

# DEVELOPMENT AND FINANCIAL REPORT

Substantial financial resources are essential to pursue the wide-ranging legal and educational activities of the ACLU of Northern California. The ACLU receives no government funding and never charges its clients for legal representation. Its existence depends entirely upon private donations, foundation grants, court-awarded legal fees from successful cases, bequests, and membership dues from individuals who are dedicated to preserving the fundamental liberties written in the Constitution and its Bill of Rights.

The ACLU and the ACLU Foundation are separately incorporated nonprofit organizations operating in Northern California. The ACLU Foundation conducts litigation and public education programs in support of civil liberties. The Foundation is a 501(c)3 tax-deductible organization, and contributions to it are deductible to the extent allowed by law. The ACLU conducts membership outreach and organizing, legislative advocacy and lobbying. It is supported primarily by membership dues. It is a 501(c)4 organization, which is tax-exempt, but donations to it are not tax-deductible.

The majority of funding for the ACLU and ACLU Foundation comes from individuals like you.

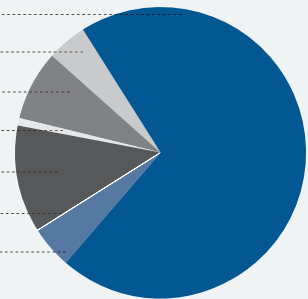
One of the remarkable aspects of the ACLU is the way that we raise financial support—through the energetic and dedicated work of committed Board members and dozens of volunteers who contact ACLU members and supporters. They are the engine that drives and makes possible all that the ACLU is able to accomplish.

The Development Committee of the Board of Directors oversees all aspects of ACLU fundraising efforts. The work of the Development Committee is supported by the development department staff: Director of Development Cheri Bryant, with Danielle Deutsch, Sandy Holmes, Denise Mock, Robert Nakatani, Cori Stell, Jeff Vessels, Michael Woolsey and Stan Yogi.

## ACLU FOUNDATION OF NORTHERN CALIFORNIA OPERATING INCOME AND EXPENSES 2004–05

### SUPPORT AND REVENUE:

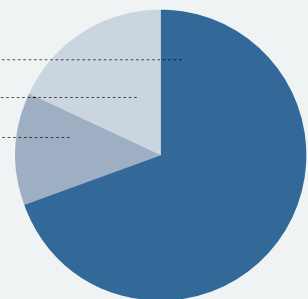
Individual Contributions:	\$5,910,753
Restricted Foundation Grants:	\$ 369,650
Bequest Contributions:	\$ 636,809
Court Awarded Attorney Fees:	\$ 83,336
In-Kind Legal Contributions:	\$ 994,322
Other Income:	\$ 8,439
Investment Income/(Loss):	\$ 388,295
Transfer to Reserves:	(\$ 722,337)
National ACLU share:*	(\$2,999,242)
<b>Total:</b>	<b>\$4,670,025</b>



\*Indicates sharing with National ACLU of contributions and bequests.

### EXPENSES:

Program Services:	\$3,252,084
Fundraising:	\$ 832,476
Management and General:	\$ 585,465
<b>Total:</b>	<b>\$4,670,025</b>



## FUNDRAISING CAMPAIGNS AND VOLUNTEERS

Individual contributions to the ACLU Foundation provide the resources necessary for a vigorous defense of liberty and justice. Founded in the firm belief that one-on-one conversations are the most efficient and friendly ways to raise funds, our fundraising activities allow us to maintain strong ties with our members and remain informed about their civil liberties concerns.

## SHARING

All gifts and membership dues are shared between the national ACLU Foundation and the ACLU Foundation of Northern California. A portion of the national ACLU's share is allocated to help smaller affiliate offices around the country that otherwise would be unable to address the serious civil liberties needs in their states.

## WAYS OF GIVING

You can help support the work of the ACLU or ACLU Foundation in any of these ways:

**Cash or credit cards:** The organization is pleased to accept your donation, or your monthly, quarterly or annual pledge via cash, check or credit card (Visa or Mastercard) at any time.

**United Way Donor Option Gifts:** You may choose to designate the ACLU Foundation through your workplace giving campaign.

**Gifts of Stock or Securities:** Making a gift of appreciated stock, securities or mutual fund shares can be very advantageous from a tax point of view. Call the Development Department for information for the easiest ways to transfer stock ownership.

**Insurance and Retirement Accounts:** You may designate the ACLU or ACLU Foundation as beneficiary of your life insurance policy, IRA plan or pension.

**Bequests:** In your will or revocable living trust, you may designate the ACLU or ACLU Foundation as beneficiary of part or all of your estate. For estate planning information, contact our Director of Planned Giving, Stan Yogi.

**Gift Annuities:** You may use cash or securities to make a gift to the ACLU Foundation and receive fixed annual payments (a portion of which can be tax-exempt) for life and a substantial tax deduction.

**Charitable Trusts:** You can establish a charitable trust which benefits the ACLU Foundation while providing tax advantages and a variety of financial planning options for you and your family.

**Liberty Fund Pooled Income gifts:** You can invest a gift of \$5,000 or more in cash or securities in the ACLU Foundation's pooled income fund, producing annual income payments for you as well as a future gift for our civil liberties work. If you contribute long-term appreciated securities you will avoid all capital gains taxes.

**Special Opportunity:** If you designate the ACLU Foundation as a beneficiary in your will or living trust, or if you establish a charitable remainder trust, gift annuity or pooled income fund gift before December 31, 2006, a generous ACLU supporter will provide a current cash gift to the organization to match a percentage of your gift or bequest intention. For information about this Legacy Challenge or about estate planning, contact our Director of Planned Giving, Stan Yogi, at (415) 621-2493.

For more information on ways to support the ACLU, contact Director of Development Cheri Bryant (415) 621-2493.

### ACLU OF NORTHERN CALIFORNIA OPERATING INCOME AND EXPENSES 2004-05

#### SUPPORT AND REVENUE:

Membership dues:	\$1,485,185
Reimbursement for Legis. Ofc:	\$ 171,795
Grant from ACLU Foundation:	\$ 174,000
Public Contributions:	\$ 596,616
Investment Income and Other:	\$ 11,760
Bequests:	\$ 877,682
National ACLU share*	(\$1,594,750)
Transfer to Reserves:	(\$ 203,052)
<b>Total:</b>	<b>\$1,519,236</b>

\*Indicates sharing with National ACLU of contributions and dues.

#### EXPENSES:

Program Services:	\$1,158,479
Fundraising:	\$ 65,002
Management and General:	\$ 295,755
<b>Total:</b>	<b>\$1,519,236</b>

Source: Audited Financial Statements for the year ending March 31, 2005, by Pohl, McNabola, Berg & Co. Complete copies available by writing: ACLU, 39 Drumm Street, San Francisco, CA 94111.