

# 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, American Express, Discover or Mastercard) at any time. Gifts may be made via mail or online at [www.aclunc.org](http://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.

**DIRECT IRA TRANSFER:** If you are at least 70 ½ years old, you can transfer up to \$100,000 directly to the ACLU Foundation from your IRA. You would not be taxed for the transfer, and your contribution would satisfy your Required Minimum Distribution. This is a limited opportunity. You have until December 31, 2013 to transfer IRA assets directly to the ACLU Foundation.

**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.

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

# ACLU FOUNDATION OF NORTHERN CALIFORNIA

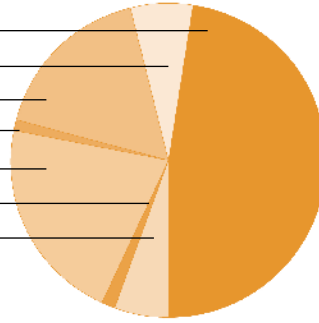
## Operating Income and Expenses 2011 - 2012

### SUPPORT AND REVENUE:

Individual Contributions:	\$ 6,539,546
Restricted Foundation Grants:	\$ 883,900
Bequest/Planned Gift Contributions:	\$ 2,317,449
Court Awarded Attorney Fees:	\$ 129,000
In-Kind Legal Contributions:	\$ 2,918,117
Other Income:	\$ 166,934
Investment Income/(Loss):	\$ 757,859
Transfer to Reserves:	(\$ 318,206)
National ACLU share:*	(\$ 3,233,201)

**Total: \$ 10,161,398**

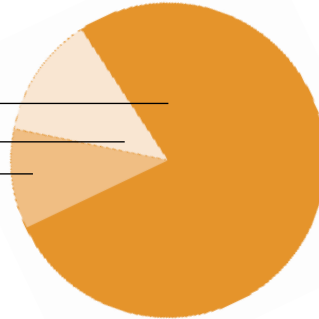
*\*Indicates sharing with National ACLU of contributions and bequests.*



### EXPENSES:

Program Services:	\$ 7,864,494
Fundraising:	\$ 1,265,121
Management and General:	\$ 1,031,783

**Total: \$10,161,398**



# ACLU OF NORTHERN CALIFORNIA

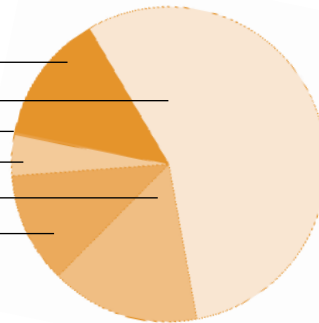
## Operating Income and Expenses 2011 - 2012

### SUPPORT AND REVENUE:

Public Contributions:	\$ 569,471
Membership Dues:	\$ 2,352,050
Investment Income and Other:	\$ 3,427
Reimbursement for Legislative Office:	\$ 181,592
Bequests/Planned Gift Contributions:	\$ 649,611
Grants:	\$ 478,600
National ACLU share*	(\$ 1,930,497)
Transfer to Reserves:	(\$ 489,752)

**Total: \$ 1,814,502**

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



### EXPENSES:

Program Services:	\$ 1,515,978
Fundraising:	\$ 76,348
Management and General:	\$ 222,176

**Total: \$ 1,814,502**

