

Development & 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 effectiveness and impact 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-exempt 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.

Fundraising Campaigns and Volunteers

Individual contributions to the ACLU Foundation provide the resources necessary for a vigorous defense of liberty and justice. Founded on the firm belief that one-on-one conversations are the most efficient and friendly way 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 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. Gifts may be made via mail or online at www.aclunc.org.

WORKPLACE GIVING/PAYROLL DEDUCTION: You may choose to designate the ACLU Foundation through your workplace giving campaign or via United Way Donor Option..

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.

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 act now and name the ACLU to receive a gift through your estate, or if you establish a life income gift such as a gift annuity or a charitable remainder trust, your legacy gift may qualify us for up to a \$10,000 cash match today from our generous challenge donor, The LuEsther T. Mertz Charitable Trust. For information about the Legacy Challenge or about other estate planning opportunities, contact our Planned Giving Officer, Susanna Chase, at (415) 621-2493 or schase@aclunc.org.

For more information on ways to support the ACLU, contact Director of Development Cheri Bryant (415) 621-2493 or at cbryant@aclunc.org.

ACLU FOUNDATION OF NORTHERN CALIFORNIA

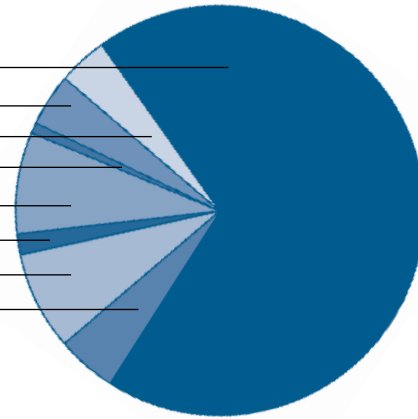
Operating Income and Expenses 2010 - 2011

SUPPORT AND REVENUE:

Individual Contributions:	\$	7,124,344
Restricted Foundation Grants:	\$	466,500
Bequest Contributions:	\$	411,105
Court Awarded Attorney Fees:	\$	12,300
In-Kind Legal Contributions:	\$	835,736
Other Income:	\$	150,017
Investment Income/(Loss):	\$	814,930
Transfer to Reserves:	\$	464,755
National ACLU share:*	(\$	3,253,156)

Total: **\$ 7,026,531**

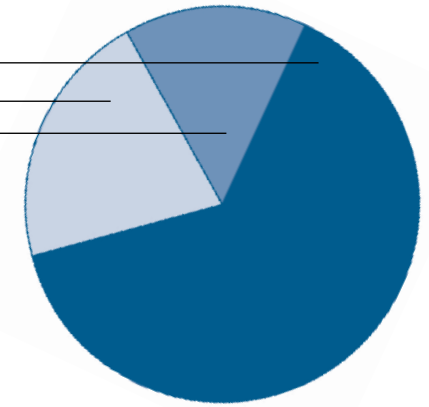
*Indicates sharing with National ACLU of contributions and bequests.



EXPENSES:

Program Services:	\$	4,573,476
Fundraising:	\$	1,434,542
Management and General:	\$	1,018,513

Total: **\$ 7,026,531**



ACLU OF NORTHERN CALIFORNIA

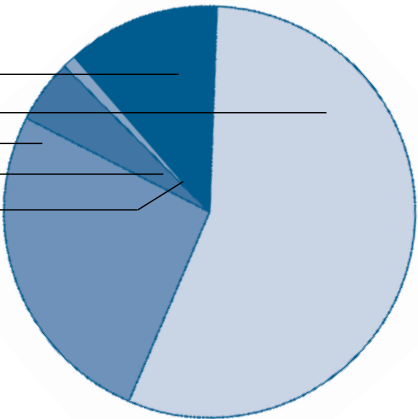
Operating Income and Expenses 2010 - 2011

SUPPORT AND REVENUE:

Public Contributions:	\$	472,743
Membership dues:	\$	2,145,105
Bequests:	\$	998,861
Reimbursement for Legis. Ofc:	\$	197,107
Investment Income and Other:	\$	2,355
National ACLU share*	(\$	2,038,052)
Transfer to Reserves:	(\$	232,547)

Total: **\$ 1,545,572**

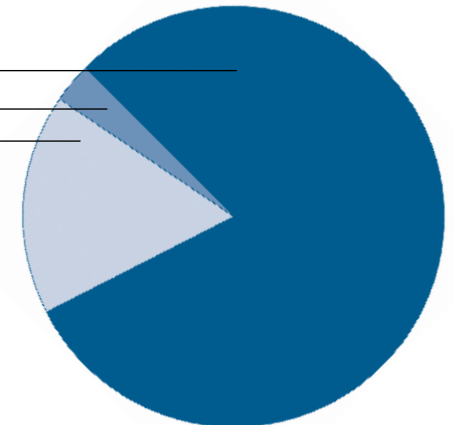
*Indicates sharing with National ACLU of contributions and dues.



EXPENSES:

Program Services:	\$	1,247,465
Fundraising:	\$	37,009
Management and General:	\$	261,098

Total: **\$ 1,545,572**



SOURCE: AUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDING MARCH 31, 2011, BY HARRINGTON GROUP.
COMPLETE COPIES AVAILABLE AT WWW.ACLUNC.ORG OR BY WRITING: ACLU, 39 DRUMM STREET, SAN FRANCISCO, CA 94111.