

LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - **All Filers Are Required To Complete This Page**

1. Registrant Name:

KESSLER & ASSOCIATES BUSINESS SERVICES

2. Address:

210 7TH ST SE #200, WASHINGTON, DC 20003

3. Principal place of business (if different from line 2):

4. Contact Name: LEE TERRETT

Telephone: 202-547-6808

E-mail (optional): lterrett@kesslerassoc.com

Senate ID #: 21506-48

House ID #: 30748001

7. Client Name: Self

BURLINGTON NORTHERN SANTA FE

TYPE OF REPORT

8. Year 2000 Midyear (January 1 - June 30): **OR** Year End (July 1 - December 31):

9. Check if this filing amends a previously filed version of this report:

10. Check if this is a Termination Report: => Termination Date: _____ 11. No Lobbying Activity:

INCOME OR EXPENSES

Complete Either Line 12 **OR** Line 13

12. Lobbying Firms

INCOME relating to lobbying activities for this reporting period was:

Less than \$10,000:

\$10,000 or more: => Income (nearest \$20,000): 120,000.00

Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).

13. Organizations

EXPENSES relating to lobbying activities for this reporting period were:

Less than \$10,000:

\$10,000 or more: => Expenses (nearest \$20,000): _____

14. Reporting Method.

Check box to indicate expense accounting method. See instructions for description of options.

- Method A.** Reporting amounts using LDA definitions only
 Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code
 Method C. Reporting amounts under section 162(e) of the Internal Revenue Code

Registrant Name: KESSLER & ASSOCIATES BUSINESS SERVICES Client Name: BURLINGTON
NORTHERN SANTA FE

Signature: ON FILE Date: Jan 12, 2001

Printed Name and Title: DARLA M. TOMES - DEPUTY DIRECTOR OF COMMUNICATIONS

Information Update Page:

Complete **ONLY** where registration information has changed.

LOBBYIST UPDATE

23. Name of each previously reported individual who is NO LONGER expected to act as a lobbyist for the client

Name: BROWN, JUSTIN E.
Name: CARNES, TRACEY A.
Name: GREISSING, JOHN E.
Name: KRAUSER, KELLY M.
Name: MOORE, PAUL R.
Name: PATRONE, EUGENE
Name: SULLIVAN, JOHN H.

ISSUE UPDATE

24. General lobbying issues previously reported that NO LONGER pertain

AFFILIATED ORGANIZATIONS

25. Add the following organization(s)

26. Name of each previously reported organization that is NO LONGER affiliated with the registrant or client

FOREIGN ENTITIES

27. Add the following foreign entities

28. Name of each previously reported foreign entity the NO LONGER owns, OR controls, OR is affiliated with the registrant, client or affiliated organization

Signature: ON FILE Date: Jan 12, 2001

Printed Name and Title: Darla M. Tomes - Deputy Director of Communications