



DO UNTO OTHERS: AMERICAS  
EMERGENCY RELIEF, DEVELOPMENT,  
AND HUMANITARIAN OUTREACH CHARITIES

**DO UNTO OTHERS:**  
**America's Emergency Relief, Development, and  
Humanitarian Outreach Charities**  
**2010 ANNUAL REPORT TO THE PUBLIC**  
**(5/1/09 – 4/30/10)**

**OUR MISSION**

Do Unto Others: America's Emergency Relief, Development and Humanitarian Outreach Charities is an IRS-recognized tax-exempt federated group representing charitable organizations that specialize in bringing relief to the refugees of famine, epidemic, and war, ending poverty, protecting the environment and sowing the seeds of peace. Its mission is to organize and prepare its member charities for effective participation in at-work employee charitable fund drives and other types of fundraising activities, to screen and certify these charities to assure they meet the eligibility criteria to participate in these fund drives, to help educate contributors about the work of these worthy causes, and to provide for the secure, accurate, and timely transmission of contributions from the fund drives to the recipient charities. And to do all the above as cost-effectively as possible consistent with delivering quality service.

Originally established to help charities participate more effectively in the U.S. Government's annual employee fund drive, the Combined Federal Campaign, Do Unto Others has in recent years expanded into fund drives conducted by state and municipal governments, United Ways, and corporations, either by representing its members directly or by cooperating with other federated groups.

**PROGRAM SERVICES**

To accomplish its mission, Do Unto Others provides the following programs and services to its members and to the giving public:

- ✓ Fund drive application assistance.
- ✓ Review and certification of charitable agency eligibility documentation.
- ✓ Representation of the members before fund drive organizing and/or regulatory authorities.
- ✓ Disseminating information about the work of the charities to the workplace giving public.
- ✓ Organizing member participation in fund drive promotional and educational events.
- ✓ Forwarding contributor name and address information, if requested, and accounting for and transmitting gift funds, with annual audit.

**THE YEAR IN REVIEW**

Do Unto Others approved and certified 70 members in the Fall 2009/2010 fund drive campaign year and raised \$2.9 million in cash and pledges. A complete list of the member charities, including descriptions of their programs, addresses and direct contact information is available at [www.duo.org](http://www.duo.org).

Either directly or through cooperative arrangements with other federations, members were presented in workplace fund drives reaching as many as 10 million employees. Members also had the option of participating in a variety of non-workplace fund raising programs. A detailed description of member services and benefits is available on the federation's web site.

**Do Unto Others: America's Emergency Relief, Development, and Humanitarian Outreach Charities**

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[www.duo.org](http://www.duo.org)

## **AUDITED FINANCIAL STATEMENTS**

For the year ended April 30, 2010

Public support:	
Combined Federal Campaign	\$2,600,491
State Employees & Corporate campaigns	25,065
Online Giving System donations	260,447
Less estimated uncollectible pledges	(445,964)
Less amounts distributed to member agencies	<u>(2,368,210)</u>
Total public support	71,829
Revenue:	
Charges to member agencies	<u>136,478</u>
Total support & revenue	208,307
Expenses:	
Program services	119,607
Administration	22,908
Fundraising	<u>65,792</u>
Total expenses	208,307
Changes in net assets	0
Net assets, May 1st	0
Net assets, April 30th	0

The federation is audited by the firm of Maze & Associates, CPAs, headquartered in Pleasant Hill,, California. A complete copy of their report for the fiscal year ended 4/30/2010 is available on request. A copy of the federation's Form 990 IRS tax return is available on our web site.

## **MEMBER CHARITY FEES**

For the fiscal year 2009/2010, charges to members equaled \$136,478. Total costs to members thus equaled 4.7% of revenue.

Member charities share in supporting the operating costs of the federation ("Total Expenses" in the federation audited financial statements) by having membership fees deducted from the donor-designated gifts they receive from the fund drives in which they participate as members of the federation. Fees are determined on a pro rata basis. For example, if gifts made to a member charity represent ten percent of the total of all gifts made to all members, that charity's share of federation operating costs will be ten percent.

Gifts made to the federation itself (versus gifts made to an individual member agency), and other federation revenue, such as interest income, are shared among all the member charities on the same proportionate basis. For example, if gifts made to a member charity represent ten percent of the total of all gifts made to all members, that charity's share of federation revenue will be ten percent.

Therefore, as a net result, should the federation's revenue exceed expenses in any given year, the member charities share the excess income in addition to the donor-designated gifts each has received; the membership fee is effectively zero. Conversely, should the federation's expenses exceed revenue, fees are apportioned against the members' donor-designated gifts to cover the net balance.

The proportionate formula notwithstanding, for the fiscal year 2009/2010, the federation "capped" fees that any individual member charity could be assessed. For revenue generated through the Combined Federal Campaign, there was a cap of \$12,500. For revenue from other fund drives, the cap was ten percent of gifts, with no minimum fixed dollar amount. Regardless of its respective gift totals, a member cannot be assessed an amount larger than this cap.

## MEMBER CHARITY RESULTS – FALL 2009 CFC

	DESIGNATIONS	FEEES
Action Against Hunger USA	\$55,502	\$3,229
Adventist Development & Relief Agency International	265,043	12,500
Adventures in Health, Education & Agricultural Development, Inc. (AHEAD, Inc.)	6,017	356
Africa AIDS Watch	31,875	1,904
African American Opportunity Centers (OIC International)	28,034	1,584
Aid to Southeast Asia	14,048	817
Air Compassion International	5,536	322
Air Serv International	5,832	339
American Friends of Kenya	7,190	417
American India Foundation	8,611	525
Ashoka: Innovators for the Public	24,114	1,497
Bread for the World Institute	26,521	1,627
Brother's Brother Foundation	113,950	6,803
Catholic Health Care for the Poor	282,695	12,500
Center for Communications, Health and the Environment	2,822	153
Child Foundation	16,658	938
Children's Emergency Relief International	89,254	5,227
Concern America	3,326	183
Convoy of Hope	36,686	2,177
Counterpart International	4,679	268
Curamericas Global, Inc.	1,719	104
Dikembe Mutombo Foundation, Inc.	44,022	2,586
Direct Relief International	101,988	6,230
Doctors of the World- USA	13,574	816
Enterprise Development International	2,051	122
Fellowship Association of Saint Therese	8,932	505
Food Industry Crusade Against Hunger	4,541	265
Friends of the World Food Program, Inc.	56,424	3,394
Global Hunger Project	18,969	1,107
Global Links	6,012	361
Global Volunteers	6,407	373
Grassroots International	3,342	196
Health for Humanity	6,567	387
Heart To Heart International	28,437	1,685
Hong Bang	27,361	1,641
HOPE worldwide	75,232	4,336
India Partners	49,121	2,956
Institute for International Cooperation and Development	2,566	160
International Foundation for Education and Self-Help	1,190	65
International Relief & Development	7,727	463
Internews Network	1,824	110
Jesuit Volunteers International	22,056	1,332
Lambi Fund of Haiti	8,988	538
Literacy for the World	7,324	431
Make-A-Wish® Foundation International	324,338	12,500
MAP International	57,018	3,385
Mercy-USA for Aid and Development, Inc.	11,521	699
ORBIS	25,936	1,531

## MEMBER CHARITY RESULTS – FALL 2009 CFC - continued

	DESIGNATIONS	FEEES
Ploughshares Fund	\$5,653	\$343
Polish American Congress Charitable Foundation (PACCF)	45,521	2,752
Polish American Education, Scholarship and Cultural Foundation	18,250	1,079
Population Action International	7,773	463
Reach Vietnam	13,213	789
Refugees International	23,207	1,420
Relief International	14,591	890
Search for Common Ground	14,297	857
Seed Programs, Inc.	26,603	1,587
SEVA Foundation	16,186	939
South Africa Development Fund	15,794	931
Taiwan Buddhist Tzu Chi Foundation, USA	36,859	2,214
Teresa Charities, Inc.	62,783	3,765
Trickle Up Program, Inc.	19,674	1,204
United Palestinian Appeal	56,261	3,431
United States Association for United Nations High Commissioner for Refugees	20,291	1,238
Volunteers in Asia	7,924	484
Water For People	120,528	7,105
Wheelchair Foundation, a division of Global Health & Education Foundation	8,404	509
Where There Is No Doctor	4,698	277
World Hunger Year	19,129	1,094
World Neighbors	5,307	322

## **GOVERNANCE AND STAFF**

Do Unto Others is governed by an all-volunteer board of directors who receive no compensation for their services.

Karen Dempsey, President  
Timothy Romps, Vice President  
Kate Kappel Haba, Treasurer  
Patricia Daniels, Board Member  
James McNeil, Board Member

The federation does not retain regular staff employees but instead retains outside service providers under the supervision of the Board of Directors. The two principal outside service providers are Maguire/Maguire Association Management, for membership and campaign support services, and Local Independent Charities of America for fiscal agent services.