

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

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2001 ANNUAL FINANCIAL REPORT  
(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties 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.



TELEPHONE: (916) 323-5079

WEBSITE ADDRESS:  
<http://ag.ca.gov/charities/>

Name and Address of Commercial Fund-raiser:

258 2002  
PUBLIC INTEREST COMMUNICATIONS, INC.  
7700 LEESBURG PIKE, SUITE# 301N  
FALLS CHURCH, VA 22043

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 85119 FEIN No. 52-1437006  
Rails To Trails Conservancy  
Name of Charity  
1100 17<sup>th</sup> Street NW, 10<sup>th</sup> Floor  
Address of Charity  
Washington, DC 20036  
City, State, and ZIP Code of Charity

TELEMARKETING

(Kind of Activity)

held (on) (from) February 1, 2001 to January 31, 2002  
(Date or Dates must be shown)

1. REVENUE

- A. Cash Contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)
- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_

- A. 42,360.07
- B. \_\_\_\_\_
- C. \_\_\_\_\_
- D. \_\_\_\_\_
- E. \_\_\_\_\_
- Fa. \_\_\_\_\_
- Fb. \_\_\_\_\_
- Fc. \_\_\_\_\_
- Fd. \_\_\_\_\_

G. TOTAL REVENUE

42,360.07 G.

2. EXPENSES

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify) See Attached
- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_

- A. \_\_\_\_\_
- B. \_\_\_\_\_
- C. \_\_\_\_\_
- D. \_\_\_\_\_
- E. \_\_\_\_\_
- F. \_\_\_\_\_
- G. \_\_\_\_\_
- H. \_\_\_\_\_
- I. \_\_\_\_\_
- J. \_\_\_\_\_
- K. \_\_\_\_\_
- L. \_\_\_\_\_
- Ma. \_\_\_\_\_
- Mb. \_\_\_\_\_
- Mc. \_\_\_\_\_
- Md. \_\_\_\_\_

N. TOTAL EXPENSES

39,230.59 N.

3. ~~CONTRIBUTIONS~~ net to charitable organization or charitable purposes

3,129.48 3.

4. (a) Is any officer, director, partner or owner of the Commercial Fund-raiser in any way affiliated with or control, directly or indirectly, the charitable organization for which Commercial Fund-raiser has contracted to solicit?

[ ] Yes [X] No If "yes", complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and Address of Charitable Organization	Relationship of officer, etc. To Charitable Organization

(b) For each affiliation identified under 4(a), attach copy of contract between commercial fund-raiser and 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.

Signature of authorized officer (Commercial Fund-raiser) DAVID E. ANDELMAN, PRESIDENT Title 3-11-02 Date

This report is \_\_\_\_\_ organization for verifying the distribution.

Signature of Hilary Dick Title Vice President Date 4/4/02

Signature of Cynthia A. Dickson Title VP Finance Date 4/4/02

Attorney General's  
Registry of Charitable Trusts

APR 17 2002

RECEIVED

400645

**RAILS TO TRAILS CONSERVANCY  
CAMPAIGN EXPENSES**

Professional Fundraiser's Fee \$ 34,878.75

Campaign Expenses

Computer Services	\$	103.22
Number Searching	\$	343.97
Postage	\$	1,408.96
Production	\$	2,203.19
State Registration	\$	292.50

Total Campaign Expenses \$ 4,351.84

**TOTAL FEES AND EXPENSES..... \$ 39,230.59**