

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

STREET ADDRESS:
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Sacramento, CA 95814
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WEBSITE ADDRESS:
<http://caag.state.ca.us/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 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 (Recently enacted).

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:
CF Number 1634602 ~~500~~ 520

Name of Commercial Fundraiser: Telefund, Inc.
Address of Commercial Fundraiser: PO Box 120557
Boston, MA 02112-0557

City, State, and ZIP Code of Commercial Fundraiser:
Telephone Fundraising held (on) (from) 1/1/02

Name and Address of Charitable Organization or Charitable Purposes:
CT No. 44799 ✓ F.E.I.N. No. 23-704-5152

Name of Charity: The Ocean Conservancy, INC.
Address of Charity: 1785 DeSales St, NW, #1
Washington, DC 20036

City, State, and ZIP Code of Charity:
200 to 12/31/03, 200
(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.
- _____ B.
- _____ C.
- _____ D.
- _____ E.
- _____ F.
- _____ Fb.
- _____ Fc.
- _____ Fd.

78,237.91

- G. TOTAL REVENUE _____
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) _____
 - a. _____
 - b. _____
 - c. _____
 - d. _____

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

SEE
Attached
Addendum

27,163.05
51,074.86

3. Distribution or net to charitable organization or charitable purposes

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for the Commercial Fundraiser has contracted to solicit?
[] Yes [X] 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) (a) attach copy of the contract between the commercial fundraiser and the charity. 4/29/03
Janet Dominite Secretary
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, the information is true and correct.
Hyam Kramer VP, Operations 3/24/2003
Signature of authorized officer (Commercial Fundraiser) Printed Name Title Date

This report is filed with the charitable organization for verifying the distribution.
Signature: Robert T. Rufe, Jr., President 4/3/03
Printed Name Title Date
Signature of authorized officer/director (Charity) Peter M. Jones, VP for Finance & Admin. 3/26/03
Printed Name Title Date

Registry of Charitable Trusts

MAY 1 2003

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SOLICITATION CAMPAIGN FINANCIAL REPORT

Addendum

Telefund -- Ocean Conservancy

2002

Total Contributions Received: \$78,237.91

Expenses

Office Manager's Fee:	\$3,537.70
Caller Salaries:	\$9,870.51
Printing:	\$2,387.99
Postage & Shipping:	\$1,499.83
Telephone:	\$1,354.86
Office Rental:	\$885.28
Utilities:	\$0.00
Equipment & Supplies:	\$579.59
Insurance:	\$426.09
Advertising:	\$258.17
Travel:	\$79.03
Registration Fees:	\$180.29
Bank Charges:	\$4.79
Computer/Data Processing:	\$91.75
Employee Benefits:	\$106.24
Taxes -- non-payroll:	\$151.16
Consultants / Accounting:	\$412.14
Interest:	\$0.00

TOTAL EXPENSES: \$21,825.41

Professional Fundraiser's Fee: \$5,337.64

TOTAL CHARGED TO CLIENT: \$27,163.05

NET AMOUNT TO CLIENT: \$51,074.86

Registry of Charitable Trusts
Attorney General's

APR 08 2003

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