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

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

WEB SITE ADDRESS:
http://ag.ca.gov/charities/

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 2005

(California Government Code Section 12599)

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

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: #109

The Heritage Company, Inc.
Name of commercial fundraiser

2402 Wildwood Avenue
Address of commercial fundraiser

Sherwood AR 72120
City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. 31058 F.E.I.N. No. 94-6093634

American Legion, Cecil Cox Post 147
Name of charity

508 4th Street
Address of charity

Clovis CA 93612
City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☑

Telemarketing held (on) (from) 10/15, 20 05, to 12/31, 20 05.
(Type of activity) (Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☑ Percentage ☐ Other ☐
If other, provide brief explanation _____

1. REVENUE

A. Cash contributions	$48,153.00	A.
B. Entertainment sales or admission charges		B.
C. Sales from products		C.
D. Advertisement sales		D.
E. Membership fees		E.
F. Other sources: (Specify)		
a.		Fa.
b.		Fb.
c.		Fc.
d.		Fd.
G. TOTAL REVENUE	$48,153.00	G.

2. EXPENSES

A. Fees or commissions	See attached itemization	A.
B. Salaries		B.
C. Payroll taxes		C.
D. Employee benefits		D.
E. Cost of merchandise for resale		E.
F. Cost of entertainment		F.
G. Postage		G.
H. Advertising		H.
I. Telephone		I.
J. Rental of equipment		J.
K. Facilities charge		K.
L. Permits		L.
M. Other expenses: (Specify)		
a.		Ma.
b.		Mb.
c.		Mc.
d.		Md.
N. TOTAL EXPENSES	$35,613.19	N.

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3. Amount to charity (subtract line 2N from line 1G) $12,539.81 3.

4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) $0.00 4.

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) $0.00 5.

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) $12,539.81 6.

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser 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.

CAMPAIGN FINANCIAL REPORT

THE HERITAGE COMPANY
(Name of Professional Solicitor)

(Registration Number)

AMERICAN LEGION - CALIFORNIA
(Name of Charitable Organization or Sponsor)

For the period beginning 10/15/05 through 12/31/05

GROSS REVENUE	48,153.00			
EXPENSES				
SALARIES, WAGES, COMMISSIONS	11,048.94			
PROMOTIONAL FEES	1,488.51			
POSTAGE	599.40			
TELEPHONE	8,201.79			
RENT	3,156.84			
SUPPLIES	339.66			
LICENSES, PERMITS	559.44			
ADVERTISING	699.30			
ACCOUNTING/DATA PROCESSING	3,936.06			
LIST PREPARATION	309.69			
OTHER:				
TOTAL EXPENSES	30,339.63	63.01%		
Net Proceeds			17,813.37	36.99%
Amount Retained by Charitable Organization or Sponsor *(includes $5,827.21 estimated printing fees)*			12,539.81	26.04%
Percentage of Funds Received by Charitable Organization or Sponsor *(Amount Retained by the Charitable Organization or Sponsor divided by Gross Revenue)*			26.04%	
Net Income/Loss (-) to THC *(pending ongoing collections & reconciliations)*			5,273.56	10.95%

1/14/2006