



- Rent to maintain a stable living environment
- Utility and phone bills to prevent the discontinuance of these vital services
- Hot meals and groceries for patients at home
- Transportation expenses for visits with family and medical treatment in other cities
- Special medical equipment and supplies for home care
- Warm clothing for the winter months
- General living expenses until public assistance or SSI begins



Thank you for being a helping hand to a person with AIDS.

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Who We Help.

Current estimates indicate that approximately one-third of the people diagnosed with AIDS have exhausted their financial resources and are living at a subsistence level. Typically, these people are relying on county, state or federal assistance for all of their support.

These are the people we try to help. They are individuals facing insurmountable medical and psychological problems related to AIDS. We believe they should not have to face financial problems as well.

Consequently, any person with AIDS in the San Francisco Bay Area who has a monthly income of \$700 or less and meets the Fund's eligibility requirements may qualify for emergency assistance from us.

Application for emergency assistance may be made by either the person with AIDS, a friend or a family member. Once eligibility is established, we make every effort to provide the financial assistance as quickly as possible. All inquiries and grants to or on behalf of people with AIDS are always kept strictly confidential.



How We Work.

The AIDS Emergency Fund is an all-volunteer, non-profit, non-political and tax-exempt organization. We raise money by sponsoring local fund-raising events, conducting direct mail solicitations and applying for foundation and corporate grants.

Despite no significant government assistance, our success has been notable. Relying on the generous support of individuals and the business community, we have been able to raise more and more money each year. All-volunteer staffing has enabled us to channel 90% of contributions directly to people with AIDS.



What We Need.

Each year the number of people diagnosed with AIDS doubles, placing an increasing strain on the medical and social services available in the Bay Area—and the limited services and resources of the AIDS Emergency Fund. To meet the growing need, we need volunteers and donations.

Volunteers are needed to staff the AIDS Emergency Fund Office, work on committees and help at fundraising events. Donations are needed to ensure that as many people as possible can receive direct and immediate financial assistance.

Donations to the AIDS Emergency Fund, which are tax-deductible to the maximum extent allowable by law, can be made in any of the following ways:

- **Cash, Check, VISA or MasterCard.** We gratefully accept one-time donations, contributions pledged over time and gifts in memory of friends, loved ones or family.
- **United Way Donor Option Plan.** The Fund can be designated as the recipient of your United Way employee contribution.
- **Securities and Real Property.** We accept gifts of stock, equipment or real estate in accordance with charitable contribution laws.
- **Bequests.** The Fund can be designated in your will or insurance policy as a beneficiary.
- **Corporate or Foundation Grants.** We welcome information about any available corporate or foundation grants and gladly accept your company's matching contributions.

Be a helping hand to a person with AIDS—volunteer your time or make a tax-deductible contribution. It's a fact: the more we raise the more we can give.

All-Charity Charity

Low Overhead Allows AIDS Fund To Give It All Away

by Dennis McMillan

The AIDS Emergency Fund, providing direct financial assistance to people with AIDS and ARC who are unable to work, is in need of community help.

The Fund, established in 1982, has been offering financial help in the form of up to \$1,000 a year per client. This can be used for anything the person needs. Checks are written to the provider of the service, such as paying rent to a landlord, phone bills, utility bills, food, and other necessities.

The Fund also underwrites and supports several programs in town. One example is the para-transit program for AIDS people. That provides taxi fare to and from the doctor. Another aspect of the Fund pays for 235 meals a month in Ruth Brinker's Project Open Hand. They also underwrite Irene Smith's massage programs for AIDS patients on Ward 5-B.

According to AIDS Emergency Fund president Hank Cook, the Fund helps defray costs for several charities. "For the first two months this year, we helped 26 clients to the tune of \$4,000, at Shanti," he said.

"I am concerned," said Cook, "that people incorrectly think the AIDS Emergency Fund is

just one charity, when actually it's helping all of the charities in town." He mentioned Hospice of San Francisco and AIDS Home Care as two other examples.

It wasn't until early 1988 that the Fund started really gathering money, mostly at the South of Market bar the S.F. Eagle. This year, Cook said, they must raise more than \$800,000 to meet projected needs, because they are just starting to include people with ARC as recipients.

Last year, in March, the Fund gave 50 grants for a total of \$11,822.67. This March they gave out 194 grants totalling \$53,758.19. "It's just overwhelming," Cook said.

Eighty percent of the Fund's money comes from individuals through events put on by the community. A beer bust at the Eagle, a motorcycle club event, the Bike-A-Thon, the AIDS Walk—all provide donations to keep the Fund going.

May 3 will be a major fundraiser sponsored by Mayor Art Agnos, to be held in the Green Room of the Veterans Building. They will offer the piano stylings of Peter Mintun and the comedic talent of Danny Williams, at an admission price of \$50.

The Pennies Project, where "every penny counts," is run by Fred Skau, Burke Ray, and Wayne Fortier. That project takes the form of those giant, glass jars

you see everywhere in town, where you can finally find a use for those pesky pennies and dimes and quarters you carry around as pocket change.

"We try to have a wide range of events," commented Cook. "I attended over 90 events last year."

ALL VOLUNTEER

When asked whether the operation was typical of some AIDS organizations—high salaries, plush offices, special perks—Cook laughed, "I wish!" AIDS Emergency Fund is an all-volunteer organization.

They originally worked out of Richard Gervais' kitchen for two years. Then they moved to 1550 California St., "in a little shoe-box office," for several more years. They are still in the same location, but they've moved down the hall, next to the Tavern Guild's office, to a little bit larger space. All furnishings have been donated to the Fund. There is no place in the budget for furniture or computers.

There is only one paid staff member, Phil Peyton, who processed the \$53,000 in applications last month. His salary (less than \$20,000 annually) comes from a gift from the estate of a former volunteer.

"It's a revolving-door type of charity," said Cook. "The money that comes in goes right out again because of our demand."

They are hoping this year to raise enough money to get the grant limit past \$1,000 per client per year. "My dream, before I drop, is to get the limit past \$2,500," Cook said. "We're very proud of the fact that we can issue checks within three days."

As the reserves are being pulled down at \$50,000 a month, the Fund is concerned there will be no money by July. "It's my job to worry," said Cook. "I'm a professional worrier."

The next big event will be the AIDS Bike-A-Thon. "We're going to be out there riding with our T-shirts on," promised Cook. "Hopefully people will see that here's a charity that spreads around to a whole lot of other groups."

If you wish to help keep this community spirit alive, call AIDS Emergency Fund at 441-6407 and volunteer your time and money.

SF, B.A.R.

4-28-88

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Low Overhead for Emergency Fund Means More Cash for Distribution

by Jay Newquist

The AIDS Emergency Fund (AEF) serves people with AIDS or disabling ARC in the Bay Area. But its fund directors also see themselves as serving donors who want their money immediately airlifted to the front lines of the epidemic. At present, AEF puts 95 percent of its \$700,000 1988 budget directly into client services, helping people with the PG&E bill or the rent that the landlord wanted yesterday. They have distributed \$423,000 this year, as of Sept. 15. They expect to give out a total of \$900,000 in 1989.

With a mere 5 percent in overhead costs and one full-time and one part-time employee, AEF has provided service without becoming a dinosaur in the process. It's the way they've been operating since day one, except they used to give away 98 percent of their budget at first.

The AIDS Emergency Fund is still not in business for its own creature comforts. Its digs at 1550 California St. are one large, perfunctory room, with the coffee machine in a nest of offices behind a flower shop. The distinctive logo out front is the only hint that altruism lurks down the hall.

At a maximum grant of \$500 per calendar year for each client, AEF served 973 clients last year. "We used to give away \$1,000, but because of our client demand, we felt we might have to turn people away," said Hank Cook, AEF's unsalaried director.

"We didn't want to turn people away, so we reduced the stipend. I think it's worked. We've never turned anyone away. We've taken care of women and children, and there's been an enormous increase in minority grants of about 30 percent from the Latino community," he said.

SUPPLEMENTAL AID

Cook said AEF provides 70 percent of its money to clients for rent. The remainder goes for utility and phone bills; hot meals and groceries for patients at home; transportation expenses for visits with family and medical treatment in other cities; warm clothing for winter months; and living expenses until public assistance or SSI begins.

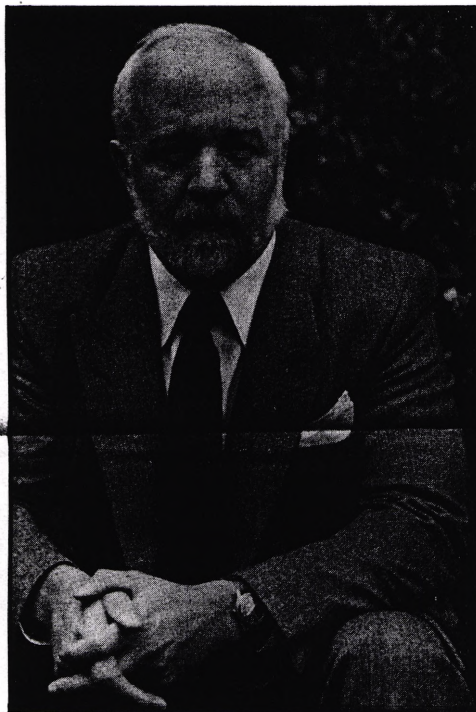
AEF underwrites three specific programs: Service by Touch that provides massage for PWAs in their homes; hot meals for Project Open Hand (\$800 per month); and Paratransit (\$1,000 per month) that provides reduced taxi fares for people with AIDS and disabled people with ARC.

"I don't want a patient out on Muni all day long, trying to get to a doctor's office," Cook said. A client of the Paratransit program, for example, would pay \$3 for coupons worth \$30 in taxi rides. AIDS Emergency Fund picks up the difference.

"Our mission is to provide financial assistance to our clients, and these programs like the Godfather Fund are supplemental until they are able to get on their feet."

AIDS Emergency Fund started raising money in September 1982 and served 50 clients that year. The donations came principally from appeals to the leather community via fundraising events like the first Leatherdaddy's Boy Contest at the S.F. Eagle in 1982.

Tax-free donations to AEF may be made by cash, check, Visa, or MasterCard. The fund is also part of the United Way Donor Option Plan. Donations of securi-



Hank Cook.

(Photo: L. Warwick)

ties or real property, bequests, and corporate or foundation grants are also being sought.

Cook reported that once AEF becomes computerized and expands programs, the staff may have to increase.

At present, the organization functions with one full-time office manager at \$18,000 per year in salary plus health benefits paid by a special grant from the state. The one part-timer is paid \$6 per hour for four hours work each day.

Many first-time clients are so sophisticated to the process, Cook said, that they arrive at AEF with their paperwork completed, which lessens the workload. A check is usually issued within three days.

A large portion of the intake and paperwork is done by some 14 volunteers. "Anyone who wants to work is welcomed, but I've found the best kind of volunteer has to be someone more reasoned and more mature, very decent, and patient," Cook said.

Clients must present a document from physicians attesting to the AIDS or disabling ARC diagnosis. They also must present a financial statement showing their income is less than \$900 a month.

"When they come in, they are really in need," Cook said. "We have to forget about the few who

are trying to rip us off. We look at the big picture."

NO PUBLIC FUNDS

The AEF budget is targeted at \$3.5 million by 1992 as the epidemic reaches its projected peak, according to Cook.

"This charity basically raises money the old-fashioned way," said Cook, who puts in 125 hours a month. "Pressing the flesh, leaning on old friends, and it's going to continue. I don't see it tapering off."

"Everyone has fears of destitution. No matter how wealthy you are, I think everyone wants to see us continue."

AIDS Emergency Fund receives no regular federal, state, county, or city money. More than 80 percent of all income comes from private donations, with 20 percent from corporate and foundation grants.

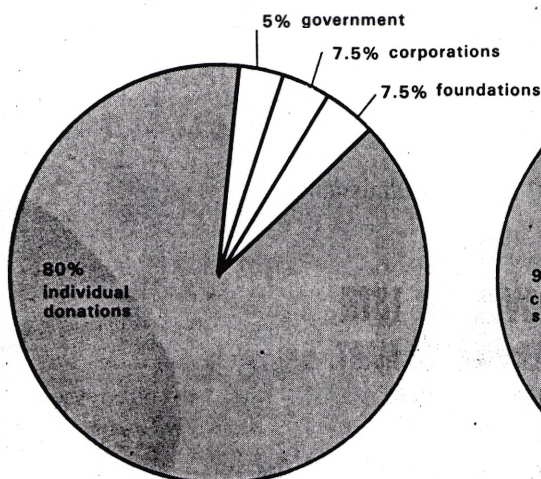
"The success of this charity has been based on the generous donations of the gay and lesbian community. It overwhelms me sometimes. I'll go out in the evening to an event and pick up \$3,000 in checks for the fund," Cook said. "They know that there will be instant results."

Cook recalled when AEF was giving away only \$1,000 a month. "The first fellow we gave \$100 to

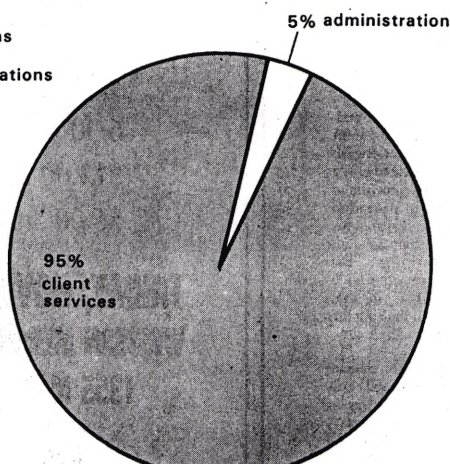
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AIDS Emergency Fund

Income



Expenses





Images Gallery held a benefit for the AIDS Emergency Fund in August 1987. (Photo: Scott Martin)



The AIDS Emergency Fund float in the 1988 Gay Parade. (Photo: Scott Martin)



An AIDS Emergency Fund event at the Green Room. (Photo: Scott Martin)

Budget: 1986, \$226,000; 1987, \$328,000; 1988, \$700,000.
Staff: one full-time, one part-time.
Clients: 1986, 275; 1987, 400; 1988, 973.
Volunteers: 14.
Income:
 • Government grants, 5 percent.
 • Private donations, 80 percent.
 • Corporations, 10 percent.
 • Foundations, 7.5 percent.
Services: Emergency cash assistance to people with AIDS or disabling ARC; subsidies to support services. ▼

First in a series on AIDS organizations

AEF

(Continued from previous page)

broke down in tears. Now we're giving away between \$40,000 and \$50,000 a month," he said.

"But we do get worried we won't be able to meet the client demand. It's a real hard problem to face every day."

The AEF board is quite tight-

fisted and "fanatical about accountability," Cook said. "But we're so successful that we must be doing something right."

"Let's raise some money and have a good time in the process, that's my philosophy. We give the most bang for the bucks, and they keep coming back."

The recent Danny Williams birthday celebration at the S.F. Eagle was expected to raise some

\$4,000 for the fund. The "In Memory of Friends" soiree at the Palace of Fine Arts pumped \$30,000 into AEF coffers.

On the darker side, Cook suspected that problems at Shanti Project that led to the firing of Jim Geary had created a certain hesitancy about charitable giving across the board.

"People are more cautious now when they donate," he said. "Shanti seems to have created some problems. Charities are businesses that have deadlines, goals, and paperwork. When a business is successful, it means you've got good people at the top who are doing their job."

"I don't want to project the image that we are pure and clean and giving our heart and soul. People forget that these are big businesses, and a lot of people are making a good living off them."

"There's nothing wrong with that, because they're helping people. It just has to be watched and controlled so we don't have abuses. [The director's] job is to administer the bylaws of the charity," he said. "I think sometimes that other groups tend to get away from that."

RELY ON COMMUNITY

Cook said that, as a fundraising entity, AEF had to rely on its board members to beat the streets for donations. "If you cannot sell a booklet of 10 raffle tickets, then you are no use to

AEF as a board member. I'd love to have 13 Charlotte Maillards. Fundraising is a cold, dark, basic thing that's a hard pill to swallow. You have to be a dynamo or else you're just extra fat on the body."

Has the gay community exhausted its capacity for contributions to AEF or other AIDS-related charities?

"I don't think that people are tapped out. People who give \$75 to \$100 at one time are tapped out, but there are a lot of \$1 people out there."

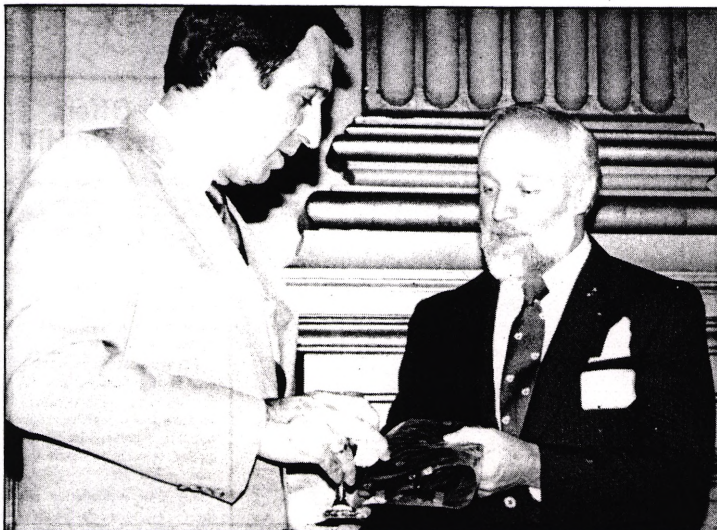
Cook didn't hold much hope that the straight community would contribute a fair share.

"They are not going to give us the dollars we need. We have to rely on ourselves and our own cleverness. We haven't plugged into our genius out there."

Cook reported that the charity was forming Friends of the AIDS Emergency Fund who would be asked to contribute no more than \$15. They would receive a membership card and a free subscription to a monthly newsletter.

"It's a nice way to broaden even more our grassroots support. There are a lot of people we haven't touched, and we won't until the epidemic affects them personally. It's exciting work. You get such fulfillment, and you have to treat everything as a learning experience."

"It's never-ending," Cook said. "Who would have thought that at our age we'd be doing this?" ▼



Mayor Art Agnos was honored by the AIDS Emergency Fund. (Photo: Scott Martin)