

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
VEHICLE DONATION PROGRAM



ANNUAL FINANCIAL REPORT FOR 20⁰⁵
(California Government Code section 12599)
(11 Cal. Code Regs. section 308)

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.

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

WEBSITE 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 for Charitable Purposes:	Name and Address of Charitable Organization:
CF No. <u>1155</u>	CT No. <u>121676</u> F.E.I.N. <u>38-3665795</u>
<u>American Donation Organization</u>	<u>International Children's Relief Foundation</u>
<u>Name of commercial fundraiser for charitable purposes</u>	<u>Name of charity</u>
<u>P.O. BOX 86551</u>	<u>4942 Brighton Ave</u>
<u>Address of commercial fundraiser for charitable purposes</u>	<u>Address of charity</u>
<u>San Diego, CA 92138</u>	<u>San Diego, CA 92107</u>
<u>City, State, and ZIP code of commercial fundraiser for charitable purposes</u>	<u>City, State, and ZIP code of charity</u>

Figures from (check one): National Campaign California Campaign

Property Donation held (on) (from) January 1, 20⁰⁵, to December 31, 20⁰⁵
(Type of Activity) (Date or dates must be shown)

1. REVENUE

A. Car/Truck Sales	<u>27,260</u>	A.
B. Boat Sales	_____	B.
C. Other sources: (Specify)		
a. _____	_____	Ca.
b. _____	_____	Cb.
c. _____	_____	Cc.
d. _____	_____	Cd.
D. TOTAL REVENUE (1)	<u>27,260</u>	D.

2. EXPENSES (2)

A. Fees or commissions paid by commercial fundraiser for charitable purposes	<u>306</u>	A.
B. Salaries	<u>699</u>	B.
C. Payroll taxes	<u>73</u>	C.
D. Employee benefits	<u>0</u>	D.
E. Towing	<u>2,827</u>	E.
F. Vehicle repairs (3)	<u>2,337</u>	F.
G. Parts (3)	<u>723</u>	G.
H. DMV Fees	<u>30</u>	H.
I. Appraisals	<u>17</u>	I.
J. Detailing (3)	<u>560</u>	J.
K. Advertising (4)	<u>1,919</u>	K.
L. Telephone	<u>272</u>	L.
M. Other expenses: (Specify)		
a. <u>Lease/Rent</u>	<u>3,207</u>	Ma.
b. <u>Auction Fees</u>	<u>1,094</u>	Mb.
c. <u>Office Expense</u>	<u>239</u>	Mc.
d. <u>See Attached</u>	<u>4,451</u>	Md.
N. TOTAL EXPENSES	<u>18,754</u>	N.

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|---|-------|----|
| 3. Distribution or net to charitable organization | 8,506 | 3. |
| 4. Less additional expenses relating to operation of vehicle donation program paid by charity | -0- | 4. |
| 5. Total amount charity realized from operation of vehicle donation program | 8,506 | 5. |
6. (a) Is any director, officer, or employee of the commercial fundraiser for charitable purposes a director, officer, or employee of the charitable organization listed in this report?

Yes No If "yes," complete the following:

Name and address of director, officer or employee of commercial fundraiser for charitable purposes	Name and address of charitable organization	Relationship of director, officer, or employee to charitable organization

(b) For each affiliation identified in 6(a), attach copy of the contract between the commercial fundraiser for charitable purposes 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.

Footnotes:

- (1) Total gross revenue from vehicle/property sales (no expense deductions).
- (2) The detailed schedule of expenses below shows how ADS spends its contracted share of the total gross revenue. For clarification, lines 2A through 2M detail the many expenses incurred to: advertise and market on behalf of client charities, schedule donations, make pick ups, provide donation storage, prepare for sale, make repairs, perform legal paperwork, prepare reports and sell the donation at retail or wholesale to maximize net revenue for the client charity.
- (3) These are expenses which specifically enhance the selling price of donated property where feasible prior to wholesale or retail sale. (For example, repairing a non-running vehicle so it is running at time of sale can often increase its selling price by threefold or more providing a substantially larger deduction for the donor and increased revenue for the charity.)
- (4) ADS advertises to promote donations for client charities and pays for it from its contracted share of the total gross revenue. ADS does not charge its client charities for advertising. ADS also advertises the appropriate vehicles for sale in the retail market.

Other Expense: (Line Md.)

Outside Services	2,317
Professional Fees	655
Insurance	345
Supplies	300
Postage	112
Equipment Rental	11
Utilities	29
Security	161
Travel & Lodging	203
Permits & Licenses	98
Depreciation	46
Laundry & Uniforms	45
Miscellaneous	129
Total of Other expenses (for line M.d.)	4,451