

Development AND Financial REPORT

OPERATING INCOME AND EXPENSES, 2021-2022
APRIL 1, 2021 THROUGH MARCH 31, 2022

Ways of Giving

There are many ways to help advance the work of the ACLU, and we welcome your continued financial support for the ACLU Foundation of Northern California (Foundation) and ACLU of Northern California (Union).

You will find information on many ways to give now to ACLU NorCal, such as gifts of cash and by credit card, workplace giving, and gifts of stocks and securities, at www.aclunc.org/donate.

For information on ways to make a legacy gift to ACLU NorCal, such as through insurance and retirement accounts, gift annuities, charitable trusts, and estate plans, including sample bequest language, visit www.aclunc.org/donate/planned-giving.

For more information on any of these or other ways to support the ACLU, contact Director of Development Cori Stell at (415) 621-2493 or giving@aclunc.org.

About Sources of Income and How We Advance Work in California and Nationwide

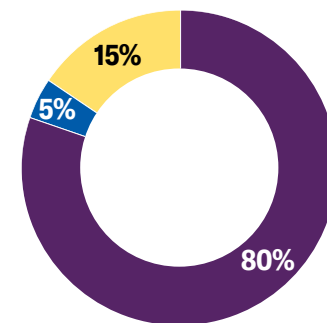
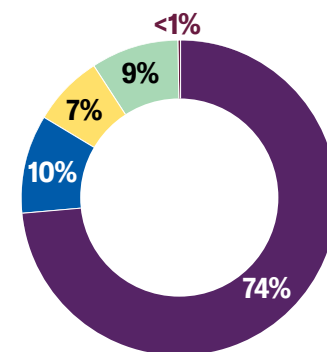
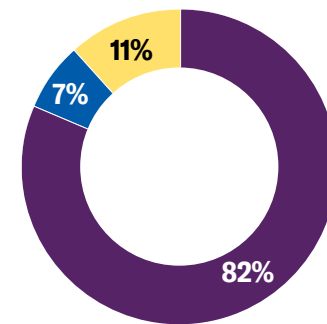
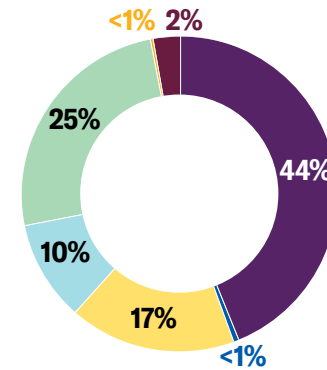
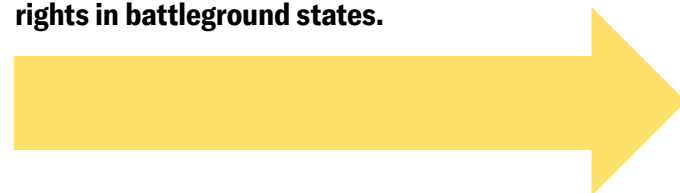
The ACLU Foundation of Northern California (Foundation) and the ACLU of Northern California (Union) are separately incorporated nonprofit organizations operating in Northern California. The Foundation conducts litigation and public education programs in support of civil liberties. The Foundation is a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

The majority of funding for the Foundation and the Union comes from individuals like you. The organizations' effectiveness and impact depend upon our full community of stakeholders, which includes those contributing financial resources: private donations, foundation grants, bequests, and membership dues from individuals and organizations that are dedicated to advancing civil liberties for all. Neither the Foundation nor Union accept government grants, except the Foundation may receive court-awarded attorneys' fees from successful cases. The Foundation never charges clients for legal representation.

The ACLU is a federated organization, comprising the national ACLU and affiliates in every state. The national ACLU and the ACLU of Northern California share your generous donations made in our region. Recognizing differences in available local support, the ACLU makes additional investments in its affiliates around the country that would otherwise be unable to address the serious threats to civil liberties in their states.

In recent years, the boards of the ACLU of Northern California have gone above and beyond the ACLU's gift sharing rules and made additional allocations from our region to support the work in other parts of the country.

Following the generous support at the end of last fiscal year (see adjoining page), ACLU of Northern California allocated \$3 million to the national ACLU to make grants to ACLU affiliates to protect voting rights in battleground states.



ACLU FOUNDATION OF NORTHERN CALIFORNIA

SUPPORT AND REVENUE

Annual and Special Contributions	\$ 11,969,308
Foundation Grants	\$ 153,269
Bequests/Planned Gift Contributions	\$ 4,661,471
Court Awarded Attorney Fees	\$ 2,755,377
In-Kind Legal Contributions	\$ 6,843,418
Other Income	\$ 263,166
Investment Income	\$ 662,910
Total	\$ 27,308,919

EXPENSES

Program Services	\$ 17,985,790
Fundraising	\$ 1,559,983
Management and General	\$ 2,530,963
Total	\$ 22,076,736

ACLU OF NORTHERN CALIFORNIA

SUPPORT AND REVENUE

Memberships	\$ 6,188,793
Annual and Special Contributions	\$ 834,533
Grant from ACLU Foundation of Northern California	\$ 600,000
Bequests/Planned Gift Contributions	\$ 731,670
Investment Income and Other	\$ 54,253
Total	\$ 8,409,249

EXPENSES

Program Services	\$ 5,448,667
Fundraising	\$ 299,707
Management and General	\$ 1,037,602
Total	\$ 6,785,976

The costs of membership acquisition and renewals are reflected on the National ACLU financial statements.