

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:

Name and Address of Charitable Organization or Charitable Purposes:

578  
BGS TELEMARKETING, INC.  
~~1830 EAST WESLEYAN WAY~~  
~~BERKELEY CA 94704~~  
801 Roeder Road, Suite 400  
Silver Spring, MD 20910  
telemarketing  
(Type of Activity)

CT No. 34000 F.E.I.N. No. 52-6042953  
A.O.P.A. Air Safety Foundation  
Name of Charity  
421 Aviation Way  
Address of Charity  
Frederick, MD 21701  
City, State, and ZIP Code of Charity  
held (on) (from) 1/1/02, 200   to 8/31/02, 200    
(Date or dates must be shown)

1. REVENUE

- A. Cash contributions \$589,167 A.
- B. Entertainment sales or admission charges \_\_\_\_\_ B.
- C. Sales from products \_\_\_\_\_ C.
- D. Advertisement sales \_\_\_\_\_ D.
- E. Membership fees \_\_\_\_\_ E.
- F. Other sources: (Specify)
  - a. \_\_\_\_\_ Fa.
  - b. \_\_\_\_\_ Fb.
  - c. \_\_\_\_\_ Fc.
  - d. \_\_\_\_\_ Fd.

\$589,167 G.

2. EXPENSES

- A. Fees or commissions \$181,254 A.
- B. Salaries \_\_\_\_\_ B.
- C. Payroll taxes \_\_\_\_\_ C.
- D. Employee benefits \_\_\_\_\_ D.
- E. Cost of merchandise for resale \_\_\_\_\_ E.
- F. Cost of entertainment \_\_\_\_\_ F.
- G. Postage \_\_\_\_\_ G.
- H. Advertising \_\_\_\_\_ H.
- I. Telephone \_\_\_\_\_ I.
- J. Rental of equipment \_\_\_\_\_ J.
- K. Facilities charge \_\_\_\_\_ K.
- L. Permits \_\_\_\_\_ L.
- M. Other expenses: (Specify)
  - a. \_\_\_\_\_ Ma.
  - b. \_\_\_\_\_ Mb.
  - c. \_\_\_\_\_ Mc.
  - d. \_\_\_\_\_ Md.

\$181,254 N.

3. Distribution or net to charitable organization or charitable purposes

\$401,374 3.

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  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) For each affiliation identified in 4(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, it is true, correct and complete.

Robert J. Berlin, President PREIDENT 3/13/03  
Signature of authorized officer (Commercial Fundraiser) Printed Name Title Date

This report must be signed by two officers of the charitable organization for verifying the distribution.

Roger Myers Controller MARCH 7 2003  
Signature of authorized officer/director (Charity) Printed Name Title Date

Diana Roberts Executive Vice President MARCH 7 2003  
Signature of authorized officer/director (Charity) Printed Name Title Date

Registry of Charities  
Attorney General

MAR 19 2003

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