

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

STREET ADDRESS: 1300 I Street, Room 1130 Sacramento, CA 95814 Telephone: (916) 323-5079

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 1634603 520

Name of Commercial Fundraiser

Telefund, Inc. PO Box 120557

Address of Commercial Fundraiser

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. 4332 F.E.I.N. No. 94-1153307

Name of Charity Sierra Club

85 Second St, 2nd fl

Address of Charity

San Francisco, CA 94105

City, State, and ZIP Code of Charity

200 to 12/31/02, 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.
E.
Fa.
Fb.
Fc.
Fd.

G. TOTAL REVENUE

588907 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)

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

see Attached

N. TOTAL EXPENSES

379,278.00
209629 N.

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 which the Commercial Fundraiser has contracted to solicit?

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

Table with 3 columns: Name of officer, director, partner or owner of Commercial Fundraiser; Name and address of charitable organization; Relationship of officer, etc. To charitable organization.

(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, the same are true and correct.

Signature of authorized officer (Commercial Fundraiser)

Hyam Kramer Printed Name

VP, Operations 3/21/2003 Title Date

This charitable organization for verifying the distribution.

Sig

Deborah Sorando, Assistant Secretary 4/1/03 Printed Name Title Date

Signature of authorized officer/director (Charity)

Lynn Smith, Assistant Secretary 7/7/03 Printed Name Title Date

NOT RECORDED
MAY 1 2003

Attorney General's
Registry of Charitable Trusts

MAY 1 2003

RECEIVED

401677

SOLICITATION CAMPAIGN FINANCIAL REPORT

Addendum

Telefund -- Sierra Club

2002

Total Contributions Received: 588,907

Expenses

Office Manager's Fee:	\$50,890.50
Caller Salaries:	\$145,164.45
Printing:	\$10,302.36
Postage & Shipping:	\$22,775.09
Telephone:	\$20,685.99
Office Rental:	\$11,080.83
Utilities:	\$9.57
Equipment & Supplies:	\$9,758.02
Insurance:	\$5,754.56
Advertising:	\$3,542.99
Travel:	\$1,178.85
Registration Fees:	\$2,591.96
Bank Charges:	\$73.09
Computer/Data Processing:	\$1,268.28
Employee Benefits:	\$1,388.90
Taxes -- non-payroll:	\$1,753.73
Consultants / Accounting:	\$6,147.49
Interest:	\$0.00

TOTAL EXPENSES: \$294,366.67

Professional Fundraiser's Fee: \$84,911.33

TOTAL CHARGED TO CLIENT: \$379,278.00

NET AMOUNT TO CLIENT: 209,629

RECEIVED

401679