

1155-17

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 20<sup>05</sup>

(California Government Code section 12599)  
(11 Cal. Code Regs. section 308)

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.

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

<b>Name and Address of Commercial Fundraiser for Charitable Purposes:</b> CF No. <u>1155</u> American Donation Organization <i>Name of commercial fundraiser for charitable purposes</i> P.O. BOX 86551 <i>Address of commercial fundraiser for charitable purposes</i> San Diego, CA 92138 <i>City, State, and ZIP code of commercial fundraiser for charitable purposes</i>	<b>Name and Address of Charitable Organization:</b> CT No. <u>3926</u> F.E.I.N. <u>22-1576300</u> Verdugo Hills Council Boy Scouts of America Name of charity 1325 Grandview Ave. Address of charity Glendale, CA 91201 City, State, and ZIP code of charity
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Figures from (check one): National Campaign  California Campaign

Property Donation held (on) (from) January 1, 20<sup>05</sup>, to December 31, 20<sup>05</sup>  
(Type of Activity) (Date or dates must be shown)

1. REVENUE

A. Car/Truck Sales	78,495	A.
B. Boat Sales		B.
C. Other sources: (Specify)		
a.		Ca.
b.		Cb.
c.		Cc.
d.		Cd.
D. TOTAL REVENUE (1)	78,495	D.

2. EXPENSES (2)

A. Fees or commissions paid by commercial fundraiser for charitable purposes	881	A.
B. Salaries	2,012	B.
C. Payroll taxes	211	C.
D. Employee benefits	0	D.
E. Towing	8,141	E.
F. Vehicle repairs (3)	6,729	F.
G. Parts (3)	2,081	G.
H. DMV Fees	85	H.
I. Appraisals	48	I.
J. Detailing (3)	1,612	J.
K. Advertising (4)	5,526	K.
L. Telephone	783	L.
M. Other expenses: (Specify)		
a. Lease/Rent	9,234	Ma.
b. Auction Fees	3,151	Mb.
c. Office Expense	687	Mc.
d. See Attached	12,013	Md.
N. TOTAL EXPENSES	53,196	N.

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|---|--------|----|
| 3. Distribution or net to charitable organization   | 25,299 | 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                   | 25,299 | 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	5,868
Professional Fees	1,885
Insurance	995
Supplies	865
Postage	322
Equipment Rental	33
Utilities	83
Security	464
Travel & Lodging	583
Permits & Licenses	283
Depreciation	132
Laundry & Uniforms	129
Miscellaneous	372
<b>Total of Other expenses (for line M.d.)</b>	<b>12,013</b>