

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

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

WEB SITE ADDRESS: http://ag.ca.gov/charities/

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 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.



Name and Address of Commercial Fund-raiser: 414 Factor Direct LTD 11500 West Olympic Blvd., Suite 540 Los Angeles CA 90064
Name and Address of Charitable Organization: CT No. 83916 F.E.I.N. No. 53-0995165 National Parks Conservation Association 1300 19th St. NW Washington DC 20036

Figures from (check one): National Campaign [ ] California Campaign [ ] Telemarketing held (on) (from) 1/1/2003 to 10/14/2003

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one) Fee [x] Percentage [ ] Other [ ]

1. REVENUE A. Cash contributions 267,606.00 B. Entertainment sales or admission charges C. Sales from products D. Advertisement sales E. Membership fees F. Other sources: (Specify) G. TOTAL REVENUE 267,606.00

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) N. TOTAL EXPENSES 184,712.00 PLEASE SEE ATTACHED BREAKDOWN OF EXPENSES

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3. Amount to Charity (subtract line 2N from line 1G)	<u>82,894.00</u>	3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity)	<u>—</u>	4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)	<u>—</u>	5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)	<u>82,894.00</u>	6. ✓

7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?

Yes  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 in 7 (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.

\_\_\_\_\_  
Signature of authorized officer (Commercial Fund-raiser)

Thomas Siegel  
Printed Name

CFO  
Title

12/5/03  
Date

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

\_\_\_\_\_  
Signature of authorized officer/director (Charity)

Katharine Marshall  
Printed Name

CFO  
Title

1/8/04  
Date

\_\_\_\_\_  
Signature of authorized officer/director (Charity)

THOMAS C KIERMAN  
Printed Name

PRES  
Title

1-14-04  
Date

Facter Direct Ltd  
Campaign Expense Allocation

	\$	184,712.00
Printing	\$	4,289.12
Postage	\$	10,814.47
Telephone	\$	10,161.02
Payroll	\$	63,239.07
Employee benefits	\$	4,703.89
Rent	\$	10,089.33
Office manager	\$	21,893.99
Utilities	\$	2,305.18
Equipment	\$	2,232.12
Recruitment	\$	1,572.31
Computer Programming	\$	1,335.50
Office expenses	\$	41,597.75
P.S. Fee/Profit	\$	10,478.25
Total	\$	184,712.00