

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 2004
(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 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

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: 109		Name and Address of Charitable Organization:	
The Heritage Company, Inc.		CT No. <u>90503</u> F.E.I.N. No. _____	
Name of commercial fundraiser		Enlisted Association of the National Guard of the United States	
2402 Wildwood Avenue		Name of charity	
Address of commercial fundraiser		3133 Mount Vernon Ave.	
Sherwood	AR 72120	Alexandria	VA 22305
City, State, and ZIP Code		Address of charity	
		City, State, and ZIP code of charity	

Figures from (check one): National Campaign California Campaign

Telemarketing held (on) (from) 1/1, 20 04, to 12/31/, 20 04
(Type of activity) (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 \$38,202.00 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 \$38,202.00 G. ✓

2. EXPENSES

See attached itemization

- 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 \$27,488.38 N.

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Registry of Charitable Trusts

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3. Amount to charity (subtract line 2N from line 1G)	\$10,713.62	3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)	\$0.00	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	\$0.00	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	\$10,713.62	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
See attached list of officers and directors		

(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.

<i>Glenda Keenihan</i>	Glenda Keenihan	Secretary/Treasurer	3/31/05
Signature of authorized officer (commercial fundraiser)	Printed name	Title	Date

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

<i>Edwin B. Brown</i>	Edwin B. Brown	Treasurer	3/31/05
Signature of authorized officer/director (charity)	Printed name	Title	Date

<i>Treasurer</i>	Treasurer	Treasurer	3/31/05
Signature of authorized officer/director (charity)	Printed name	Title	Date

