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) 323-5070

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:

EARTHtel, Inc.
2030 Franklin Street
Oakland CA 94612

1118

Name and Address of Charitable Organization:

CT No. 4332 F.E.I.N. No. 941153307

Sierra Club
Name of Charity

85 Second Street, 2nd Floor
Address of Charity

San Francisco CA 94105
City, State, and ZIP Code of Charity

Figures from (check one): National Campaign ☐ California Campaign ☐

Telemarketing (Type of Activity) held (on) (from) 3/8/2002, 20____, to 12/31/2002, 20____
(Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one) Fee ☒ Percentage ☐ Other ☐
If other, provide brief explanation _____

1. REVENUE		
A. Cash contributions	$441,000	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.
G. TOTAL REVENUE		$441,000 G.
2. EXPENSES		
A. Fees or commissions	92,108.50	A.
B. Salaries	33,493.99	B.
C. Payroll taxes		C.
D. Employee benefits		D.
E. Cost of merchandise for resale		E.
F. Cost of entertainment		F.
G. Postage	6,196.39	G.
H. Advertising		H.
I. Telephone	669.80	I.
J. Rental of equipment		J.
K. Facilities charge		K.
L. Permits		L.
M. Other expenses: (Specify)		
a. Printing	4,019.00	Ma.
b.		Mb.
c.		Mc.
d.		Md.
N. TOTAL EXPENSES		92,108.50 N.

412503

RECEIVED
MAY 0 4 2004
Attorney General's
Registry of Charitable Trusts

RECEIVED
JAN 1 2 2004
Attorney General's
Registry of Charitable Trusts

412504

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES
2002 ANNUAL FINANCIAL REPORT
(California Government Code Section 12599)
Page 2

3. Amount to Charity (subtract line 2N from line 1G) 349,891.50 3.

4. Less additional fund-raising expenses paid by charity (to be completed by charity) 0 4.

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) 0 5.

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) 349,891.50 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) — Printed Name: Norris Hartley — Title: President — Date: 12-2-03

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

Signature of authorized officer/director (Charity) — Printed Name: Lynn Smith — Title: Ass't Secretary — Date: 12/15/03

Signature of authorized officer/director (Charity) — Printed Name: Hamilton Leon — Title: Asst. Treasurer — Date: 12/15/03

RECEIVED
JAN 12 2004
Attorney General's
Registry of Charitable Trusts

412506