, and ZIP code of charity</p>
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Thrift Store held (on) (from) JAN 1, 2003 to DEC 31, 2003

(Type of Activity)	(Date or dates must be shown)	
1. REVENUE		
A. Store Sales	<u>2,126,322</u>	A.
B. Rag Sales	<u>26,097</u>	B.
C. Miscellaneous Income	<u>2,518</u>	C.
D. TOTAL REVENUE		<u>2,193,937</u> D.
2. STORE EXPENSES:		
A. Salaries - Store Management	<u>99,839</u>	A.
B. Salaries - Employees	<u>715,366</u>	B.
C. Payroll taxes	<u>82,445</u>	C.
D. Employee benefits	<u>—</u>	D.
E. Truck Expense	<u>70,343</u>	E.
F. Advertising	<u>467</u>	F.
G. Insurance	<u>229,451</u>	G.
H. Telephone	<u>11,733</u>	H.
I. Rent	<u>60,000</u>	I.
J. Utilities	<u>34,023</u>	J.
K. Sales Tax	<u>N/A</u>	K.
L. Office Expense	<u>4,287</u>	L.
M. Depreciation	<u>48,264</u>	M.
N. Leasehold Improvements (Amortized)	<u>34,912</u>	N.
O. Solicitation and Pick Up Expense	<u>1663</u>	O.
P. Other Expenses. (Attach a Schedule)	<u>265,124</u>	P.
Q. TOTAL EXPENSES		<u>1,657,922</u> Q.

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>432,000</u>	3.
Volume of soft goods purchased in 100 cubic feet: <u>1,820</u>		
4. AMOUNT RETAINED BY COMMERCIAL FUNDRAISER (Line 1D minus Line 2Q minus Line 3)	<u>209,015</u>	4.
5. NET INCOME (lines 1D minus 2Q)		5.
6. MANAGEMENT FEES/COMMISSION TO COMMERCIAL FUNDRAISER		6.
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)		7.

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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) GREG ELLISON Printed Name Pres Title 1/29/04 Date

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

Signature of authorized officer/director (charity) J. A. STERNBURG Printed Name CFO Title 12-17-03 Date

Signature of authorized officer/director (charity) Thomas Corey Printed Name President Title 12/17/03 Date

RECEIVED  
 FEB 02 2004  
 REGISTERED OFFICERS  
 REGISTERED OFFICERS  
 REGISTERED OFFICERS

Atlas Management Associates, Inc  
85 A Galli Drive  
Novato, CA 94949

P. Other Expenses

Bank Chg	18,012	
Inventory Adj	(7,000)	
Purchases	60,000	
Entertainment	1,510	
Interest	1,847	
Licenses/permit	1,911	
Miscell	302	
Printing	283	
Prof services	21,023	
Store supply	43,158	
Support Svc	59,619	
Taxes prop	3,477	
Travel	335	
Waste disp	52,078	
Tax & conting	8,571	
	265,124	Total other expense

9/04