

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)

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.



STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
Telephone: (916) 323-6079

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

Name and Address of Commercial Fundraiser: The Heritage Company, Inc. 109 Name of commercial fundraiser 2402 Wildwood Avenue Address of commercial fundraiser Sherwood AR 72120 City, State, and ZIP Code	Name and Address of Charitable Organization: CT No. 094720 F.E.I.N. No. _____ American Association of the Deaf-Blind Name of charity 814 Thayer Avenue, Suite 302 Address of charity Silver Spring MD 20910-4500 City, State, and ZIP code of charity
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Figures from (check one): National Campaign California Campaign

Telemarketing _____ hold (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 Cash guarantee vs. %

1. REVENUE

- A. Cash contributions \$224,322.45 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.

\$224,322.45 g. ✓

G. TOTAL REVENUE

2. EXPENSES

- A. Fees or commissions See attached itemization 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.

\$162,676.40 N.

N. TOTAL EXPENSES

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3. Amount to charity (subtract line 2N from line 1G)	\$61,646.05	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)	\$61,646.05	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.

Glenda Keenihan	Secretary/Treasurer	1/3/05
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.

Jamie Pope	Executive Dir.	2/7/05
Jeffrey Bohman	Treasurer	2/11/05
Signature of authorized officer/director (charity)	Printed name	Title Date
Signature of authorized officer/director (charity)	Printed name	Title Date

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