

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 20 05  
(California Government Code Section 12599)



STREET ADDRESS:  
1300 I Street  
Sacramento, CA 95814  
Telephone: (916) 323-5070

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 12599.1

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

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

Name and Address of Commercial Fundraiser: #109		Name and Address of Charitable Organization:	
The Heritage Company, Inc.		CT No. 60773	F.E.I.N. No. 52-0889518
Name of commercial fundraiser		Special Olympics, Inc.	
2402 Wildwood Avenue		Name of charity	
Address of commercial fundraiser		1133 19th Street, NW	
Sherwood	AR 72120	Address of charity	DC 20036
City, State, and ZIP Code		City, State, and ZIP code of charity	

Figures from (check one): National Campaign  California Campaign

Telemarketing held (on) (from) 10/1, 20 04 to 7/15, 20 05  
(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 \$570.00 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) \_\_\_\_\_ F.
- a. \_\_\_\_\_ Fa.
- b. \_\_\_\_\_ Fb.
- c. \_\_\_\_\_ Fc.
- d. \_\_\_\_\_ Fd.

G. TOTAL REVENUE \$570.00 g.

2. EXPENSES

- A. Fees or commissions See attached Itemization
- 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) \_\_\_\_\_ M.
- a. \_\_\_\_\_ Ma.
- b. \_\_\_\_\_ Mb.
- c. \_\_\_\_\_ Mc.
- d. \_\_\_\_\_ Md.

N. TOTAL EXPENSES \$696.55 n.

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3. Amount to charity (subtract line 2N from line 1G)	-\$126.55	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)	-\$126.55	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.

# CAMPAIGN FINANCIAL REPORT

**THE HERITAGE COMPANY**

*(Name of Professional Solicitor)*

\_\_\_\_\_

*(Registration Number)*

**SPECIAL OLYMPICS, INC. - CALIFORNIA**

*(Name of Charitable Organization or Sponsor)*

For the period beginning 10/01/04 through 07/15/05

GROSS REVENUE	<u>570.00</u>		
EXPENSES			
SALARIES, WAGES, COMMISSIONS	<u>232.26</u>		
PROMOTIONAL FEES	<u>31.29</u>		
POSTAGE	<u>12.60</u>		
TELEPHONE	<u>172.41</u>		
RENT	<u>66.36</u>		
SUPPLIES	<u>7.14</u>		
LICENSES, PERMITS	<u>11.76</u>		
ADVERTISING	<u>14.70</u>		
ACCOUNTING/DATA PROCESSING	<u>82.74</u>		
LIST PREPARATION	<u>6.51</u>		
OTHER:	<u>          </u>		
_____	<u>          </u>		
_____	<u>          </u>		
_____	<u>          </u>		
TOTAL EXPENSES	<u>637.77</u>	111.89%	
Net Proceeds	<u>-67.77</u>		0.00%
Amount Retained by Charitable Organization or Sponsor <i>(Collections as reported by client)</i>	<u>-126.55</u>		0.00%
Percentage of Funds Received by Charitable Organization or Sponsor <i>(Amount Retained by the Charitable Organization or Sponsor divided by Gross Revenue)</i>	<u>0.00%</u>		
Net Income/Loss (-) to THC	<u>58.78</u>		10.31%