

CARE TO DANCE?

**REGISTER
TODAY!**

WHERE:

**THE I-BEAM
1748 HAIGHT ST., SF**

WHEN:

**SUNDAY, DEC. 6TH
2PM-2AM**

**HERE'S HOW
YOU DO IT:**

1. PHONE MOBILIZATION AT 863-4676. WE WILL SEND YOUR DANCE CARD ON WHICH TO GATHER PLEDGES.
2. START TALKING UP THE EVENT TO YOUR FRIENDS & COLLECTING CHECKS FOR THEIR PLEDGED AMOUNTS.
3. DANCE ON & ON & ON...

BENEFICIARIES:

MOBILIZATION AGAINST AIDS,
SF AIDS FOUNDATION

MEDIA SPONSOR:

SF SENTINEL

**PHONE
MOBILIZATION
AGAINST AIDS:
(415) 863-4676**

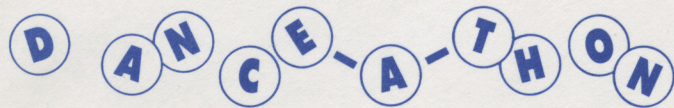
DESIGN & ILLUSTRATION: ART JAGONASI
TYPOGRAPHY: 220 GRAPHICS, SF

Printing Donated by **Independent**



ON & ON & ON & ON...

SAN FRANCISCO AIDS



1540 Market Street, Ste. 60

San Francisco, CA 94102

The first line of musical notation for the song 'The Wind'. It consists of a single staff with a key signature of one flat (B-flat) and a 4/4 time signature. The melody is written in a soprano voice, starting on a G4 (middle C) and ending on a G4. The notes are: G4 (quarter), A4 (quarter), Bb4 (quarter), A4 (quarter), G4 (quarter), F4 (quarter), E4 (quarter), D4 (quarter), C4 (half). There are bar lines after the fourth and eighth measures.

SF AIDS Dance-a-thon

A 10-Hour dance marathon to fight AIDS

Dance-a thon Beneficiaries:

AIDS EMERGENCY FUND — A Community-Funded service that gives financial assistance to people with income difficulties because of AIDS or disabling ARC. 90% of the funds are returned to those in need.

SF BLACK COALITION ON AIDS — An advocacy and referral project to address issues surrounding AIDS within the Black community.

MOBILIZATION AGAINST AIDS — A national health advocacy and civil rights organization working to harness grassroots activism for local and national responses to AIDS. MAA is dedicated to securing additional funding and protecting the rights of PWAs and those perceived at risk of infection. Mobilization also sponsors the International Candlelight Memorials that regularly occur in 100 cities around the world.

SHANTI — A nonprofit, volunteer agency providing direct support and assistance to PWAs and their loved ones.

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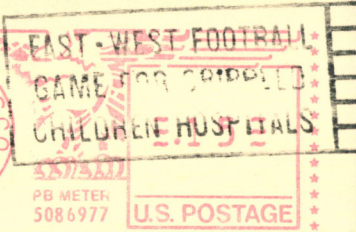
FIRST CLASS PERMIT NO. 23628 SAN FRANCISCO, CA

POSTAGE WILL BE PAID BY ADDRESSEE

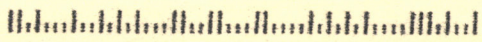
S.F. AIDS Dance-a-thon
c/o **MOBILIZATION AGAINST AIDS**
1540 Market Street #60
San Francisco, CA 94102-6035



MOBILIZATION
AGAINST
AIDS



MILES BARRY *** IB
38660 LEXINGTON, #422
FREMONT, CA 94536
8 /iii



AIDS DANCE-A-THON BIGGER THAN EVER!

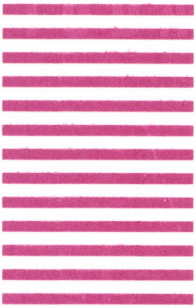
Over 1,200 have signed up to participate in the 3rd annual AIDS Dance-A-Thon, Sunday, December 3rd at the I-Beam, the Kennel Club/Box and the Club Townsend in San Francisco. We hope to raise over \$100,000 for seven AIDS organizations who are facing a very difficult year ahead on the frontlines of the epidemic.

- The first 100 dancers at each club with \$100 in *pre-paid* pledges will receive Dance-A-Thon t-shirts!
- Celebrity DJ's courtesy of *Live 105* are Steve Masters at Club Townsend, Mark Hamilton at the I-Beam and Page Hodel at the Kennel Club/Box.
- You must be 21 to participate. (We regret this!)
- You must have \$40 in *pre-paid* pledges to be admitted.
- In order to dance at your first-choice club, you must have reserved a space there. Call 863-4679.
- Dancing is officially from 2pm until 7pm, but we ask you to arrive by 1pm so we can check everyone in. All three clubs will remain open until 2am if you wish to stay...
- The top five Champion Dancers at each club — based on *pre-paid* sponsorships — will be awarded beautiful plaques, as will the Grand Champion of the Dance-A-Thon.

SEE YOU SUNDAY, DEC. 3RD AT THE DANCE-A-THON!

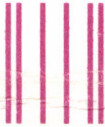
If you have any questions, call us at 863-4679!

MOBILIZATION AGAINST AIDS, 1540 MARKET STREET #60, SAN FRANCISCO, CA 94102-6035



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1987



MOBILIZATION AGAINST AIDS
1950 Pierce Street
San Francisco, CA 94115-9982

POSTAGE WILL BE PAID BY ADDRESSEE

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EXCUSE ME
WOULD YOU
CARE TO
DANCE?



Pre-sorted
First Class
U.S. Postage
PAID
Permit No. 10286
San Francisco, CA

REGISTER
TODAY!



FIGHT AIDS
WHILE YOU
DANCE



ON & ON & ON &
ON & ON & ON &
ON & ON & ON &
ON & ON & ON...

CARE TO DANCE?



ON & ON &
ON & ON &
ON & ON &
ON & ON...

CARE TO DANCE?: and fight AIDS at the same time? If so, you'll want to be a participant in San Francisco's first Dance-a-thon. The event, a benefit for Mobilization Against AIDS, will focus on raising money to fight AIDS while people do what they often do to enjoy themselves...DANCE!

IT'S FUN: Did you ever wish you could harness the fantastic energy generated every week at San Francisco dance clubs, and channel it into a positive solution to help in the AIDS epidemic? Now is your chance to do that and have fun too!

IT'S EASY: First, you register as a dancer by completing and returning the attached form. Next, ask your friends and family to support your effort by pledging a dollar amount for each hour that you dance. Finally, you come to the Dance-a-thon and dance for up to 10 hours. (Don't worry...there will be plenty of rest periods. Dancers of every skill level will be able to participate and dance at their own pace).

AT A GREAT LOCATION: The I-BEAM, 1748 Haight, San Francisco

ON THE HOTTEST DAY: SUNDAY...December 6th—from 2pm till 2am

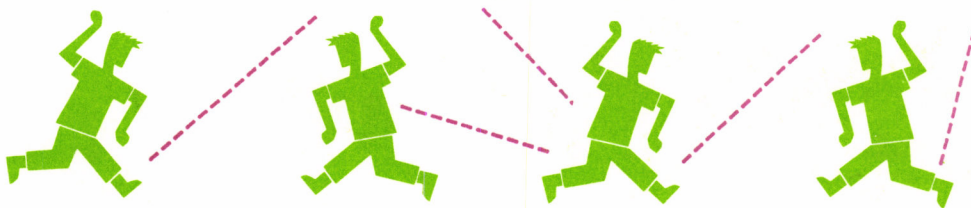
HERE'S HOW YOU DO IT:

1. Complete the Registration Form below and drop it in the mail to Mobilization. We will send your DANCE CARD on which to gather pledges.
2. Start talking up the event to your friends and collecting checks for their pledged amount.
3. **DANCE! DANCE! DANCE ON & ON & ON**

CARE TO DANCE is structured to be both high-energy and fun. The music will be upbeat disco and rock. It will be held at the I-BEAM, San Francisco's leading dance establishment on a Sunday, the biggest night of the week. The I-BEAM has great dance events every night. It's owner, Dr. Sanford Kellerman, has created some of the largest dance parties in San Francisco including huge New Year events at the Moscone Convention Center. Dr. Kellerman has generously donated the use of the I-BEAM and his staff for CARE TO DANCE.

MOBILIZATION AGAINST AIDS, founded in 1984, is a national AIDS lobbying

organization based in San Francisco. Mobilization successfully fought for massive increases in federal AIDS funding, opposed Delta Airlines' discrimination against people with AIDS, played a major role in the No on 64 (LaRouche) campaign, and each year conducts the worldwide Candlelight Memorials. Anticipated 1988 battles include fighting for \$2 billion in federal funding to ensure that AIDS service groups are able to provide the necessary education, treatment and services. We will also be opposing anticipated civil rights attacks led by people like Lyndon LaRouche, Senator Jesse Helms, and State Senator John Doolittle.



DESIGN & ILLUSTRATION: ART JAGONASI, TYPOGRAPHY: 220 GRAPHICS & ONE-STOP TYPESETTING, S.F.

Printing funded in part by San Francisco Independent

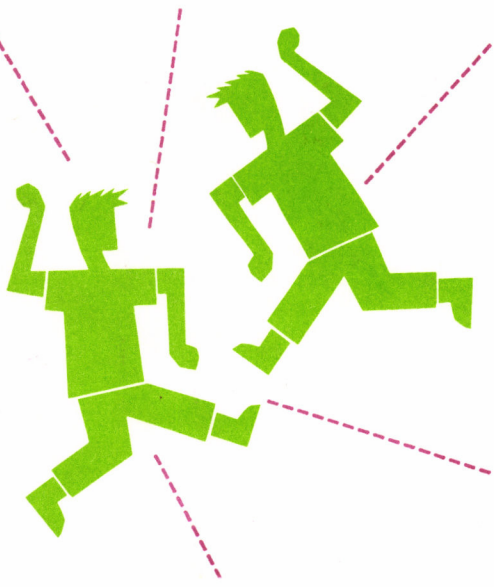
☒ **YES!** I Care to Dance. Send me my Dance Card/Registration Kit.

Dancer's Name Richard Peterson
Address 400 MARKET.
City Oakland State CA Zip 94607 Phone 268-1555

(Note: You may register with a partner if you wish, in which case, your partner should also complete a registration form. But don't worry most people will not have partners. We'll find you one at the Dance!)

Please return to : **MOBILIZATION AGAINST AIDS**

1950 Pierce Street
San Francisco, CA 94115-9982



SAN FRANCISCO **AIDS** Dance-a-thon

1540 Market Street, Suite 60, San Francisco, CA 94102-6035 • Phone: (415) 863-4676

Benefiting:

- The AIDS Emergency Fund
- The Black Coalition on AIDS
- Mobilization Against AIDS
- The Shanti Project

We are now organizing the second San Francisco AIDS Dance-a-thon and it's our pleasure to ask you to join us in this year's event.

It was because of active people like you -- active people who like to dance as well -- that we were able to raise over \$25,000 last year. This year's dance will be bigger and better.

And here's why:

- o More than 250 dancers have already signed up, with more joining us each day!
- o Four of the City's service and advocacy projects will benefit from the pledges you gather -- The AIDS Emergency Fund, the Black Coalition on AIDS, Mobilization Against AIDS and the Shanti Project.
- o Every dancer will receive an award certificate at the end of the event and the champion dancers -- or Dance Teams!! -- will receive an engraved plaque that night.
- o And many of the dancers who enjoyed last year's dance-a-thon are back again.

Once again the dance is being held at the I-Beam (1748 Haight Street), one of the City's favorite entertainment clubs. Dancing for the 10-hour marathon will begin at 2:00 p.m. with registration starting at 1:00. Admission to the club is free for dance participants and snacks and beverages (non-alcoholic) will also be available.

Please register to dance with us by returning the enclosed coupon on the brochure. A registration package with pledge sheets will be sent to you immediately so you can begin collecting sponsors.

Thank you in advance for your support. We hope to see you there.

Our best,



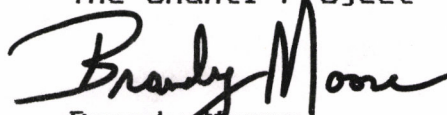
Allan Shore
Mobilization Against AIDS



Darrell Yee
AIDS Emergency Fund



Rich Reidy
The Shanti Project



Brandy Moore
Black Coalition on AIDS

SAN FRANCISCO **AIDS** Dance-a-thon

1540 Market Street, Suite 60, San Francisco, CA 94102-6035 • Phone: (415) 863-4676

Benefiting:

- The AIDS Emergency Fund
- The Black Coalition on AIDS
- Mobilization Against AIDS
- The Shanti Project

Dear Dancer,

You may not know this but the hardest part is over:

You have decided to Dance for fun and profit
in the battle against AIDS.

The response so far has been great making December 4th at the I-Beam (1748 Haight Street) look just fabulous. The remaining few tasks of getting supporters should be as simple as a two step.

Enclosed is your pledge sheet and instructions for the day of the event. Read this letter for some tips on getting sponsors, then be on your way.

Asking for Sponsors:

Getting sponsors is only difficult if you take it too seriously. Don't be afraid to ask. Dance-A-Thons are fun ways to do important work and many people will be very happy to help, especially those people you know well or work with. But encourage them to find others sponsors too.

Don't be shy. The Dance-A-Thon is going to be 10 hours long. Most people will have no difficulty offering you the suggested \$1.00 per hour pledge (\$10.00). But there is nothing wrong with asking for more. They will not change their minds if you suggest maybe \$10 or maybe even \$5 per hour. \$100 for 10 hours can be extremely helpful to the fight against AIDS and not a great sacrifice for many.

The most important rule is perhaps this: **let the individual you ask decide by offering choices.** DON'T ASSUME THEY WILL WANT TO PAY ONLY \$1.00 PER HOUR AND DON'T BE HURT IF THAT IS WHAT THEY ACCEPT. Let them decide and remember you and they have helped a great deal regardless of the amount they give!

Start right away. The Second Annual AIDS Dance-A-Thon promises to be bigger than ever. And there will be a number of people seeking sponsors. The earlier you get going the better. It doesn't hurt to set a goal for yourself. Say, maybe 10 pledges per week for the next four weeks. That would probably be a good shot at being among the top pledge getters.

Collecting the money:

The EASIEST option for you (and us) is if you collect the pledges at the time you get the commitment. Some people will not mind and will probably give you a check right there. Explain that non-stop dancing is not required but that you are seeking full sponsorship anyway. It is a fun event to help great AIDS projects.

Checks should be made payable to Mobilization Against AIDS (MAA), AIDS Dance-A-Thon. Many people prefer to pay when they are thinking about it rather than have to worry about it later.

A 100% advance payment of pledges is our goal. And it should be yours too because it saves a lot of energy, time and money. Following up on the people your pledgers is not always easy. If you must wait, however: **Remember to get right back to the pledgers as soon as possible after the dance.** Reminders cost us money that could be spent on AIDS.

Turning in the money:

Bring the pledges you have already collected with you on the day of the event. Be at the I-Beam by 1:00 so we can process these dollars and get you ready to dance. We will return your pledge form at about 8:00 pm so you can get started collecting immediately after the event. Mail the money to Mobilization.

Please keep us informed as to how you are doing on collecting the pledges. We do not want to send reminders to people who have already paid. We'll have some postcards that you can address if you would like to add a personal touch. That works very well.

But not as well as collecting the pledges in advance!

Dancing will start at 2:00 pm and last till midnight. You are not required to actually dance 10 hours -- dance for fun and as long as your feeling up to it. Take all the breaks you need, eat and drink non-alcoholic beverages to keep them feet a flyin'!

Now, go get those sponsors and collect the pledges and we'll see you on Sunday, December 4th at the I-Beam.

Toe-tapping thanks,



Allan Shore
Dance Coordinator

LOVE TO DANCE?

Last year hundreds of people danced to fight AIDS. Together they raised nearly \$50,000. And this year it'll be:

THREE TIMES THE FUN!!!

Choose which club you'd like to dance at:

I-Beam • 1748 Haight

Kennel Club/Box • 628 Divisadero

Club Townsend • 177 Townsend

TWICE AS SUCCESSFUL!!

This year's beneficiaries are:

AIDS Emergency Fund

Black Coalition on AIDS

Latino Coalition on AIDS/SIDA

Mobilization Against AIDS

Project Inform

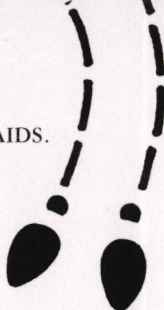
Shanti Project

AND EASY!

1. Fill out the form inside and mail it to us **TODAY**.
2. Gather pledges from your friends and co-workers.
3. **Dance! Dance! Dance!**

Guidelines for Gathering Pledges:

- **GET STARTED EARLY!** There will be many people seeking pledges. So the earlier you start, the simpler it will be.
- **DON'T BE SHY!** Many people want to do more in the fight against AIDS. Sponsoring YOU in the Dance-a-thon is a fun way for them to help.
- **THINK BIG!** We are asking for a \$2.00 per hour minimum pledge. Many people will easily offer more — if they know about the choices. Try suggesting \$5.00 or \$10.00 per hour.
- **MAKE IT EASY ON YOURSELF!** No one will be monitoring your dancing (the idea is to have fun), but we are asking for full 5-hour pledges. Try to **collect your pledges in advance** — it saves everyone time and energy later on. Advance pledges mean more monies and less hassle for all the charities!



1989 Beneficiaries:

AIDS Emergency Fund — A community-funded service that gives financial assistance to people with income difficulties because of HIV infection. 90% of the funds are returned to those in need.

Black Coalition on AIDS — An advocacy and referral project to address issues surrounding AIDS within the Black community.

Latino Coalition on AIDS/SIDA — An advocacy and referral project to address issues of concern to the San Francisco Latino communities.

Mobilization Against AIDS — A national health advocacy and civil rights group working to harness grassroots activism for local and national response to AIDS. MAA is dedicated to securing additional funding and protecting the rights of PWAs and those perceived at risk of infection.

Project Inform — A community-service program providing information on the availability of experimental drug treatments for varying stages of HIV infection.

San Francisco AIDS Foundation — A broad-based agency leading the way in the formation of public policy toward HIV disease, providing educational services to the general public and offering care to those infected with the virus.

Shanti Project — A nationally recognized agency, offering a variety of programs, including emotional and practical support, support groups, counseling at SF General Hospital, transportation, recreation, low-income housing, and information/training for community and professional organizations.

The Clubs

I-BEAM — The home of the legendary Sunday T-Dances, Video/Lasers and "High Energy Music" on Sundays featuring music by Michael Garrett. *1748 Haight Street. 21 and over.*

THE KENNEL CLUB/THE BOX — A lesbian and gay R&B Club. Funk and Soul. Featuring Page Hodel and The Box Dancers. *628 Divisadero. 21 and over.*

CLUB TOWNSEND — San Francisco's largest club featuring dance and special events. House, soul and modern jazz music with Doc Martin & Ernie Munson. *177 Townsend. 21 and over.*

Please complete this form and mail it back to us.

We'll send you a pledge sheet and you'll be on your way!

Sunday, December 3, 1989

2pm to 7pm

A 100% Advance Collection
of pledges saves us hundreds
of dollars in follow-up costs!

☐ **YES, I'LL DANCE. SEND ME A REGISTRATION KIT.**

☐ Enclosed is a contribution to help with organizing expenses:

☐ \$100 ☐ \$25 ☐ \$10 ☐ \$5

The club I'd like to dance in:

Rank in order of preference, from **1** to **3**

___ **I-Beam**

___ **Kennel Club/The Box**

___ **Club Townsend**

Name _____

Address _____

City _____ State _____ Zip _____

Phone (day) _____ (night) _____

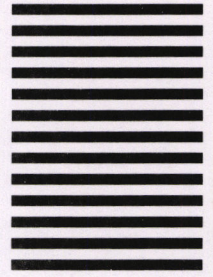
Return to: **Mobilization Against AIDS**

1540 Market Street, Suite 60 • San Francisco CA 94102

Make Checks payable to: **MAA, AIDS Dance-a-thon**



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San Francisco DANCE-A-THON
c/o Mobilization Against AIDS
1540 Market Street, Suite 60
San Francisco, CA 94102

SAN FRANCISCO AIDS

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A 5-Hour dance marathon
to fight AIDS

SUN, DEC 3, 1989

2pm - 7pm
1pm Registration

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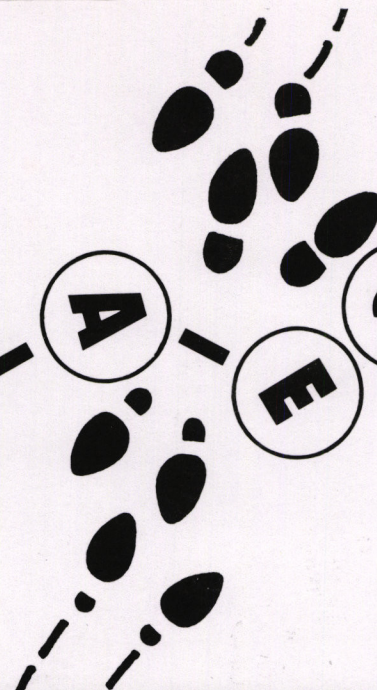
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AIDS DANCE MARATHON

PARTICIPANT

At the I-BEAM

San Francisco • December 6th 1987

*We deeply appreciate your participation as a
Marathon Dancer in raising funds for AIDS health and
civil rights advocacy. Thank you for caring.*

MOBILIZATION AGAINST AIDS



SUNDAY, DEC. 3

2:00 p.m. Until 7:00 p.m.

FOR
Registration Information
CALL
863-4679

Participating Clubs

Club Townsend
I-Beam
The Kennel Club/Box



Benefiting Agencies

Mobilization Against AIDS
AIDS Emergency Fund
Black Coalition on AIDS
Latino Coalition on AIDS/SIDA
Project Inform
The Shanti Project
S. F. AIDS Foundation

San Francisco

AIDS Dance-a-thon

1540 Market Street, Suite 60
San Francisco, CA 94102

Save The Date!!!

SAN FRANCISCO AIDS DANCE - A - T H O N

A 5-HOUR DANCE MARATHON TO FIGHT AIDS

LOVE TO DANCE?

Last year hundreds of people danced to fight AIDS.
Together they raised nearly \$50,000.
And this year it'll be:

THREE TIMES THE FUN!!!

Choose which club you'd like to dance at:

I-Beam • 1748 Haight

Kennel Club/Box • 628 Divisadero

Club Townsend • 177 Townsend

TWICE AS SUCCESSFUL!!

This year's beneficiaries are:

Latino Coalition

Mobilization Against AIDS

Project Inform

SF AIDS Foundation

The AIDS Emergency Fund

The Black Coalition on AIDS

The Shanti Project

AND EASY!

1. Fill out the form below and mail it to us now.
2. Gather pledges from your friends and co-workers.
3. **Dancel Dancel Dancel**

☐ **YES, I'LL DANCE. SEND ME A REGISTRATION CARD.**

Name _____

Address _____

City _____ State _____ Zip _____

Phone (day) _____ (night) _____

The club I'd like to dance in:

☐ **I-Beam** ☐ **Kennel Club/Box** ☐ **Club Townsend**

Return to:

Mobilization Against AIDS

1540 Market Street, Suite 60

San Francisco CA 94102

(415) 863-4676

MOBILIZATION AGAINST AIDS

To - All "Care to Dance?" Dancers

From - Paul Boneberg

Executive Director of Mobilization Against AIDS

- Paul Boneberg

Re - Dance-a-thon Progress

With just ten days left to go, the first dance-a-thon in the nation to fight AIDS is progressing magnificently. This is because of you and hundreds of other "dancers who care."

Here are the most recent developments:

- Over 300 hundred people have signed up as dancers
- We are receiving dozens of new registrations every day, both by phone and by mail. As word spreads more and more people are signing up and we will soon reach the I-BEAM's capacity.
- Several dancers are in a close race to gather the largest amount of pledges, with each gathering several hundred dollars in pledges. One dancer gathered over \$500 at work on his first day collecting pledges.
- The San Francisco Sentinel has become our Official Media Sponsor. Their news editor, David Lowe, is also a dancer and is gathering pledges through his column.
- The San Francisco AIDS Foundation has become a beneficiary of the dance-a-thon with Mobilization Against AIDS. Mobilization asked the Foundation to join the dance-a-thon because the Foundation generously included Mobilization as a beneficiary in this summer's AIDS Walk-A-Thon.
- Representing the Foundation on the dance floor will be their Board President, Bill Musik.
- Several groups, such as the Stanford Gay and Lesbian Student Union, are sending dance teams.

So, as you can see, everything is looking great!

If you have any questions or concerns, don't hesitate to call us.

See you at the I-BEAM, 1:00 p.m., Sunday, December 6th.

And thanks for caring and doing something about your concern once again.

MOBILIZATION AGAINST AIDS

December 15, 1987

Dear Marathon Dancer:

Thank you! Thank you! Thank you!

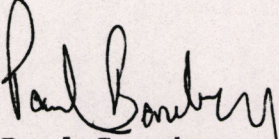
"CARE TO DANCE?" was a huge success, raising over 27,000 dollars in pledges from 175 dancers. The average dancer raised nearly 200 dollars and many dancers raised far more. The dance-a-thon winner was Howard Smith who raised over 1,100 dollars by himself!

We strongly believe that everyone involved in the dance-a-thon was a winner. Mobilization Against AIDS, the San Francisco AIDS Foundation, the Gay Community and all of us who care about stopping AIDS benefitted. Every dancer was a winner and helped us immensely in our fight against AIDS. We have enclosed a simple award certificate as a token of our esteem. Please accept it with our gratitude.

A number of dancers still have friends who pledged for them but have not yet sent in their check. Please ask them to send that check right away or better yet, pick up the contribution yourself and mail it to us. After all, you all are a team who began this dance marathon together.

We've enclosed a few postage paid envelopes for your convenience. If we can be of any help, let us know. We are usually reachable between 9 a.m. to 5 p.m. at 863-4676.

And thanks again!


Paul Boneberg
Executive Director

*** NEWS FLASH ***

1989 SAN FRANCISCO AIDS DANCE-A-THON A SUCCESS!
400 DANCERS RAISE NEARLY \$75,000 TO HELP SEVEN
AIDS ORGANIZATIONS!

Thanks very much for participating in this year's AIDS Dance-a-thon on Sunday, December 3rd at the Club Townsend, the I-Beam, and the Kennel Club/Box. We had a great time and we certainly hope you did!

You did an especially good job fund-raising! The efforts you made to get pledges and to collect them beforehand meant that we were able to make a large disbursement to the benefitting agencies soon after the event - a big boost to all of us!

We've gotten good feed-back from many of you to make the event even better next year. We hope to call on some of you to work with us as we begin serious planning next fall, and we certainly hope you'll be joining us for the dance!

Sincerely



Diana Kuderna,
SF AIDS Dance-a-thon

SAN FRANCISCO AIDS

DANCE-A-THON

1540 Market Street, Ste. 60
San Francisco, CA 94102
(415) 863-4679

1989 Beneficiaries

- ♦ AIDS Emergency Fund
- ♦ Black Coalition on AIDS
- ♦ Latino Coalition on AIDS/SIDA
- ♦ Mobilization Against AIDS
- ♦ Project Inform
- ♦ SF AIDS Foundation
- ♦ Shanti Project

Sunday, December 3, 1989
2pm to 7pm
at

- ♦ I-Beam
- ♦ Kennel Club/The Box
- ♦ Club Townsend

Sponsored by
KITS Radio 105.3 FM

Live
105
Modern Rock

A Five-Hour Marathon
to Fight AIDS

Hello Again,

It's time to dance in the battle against AIDS. Sunday, December 3, is around the corner. By now you probably know that 1,300 people have registered to dance promising to make this year's Dance-a-thon a great success.

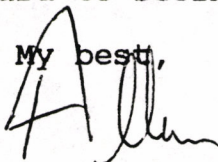
Enclosed with this letter is a sheet of information recapping what will be occurring on Sunday. Please be sure to be at your Club by approximately 1:00. Dancing will begin precisely at 2:00 pm and end at 7:00 pm with awards presented to each Club's Champion Dancers.

The primary focus of the day will be dancing. However, we'll have a few breaks for entertainment to make sure no one over does it. Live 105 dj's will be at each club to entertain and make fun ... I mean recognize ... those who are really getting into the act.

Keep collecting those pledges right up until the last minute.

Thank you in advance for helping. We look forward to seeing you Sunday.

My best,



Allan Shore
Dance Coordinator

Dance-a-thon Registration Information

It is critically important for the success of this year's Dance-a-thon that each Registered Dancer be at the Club where you are registered by 1:00 pm.

BECAUSE THE CLUBS WILL BE QUITE FULL, DANCERS WILL ONLY BE PERMITTED TO PARTICIPATE AT THE CLUB WHERE THEY ARE REGISTERED.

The registration process will include signing a waiver of responsibility, turning in and verifying the pledges you've already collected, receiving your Dance Number and -- for those eligible -- selecting a Dance-a-thon teeshirt.

All Dancers must turn in their Dance Cards and the money collected in advance. Event Volunteers will verify that you are at the proper Club and process the advanced.

Remember: Each Dancer ^{should} ~~must~~ have \$40.00 in pledges collected in advance for admission.

Also: All Dancers with \$100 or more in advance pledges will receive a FREE 1989 Dance-a-thon Teeshirt.

Dance-a-thon staff and volunteers will be photocopying your Dance Cards during the course of the first 3 hours of the event. After that, you may return to the registration area and retrieve your Dance Cards to collect the funds not paid in advance.

FOOD AND BEVERAGES:

The Dance-a-thon is a fundraiser and a "fun" raiser: please do not over work yourself during the course of the 5-hours.

Snacks will be available at identified locations at each club. Please make sure that you eat during the course of the day -- especially items that have salt and other nutrients.

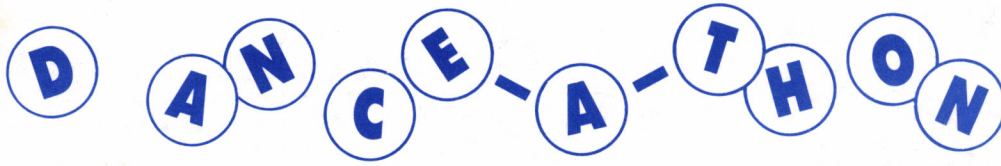
Selected non-alcoholic drinks will be provided FREE OF CHARGE to all registered dancers at each of the clubs. Drink plenty of liquids during the course of the event. Alcoholic drinks will be available for purchase as well.

COLLECTING REMAINING PLEDGES:

It is very important that you begin collecting the remaining pledges as soon as possible after the Dance-a-thon. The more quickly you collect the money, the sooner we will be able to get it to the benefiting agencies.

If you have any additional questions, feel free to call us at 863-4679. Someone will be in the office between 10 am and 2 pm on Saturday, December 2, and during regular office hours prior to the Dance-a-thon. Come dressed comfortably on Sunday.

SAN FRANCISCO AIDS



1540 Market Street, Ste. 60
San Francisco, CA 94102
(415) 863-4679

*** NEWS FLASH ***

1989 Beneficiaries

- ◆ AIDS Emergency Fund
- ◆ Black Coalition on AIDS
- ◆ Latino Coalition on AIDS/SIDA
- ◆ Mobilization Against AIDS
- ◆ Project Inform
- ◆ SF AIDS Foundation
- ◆ Shanti Project

Sunday, December 3, 1989
2pm to 7pm
at

- ◆ I-Beam
- ◆ Kennel Club/The Box
- ◆ Club Townsend

Sponsored by
KITS Radio 105.3 FM



A Five-Hour Marathon
to Fight AIDS

**1989 SAN FRANCISCO AIDS DANCE-A-THON A SUCCESS!
400 DANCERS RAISE NEARLY \$75,000 TO HELP SEVEN
AIDS ORGANIZATIONS!**

Thank you for pledging to support this year's AIDS Dance-a-thon, which took place Sunday, December 3rd at the Club Townsend, the I-Beam, and the Kennel Club/Box in San Francisco.

We have not yet received your check, and the dancer listing you as a sponsor asked us to send you a reminder of your pledge.

We would like to make the final disbursements to the benefitting organizations. Please send us your contribution right away (you may use the enclosed envelope) and accept our gratitude expressed on behalf of all seven groups providing AIDS care and services.

Sincerely,

Diana Kuderna

SAN FRANCISCO AIDS

DANCE-A-THON

1540 Market Street, Ste. 60
San Francisco, CA 94102
(415) 863-4679

1989 Beneficiaries

- ♦ AIDS Emergency Fund
- ♦ Black Coalition on AIDS
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Sponsored by

KITS Radio 105.3 FM



A Five-Hour Marathon
to Fight AIDS

Dear Dancer,

You may not know this but the hardest part is over:

You have decided to Dance against AIDS

Thank you for agreeing to be a Dancer at this year's San Francisco AIDS Dance-a-thon. The response so far has been great (over 500 have registered), making Sunday, December 3rd at the I-Beam, the Kennel Club/Box and Club Townsend look like it is going to be fabulous and very productive fundraiser.

According to our records, you have indicated that you would like to dance at **Club Townsend (177 Townsend)**. Your registration information will be there and you will be able to check in beginning at 1:00 p.m. (We're hoping to have a nice, wearable gift for the first people to register with lots of pledge dollars!)

The remaining few tasks involved in lining up supporters should be as simple as a two step.

Enclosed is your pledge sheet. Read this letter for some tips on getting sponsors, then be on your way.

----->>>>

Asking for Sponsors:

Don't be afraid to ask! The AIDS Dance-a-thon is a fun way to do important work and many people will be happy to help, especially people you know well and people you work with.

This is a FUN-raising event, so don't be shy. Most people will have no difficulty offering you the suggested \$2.00 per hour pledge (\$10.00) as a minimum, and many will pledge \$5, \$10, or even \$25 per hour. \$125 for five hours can be extremely helpful in the fight against AIDS and not a great sacrifice for many.

The most important rule is this: **let the individual you ask decide by offering choices.** DON'T ASSUME THEY WILL WANT TO PAY ONLY \$2.00 PER HOUR, AND YET DON'T BE HURT IF \$2.00 IS ALL THEY COMMIT. Let them decide!

Start right away. The AIDS Dance-a-thon promises to be bigger than ever, with a number of people seeking sponsors. The earlier you get going the better. It can be helpful to set a goal of maybe 10 pledges per week.

Collecting the money:

The EASIEST option for you (and us) is if you collect the pledges at the time you get the commitment. Many people will prefer to give you a check at that time--so make it easy on all of us, and don't wait to begin collecting on pledges. Non-stop dancing is not required! Make checks payable: MAA, AIDS Dance-a-thon.

A 100% advance payment of pledges is our goal, and remember, it will save energy, time and money that could be spent on AIDS projects if we get all of the money up-front.

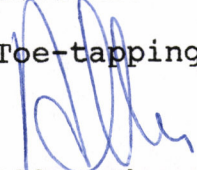
Following up on the pledgers is not easy, and reminders can be costly. If you must wait, however: **Remember to get right back to them as soon as possible after the dance.**

Turning in the money:

Bring the pledges you collected with you to Club Townsend. Be at the Club by 1:00 pm so we can process these dollars and get you ready to dance. The Dance-a-thon runs from 2:00 p.m. until 7:00 p.m. when we'll announce the money you've raised.

We'll be in touch with you regularly until Sunday, December 3rd, just to see if you have any questions.

Toe-tapping thanks,


Allan Shore
Dance Coordinator

Dear

As 1988 Champion Dancers, we'd like to challenge you to register for this year's AIDS Dance-a-thon, a five-hour dance marathon on **Sunday, December 3, from 2 pm 'til 7pm.** The Dance-a-thon, in its third successful year thanks to all of you, is quickly becoming the premier AIDS "fun" raiser as we include more locations and hundreds more dancers.

Last year, over 200 of us bumped, wiggled and sweated at the I-Beam, generating \$50,000. The Kennel Club/Box and Club Townsend have been added this year -- REGISTER FOR THE CLUB OF YOUR CHOICE -- and we hope to raise \$100,000 for 7 groups.

Because this is a fundraiser, we want to remind you that the important part of the event is registering early and collecting pledges. As Champion Dancers, we raised \$500 to \$2,000 each last year just by asking our friends, co-workers and families to pledge between \$2 and \$25 per hour (a \$2 minimum pledge is just \$10 and \$25 per hour is \$125).

*Remember to collected most of the money
before the dance. DANCING IS THE EASY PART!!!*

Come join us again for even more fun. Return the enclosed form as soon as possible, or give Jeff or Diana a call at 863-4679. The Dance Card is so you can begin right away.

----->>>>

Dance-a-thon, page 2

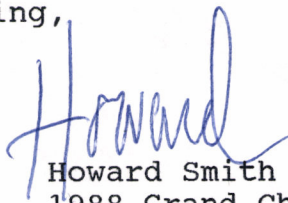
You can hear more about the Dance-a-thon by listening to our friends at KITS Live 105 everyday (105.3 on your FM dial). The dj's will be registering dancers and making appearances at the Clubs and may be bringing along some music celebrities too.

Keep your eyes and ears open for more information. The Quake slowed us down, but dance registration is occurring everywhere.

We're looking forward to a swing,



Francoise Razel-Brown
Champion Dancer



Howard Smith
1988 Grand Champion

SAN FRANCISCO AIDS

DANCE-A-THON

1540 Market Street, Ste. 60
San Francisco, CA 94102
(415) 863-4679

1989 Beneficiaries

- ◆ AIDS Emergency Fund
- ◆ Black Coalition on AIDS
- ◆ Latino Coalition on AIDS/SIDA
- ◆ Mobilization Against AIDS
- ◆ Project Inform
- ◆ SF AIDS Foundation
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Sunday, December 3, 1989
2pm to 7pm

at

- ◆ I-Beam
- ◆ Kennel Club/The Box
- ◆ Club Townsend

Sponsored by

KITS Radio 105.3 FM



A Five-Hour Marathon
to Fight AIDS

Hey Dancer --

Less than a month to go and I already know who's going to be this year's AIDS Dance-a-thon Champion!

I'm raising more money than last year and I raised a lot last year!

How you doing?

Are you aware that more than 700 people are already working at getting pledges? So don't wait! We're already bigger than last year's Dance-a-thon but we need your help to make the dollars come in.

If you know of anyone who would like to participate, tell them they need to register NOW in order to have time to get sponsors. The Clubs are getting full. And it takes several weeks to gather enough supporters to earn the \$100,000 you can help bring in for the seven benefiting agencies.

More than 100,000 more cases of AIDS are expected in the coming year and we can hardly provide all the care being demanded today. The Quake has not made it any easier. All AIDS programs are reporting decreasing dollars and increasing demands.

Don't forget it's OKAY to collect your pledges ahead of time -- its easier for you and

----->>>>

Page 2

cheaper for us. We want to get the funds out to the agencies as soon as possible after **Sunday, December 3.**

Give yourself a holiday break and have some fun. Collecting the money is nothing compared to what's happening at the Clubs. Special appearances are being finalized for the Dance-a-thon. And great prizes and gifts will be presented to those who bring in the most money.

Thanks again for everything! Keep up the good work. We'll be calling soon to say "hi."

And to let you know how much I've collected!

Good Luck.



Michael "Sport" Harriman
1988 Champion Dancer

P.S From Dance-a-thon Organizers:

Sport, who was one of last years Grand Champion Dancers, has collected over \$1,000- as of this letter. But anyone can still win by collecting before the event the most money in sponsorships.

In addition to the Grand Champion the five leading fundraisers at each club will be given Award plaques as Champion Dancers Against AIDS.

Dance-a-thon Registration Information

It is critically important for the success of this year's Dance-a-thon that each Registered Dancer be at the Club where you are registered by 1:00 pm.

BECAUSE THE CLUBS WILL BE QUITE FULL, DANCERS WILL ONLY BE PERMITTED TO PARTICIPATE AT THE CLUB WHERE THEY ARE REGISTERED.

The registration process will include signing a waiver of responsibility, turning in and verifying the pledges you've already collected, receiving your Dance Number and -- for those eligible -- selecting a Dance-a-thon teeshirt.

All Dancers must turn in their Dance Cards and the money collected in advance. Event Volunteers will verify that you are at the proper Club and process the advanced.

Remember: Each Dancer must have \$40.00 in pledges collected in advance for admission.

Also: All Dancers with \$100 or more in advance pledges will receive a FREE 1989 Dance-a-thon Teeshirt.

Dance-a-thon staff and volunteers will be photocopying your Dance Cards during the course of the first 3 hours of the event. After that, you may return to the registration area and retrieve your Dance Cards to collect the funds not paid in advance.

FOOD AND BEVERAGES:

The Dance-a-thon is a fundraiser and a "fun" raiser: please do not over work yourself during the course of the 5-hours.

Snacks will be available at identified locations at each club. Please make sure that you eat during the course of the day -- especially items that have salt and other nutrients.

Selected non-alcoholic drinks will be provided FREE OF CHARGE to all registered dancers at each of the clubs. Drink plenty of liquids during the course of the event. Alcoholic drinks will be available for purchase as well.

COLLECTING REMAINING PLEDGES:

It is very important that you begin collecting the remaining pledges as soon as possible after the Dance-a-thon. The more quickly you collect the money, the sooner we will be able to get it to the benefiting agencies.

If you have any additional questions, feel free to call us at 863-4679. Someone will be in the office between 10 am and 2 pm on Saturday, December 2, and during regular office hours prior to the Dance-a-thon. Come dressed comfortably on Sunday.

The most important rule is this: let the individual you ask decide by offering choices. DON'T ASSUME THEY WILL WANT TO PAY ONLY \$2.00 PER HOUR, AND YET DON'T BE HURT IF \$2.00 IS ALL THEY COMMIT. Let them decide!

Start right away. The Third Annual AIDS Dance-a-thon promises to be bigger than ever, with a number of people seeking sponsors. The earlier you get going the better. It can be helpful to set a goal for yourself. Say, maybe 10 pledges per week for the next six weeks. That would probably be a good shot at being among the top pledge getters, who will be awarded extremely nice rewards at a ceremony closing the event.

Collecting the money:

The EASIEST option for you (and us) is if you collect the pledges at the time you get the commitment. Many people will prefer to give you a check at that time--so make it easy on all of us, and don't wait to begin collecting on pledges. Non-stop dancing is not required! Make checks payable to MAA, SF AIDS Dance-A-Thon.

A 100% advance payment of pledges is our goal, and remember, it will save energy, time and money that could be spent on AIDS projects if we get all of the money up-front.

Following up on the pledgers is not easy, and reminders can be costly. If you must wait, however: Remember to get right back to the pledgers as soon as possible after the dance.

Turning in the money:

NO OPTION ON
Club Name

Bring the pledges you collected with you to ~~Club Towne~~. Be at the Club by 1:00 pm so we can process these dollars and get you ready to dance. The Dance-a-thon runs from 2:00 p.m. until 7:00 p.m. when we'll announce the money you've raised.

We'll be in touch with you regularly until Sunday, December 3rd, just to see if you have any questions.

Get started early and have fun!

Toe-tapping thanks,

Allan Shore
Dance Coordinator

SUN, DEC 3, 1989



A 5-HOUR DANCE MARATHON TO FIGHT AIDS

Sponsored by



LOVE TO DANCE?

Last year hundreds of people danced to fight AIDS.
Together they raised nearly \$50,000.
And this year it'll be:

TWICE AS SUCCESSFUL!!

This year's beneficiaries are:

Latino Coalition
Mobilization Against AIDS
Project Inform
SF AIDS Foundation

The AIDS Emergency Fund
The Black Coalition on AIDS
The Shanti Project

Return to:

1540 Market Street, Suite 60
San Francisco CA 94102
(415) 863-4679

☐ **YES, I'LL DANCE. SEND ME A REGISTRATION CARD.**

Name _____

Address _____

City _____ State _____ Zip _____

Phone (day) _____ (night) _____

The club I'd like to dance in:

☐ **I-Beam**

Full

☐ **Club Townsend**

Rank in order of preference, from 1 to 3

Dance-a-thon Registration Information

It is critically important for the success of this year's Dance-a-thon that each Registered Dancer be at the Club where you are registered by 1:00 pm.

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Dance-a-thon staff and volunteers will be photocopying your Dance Cards during the course of the first 3 hours of the event. After that, you may return to the registration area and retrieve your Dance Cards to collect the funds not paid in advance.

FOOD AND BEVERAGES:

The Dance-a-thon is a fundraiser and a "fun" raiser: please do not over work yourself during the course of the 5-hours.

Snacks will be available at identified locations at each club. Please make sure that you eat during the course of the day -- especially items that have salt and other nutrients.

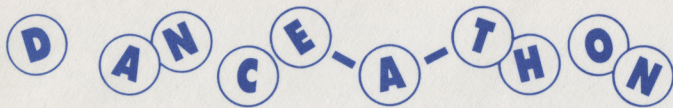
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COLLECTING REMAINING PLEDGES:

It is very important that you begin collecting the remaining pledges as soon as possible after the Dance-a-thon. The more quickly you collect the money, the sooner we will be able to get it to the benefiting agencies.

If you have any additional questions, feel free to call us at 863-4679. Someone will be in the office between 10 am and 2 pm on Saturday, December 2, and during regular office hours prior to the Dance-a-thon. Come dressed comfortably on Sunday.

SAN FRANCISCO AIDS



1540 Market Street, Ste. 60

San Francisco, CA 94102

1989 S.F. AIDS Dance-a-thon

5 Hour Dance Participant

Sunday, December 3rd, 1989

I-BEAM ☐ CLUB TOWNSEND ☐ THE KENNEL CLUB/BOX

*We deeply appreciate your participation as a
Marathon Dancer in raising funds for AIDS health and
civil rights advocacy. Thank you for caring.*

**MOBILIZATION AGAINST AIDS
PROJECT INFORM /S.F. AIDS FOUNDATION
S.F. BLACK COALITION ON AIDS/THE SHANTI PROJECT
LATINO COALITION ON AIDS/SIDA
AIDS EMERGENCY FUND**

AIDS DANCE-A-THON BIGGER THAN EVER!

Over 1,200 have signed up to participate in the 3rd annual AIDS Dance-A-Thon, Sunday, December 3rd at the I-Beam, the Kennel Club/Box and the Club Townsend in San Francisco. We hope to raise over \$100,000 for seven AIDS organizations who are facing a very difficult year ahead on the frontlines of the epidemic.

- The first 100 dancers at each club with \$100 in *pre-paid* pledges will receive Dance-A-Thon t-shirts!
- Celebrity DJ's courtesy of *Live 105* are Steve Masters at Club Townsend, Mark Hamilton at the I-Beam and Page Hodel at the Kennel Club/Box.
- You must be 21 to participate. (We regret this!)
- You must have \$40 in *pre-paid* pledges to be admitted.
- In order to dance at your first-choice club, you must have reserved a space there. Call 863-4679.
- Dancing is officially from 2pm until 7pm, but we ask you to arrive by 1pm so we can check everyone in. All three clubs will remain open until 2am if you wish to stay...
- The top five Champion Dancers at each club — based on *pre-paid* sponsorships — will be awarded beautiful plaques, as will the Grand Champion of the Dance-A-Thon.

SEE YOU SUNDAY, DEC. 3RD AT THE DANCE-A-THON!

If you have any questions, call us at 863-4679!

MOBILIZATION AGAINST AIDS, 1540 MARKET STREET #60, SAN FRANCISCO, CA 94102-6035

Asking for Sponsors:

Don't be afraid to ask! The AIDS Dance-a-thon is a fun way to do important work and many people will be happy to help, especially people you know well and people you work with.

This is a FUN-raising event, so don't be shy. Most people will have no difficulty offering you the suggested \$2.00 per hour pledge (\$10.00) as a minimum, and many will pledge \$5, \$10, or even \$25 per hour. \$125 for five hours can be extremely helpful in the fight against AIDS and not a great sacrifice for many.

The most important rule is this: **let the individual you ask decide by offering choices.** DON'T ASSUME THEY WILL WANT TO PAY ONLY \$2.00 PER HOUR, AND YET DON'T BE HURT IF \$2.00 IS ALL THEY COMMIT. Let them decide!

Start right away. The AIDS Dance-a-thon promises to be bigger than ever, with a number of people seeking sponsors. The earlier you get going the better. It can be helpful to set a goal of maybe 10 pledges per week.

Collecting the money:

The EASIEST option for you (and us) is if you collect the pledges at the time you get the commitment. Many people will prefer to give you a check at that time--so make it easy on all of us, and don't wait to begin collecting on pledges. Non-stop dancing is not required! Make checks payable: MAA, AIDS Dance-a-thon.

A 100% advance payment of pledges is our goal, and remember, it will save energy, time and money that could be spent on AIDS projects if we get all of the money up-front.

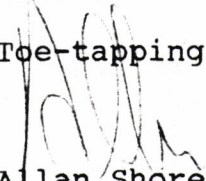
Following up on the pledgers is not easy, and reminders can be costly. If you must wait, however: **Remember to get right back to them as soon as possible after the dance.**

Turning in the money:

Bring the pledges you collected with you to Club Townsend. Be at the Club by 1:00 pm so we can process these dollars and get you ready to dance. The Dance-a-thon runs from 2:00 p.m. until 7:00 p.m. when we'll announce the money you've raised.

We'll be in touch with you regularly until Sunday, December 3rd, just to see if you have any questions.

Toe-tapping thanks,


Allan Shore
Dance Coordinator

SAN FRANCISCO AIDS

DANCE-A-THON

1540 Market Street, Ste. 60
San Francisco, CA 94102
(415) 863-4679

1989 Beneficiaries

- ◆ AIDS Emergency Fund
- ◆ Black Coalition on AIDS
- ◆ Latino Coalition on AIDS/SIDA
- ◆ Mobilization Against AIDS
- ◆ Project Inform
- ◆ SF AIDS Foundation
- ◆ Shanti Project

Sunday, December 3, 1989

2pm to 7pm

at

- ◆ I-Beam
- ◆ Kennel Club/Box
- ◆ Club Townsend

Sponsored by

KITS Radio 105.3 FM

Live
105
Modern Rock

A Five-Hour Marathon
to Fight AIDS

Dear Dancer,

You may not know this but the hardest
part is over:

You have decided to Dance against AIDS

Thank you for agreeing to be a Dancer at
this year's San Francisco AIDS Dance-a-
thon. The response so far has been great
(over 500 have registered), making
Sunday, December 3rd at the I-Beam, the
Kennel Club/Box and Club Townsend look
like it is going to be fabulous and very
productive fundraiser.

According to our records, you have indi-
cated that you would like to dance at
Club Townsend (177 Townsend). Your
registration information will be there
and you will be able to check in begin-
ning at 1:00 p.m. (We're hoping to have
a nice, wearable gift for the first
people to register with lots of pledge
dollars!)

The remaining few tasks involved in
lining up supporters should be as simple
as a two step.

Enclosed is your pledge sheet. Read this
letter for some tips on getting
sponsors, then be on your way.

----->>>>

LOVE TO DANCE?

Last year hundreds of people danced to fight AIDS. Together they raised nearly \$50,000. And this year it'll be:

THREE TIMES THE FUN!!!

Choose which club you'd like to dance at:

I-Beam • 17/48 Haight
Kennel Club/Box • 628 Divisadero
Club Townsend • 177 Townsend

TWICE AS SUCCESSFUL!

This year's beneficiaries are:

AIDS Emergency Fund
Black Coalition on AIDS
Latino Coalition on AIDS/SIDA
Mobilization Against AIDS
Project Inform
Shanti Project

AND EASY!

1. Fill out the form inside and mail it to us **TODAY**.
2. Gather pledges from your friends and co-workers.
3. **Dance! Dance! Dance!**

Guidelines for Gathering Pledges:

- **GET STARTED EARLY!** There will be many people seeking pledges. So the earlier you start, the simpler it will be.
- **DON'T BE SHY!** Many people want to do more in the fight against AIDS. Sponsoring **YOU** in the Dance-a-thon is a fun way for them to help.
- **THINK BIG!** We are asking for a \$2.00 per hour minimum pledge. Many people will easily offer more — if they know about the choices. Try suggesting \$5.00 or \$10.00 per hour.
- **MAKE IT EASY ON YOURSELF!** No one will be monitoring your dancing (the idea is to have fun), but we are asking for full 5-hour pledges. Try to **collect your pledges in advance** — it saves everyone time and energy later on. Advance pledges mean more monies and less hassle for all the charities!

1989 Beneficiaries:

AIDS Emergency Fund ➤ A community-funded service that gives financial assistance to people with income difficulties because of HIV infection. 90% of the funds are returned to those in need.

Black Coalition on AIDS ➤ An advocacy and referral project to address issues surrounding AIDS within the Black community.

Latino Coalition on AIDS/SIDA ➤ An advocacy and referral project to address issues of concern to the San Francisco Latino communities.

Mobilization Against AIDS ➤ A national health advocacy and civil rights group working to harness grassroots activism for local and national response to AIDS. MAA is dedicated to securing additional funding and protecting the rights of PWAs and those perceived at risk of infection.

Project Inform ➤ A community-service program providing information on the availability of experimental drug treatments for varying stages of HIV infection.

San Francisco AIDS Foundation ➤ A broad-based agency leading the way in the formation of public policy toward HIV disease, providing educational services to the general public and offering care to those infected with the virus.

Shanti Project ➤ A nationally recognized agency, offering a variety of programs, including emotional and practical support, support groups, counseling at SF General Hospital, transportation, recreation, low-income housing, and information/training for community and professional organizations.

The Clubs

I-BEAM ➤ The home of the legendary Sunday T-Dances, Video/Lasers and "High Energy Music" on Sundays featuring music by Michael Garrett.
1748 Haight Street. 21 and over.

THE KENNEL CLUB/THE BOX ➤ A lesbian and gay R&B Club. Funk and Soul. Featuring Page Hodel and The Box Dancers. *628 Divisadero. 21 and over.*

CLUB TOWNSEND ➤ San Francisco's largest club featuring dance and special events. House, soul and modern jazz music with Doc Martin & Ernie Munson.
177 Townsend. 21 and over.

A 100% Advance Collection of pledges saves us hundreds of dollars in follow-up costs!

Please complete this form and mail it back to us.
 We'll send you a pledge sheet and you'll be on your way!

Sunday, December 3, 1989
 2pm to 7pm

☐ **YES, I'LL DANCE. SEND ME A REGISTRATION KIT.**

☐ Enclosed is a contribution to help with organizing expenses:

☐ \$100 ☐ \$25 ☐ \$10 ☐ \$5

Name _____

Address _____

City _____ State _____ Zip _____

Phone (day) _____ (night) _____

The club I'd like to dance in:

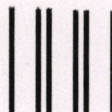
Rank in order of preference, from **1** to **3**

_____ **I-Beam**
 _____ **Kennel Club/The Box**
 _____ **Club Townsend**

Return to: **Mobilization Against AIDS**

1540 Market Street, Suite 60 • San Francisco CA 94102

Make Checks payable to: **MAA, AIDS Dance-a-thon**



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



BUSINESS REPLY MAIL

FIRST CLASS PERMIT NO. 23628 SAN FRANCISCO, CA

POSTAGE WILL BE PAID BY ADDRESSEE

San Francisco DANCE-A-THON
c/o Mobilization Against AIDS
1540 Market Street, Suite 60
San Francisco, CA 94102

SAN FRANCISCO AIDS

D

A 5 Hour dance marathon
to fight AIDS

SUN, DEC 3, 1989

2pm - 7pm
1pm Registration

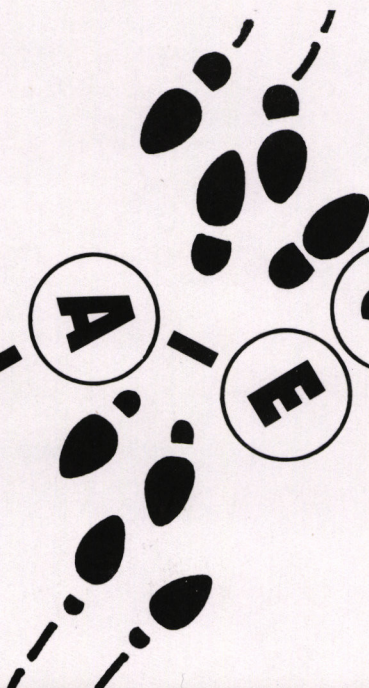
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MOBILIZATION AGAINST AIDS

1540 Market Street #60

San Francisco, CA 94102-6035



Yes, I'll Dance.

Send me a registration card.

Name: _____

Address: _____

City: _____ St.: _____ Zip: _____

Day Phone: _____

Night Phone: _____

The club I'd like to dance in:

Rank in order of preference, from **1** to **3**

_____ I-Beam

_____ Kennel Club/The Box

_____ Club Townsend

863 - 4679

San Francisco

AIDS Dance-a-thon

1540 Market Street, Suite 60
San Francisco, CA 94102

I-BEAM

Save The Date!!!

SUNDAY, DEC. 3

2:00 p.m. Until 7:00 p.m.

FOR
Registration Information
CALL
863-4679

Participating Clubs

Club Townsend
I-Beam
The Kennel Club/Box



Benefiting Agencies

Mobilization Against AIDS
AIDS Emergency Fund
Black Coalition on AIDS
Latino Coalition on AIDS/SIDA
Project Inform
The Shanti Project
S. F. AIDS Foundation

SAN FRANCISCO AIDS

DANCE-A-THON

1540 Market Street, Ste. 60
San Francisco, CA 94102
(415) 863-4679

1989 Beneficiaries

- ◆ AIDS Emergency Fund
- ◆ Black Coalition on AIDS
- ◆ Latino Coalition on AIDS/SIDA
- ◆ Mobilization Against AIDS
- ◆ Project Inform
- ◆ SF AIDS Foundation
- ◆ Shanti Project

Sunday, December 3, 1989
2pm to 7pm
at

- ◆ I-Beam
- ◆ Kennel Club/The Box
- ◆ Club Townsend

Sponsored by
KITS Radio 105.3 FM

Live
105
Modern Rock.

A Five-Hour Marathon
to Fight AIDS

Hello Again,

It's time to dance in the battle against AIDS. Sunday, December 3, is around the corner. By now you probably know that 1,300 people have registered to dance promising to make this year's Dance-a-thon a great success.

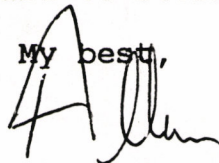
Enclosed with this letter is a sheet of information recapping what will be occurring on Sunday. Please be sure to be at your Club by approximately 1:00. Dancing will begin precisely at 2:00 pm and end at 7:00 pm with awards presented to each Club's Champion Dancers.

The primary focus of the day will be dancing. However, we'll have a few breaks for entertainment to make sure no one over does it. Live 105 dj's will be at each club to entertain and make fun ... I mean recognize ... those who are really getting into the act.

Keep collecting those pledges right up until the last minute.

Thank you in advance for helping. We look forward to seeing you Sunday.

My best,



Allan Shore
Dance Coordinator

1989 S.F. AIDS Dance-a-thon

5 Hour Dance Participant

Sunday, December 3rd, 1989

I-BEAM ☐ CLUB TOWNSEND ☐ THE KENNEL CLUB/BOX

*We deeply appreciate your participation as a
Marathon Dancer in raising funds for AIDS health and
civil rights advocacy. Thank you for caring.*

**MOBILIZATION AGAINST AIDS
PROJECT INFORM /S.F. AIDS FOUNDATION
S.F. BLACK COALITION ON AIDS/THE SHANTI PROJECT
LATINO COALITION ON AIDS/SIDA
AIDS EMERGENCY FUND**

1989 S.F. AIDS Dance-a-thon

5 Hour Dance Participant

Sunday, December 3rd, 1989

I-BEAM ☐ CLUB TOWNSEND ☐ THE KENNEL CLUB/BOX

*We deeply appreciate your participation as a
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**MOBILIZATION AGAINST AIDS
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S.F. BLACK COALITION ON AIDS/THE SHANTI PROJECT
LATINO COALITION ON AIDS/SIDA
AIDS EMERGENCY FUND**

January 6, 1990

Dear Allan Shore,

I just received your letter today. I'm very sorry I was unable to attend the Dance-a-thon on Sunday, December 3rd, but it wasn't until after I had signed up that I found out you have to be at least 21 years old to get into any of the dance clubs. I was looking forward to participating in the Dance-a-thon because I love to dance and help people.

I think there should be a Dance-a-thon for 16 years or older. I, including many of my friends, and I'm sure many other young adults would definitely participate to help fight AIDS. I'm almost 18, but I know that many people my age would love to help. I also think it should be held more than once a year.

I hope there can be a Dance-a-thon for younger people to help, but if not, you'll definitely see me when I'm 21!

Sincerely,

Amy Scafetta

January 5, 1990

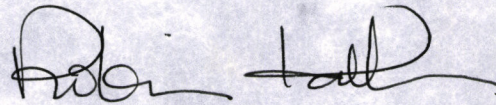
To Whom It May Concern:

Enclosed please find the remainder of the money that I collected from those who sponsored me in the AIDS Dance-a-thon. As you can see, I collected \$120.00 more than I had in pledges before the event. Several people wanted to give money but did not let me know before December 3. I figured that you would not turn the money away. Right?

I just wanted to make one additional comment. I danced at the Box and I would like someone to know that I was somewhat offended by the man who m.c.'d the event. Specifically, I did not appreciate his comments about straight people and his jokes on the subject. I am a heterosexual woman. Two weeks before the Dance-a-thon, my boyfriend died (of AIDS). AIDS is not a disease which affects only the gay community, and although the gay community's response to the epidemic is indeed impressive and gratifying, this is not a time for AIDS activists to alienate heterosexuals who might otherwise participate more actively in the struggle. I for one have been very disappointed in the paucity of resources for those who do not fit stereotypes for people affected by HIV-related issues. As a straight woman, I have found nothing in the way of support groups, lectures, meetings or other organized activities to address my particular needs. I feel alienated enough as it is when the majority of such efforts are tailored toward the gay male community. I do not need to feel similar exclusion when I participate in something as nonspecific to sexual preference as a dance-a-thon. We're all in this together. Why can't we be more accepting of each other, regardless of what ^{sociological} pigeonhole we might fit into?

Regardless of my criticism, I am very glad that I participated in the event. I felt that I was really accomplishing something -- a feeling which was very comforting after feeling so powerless for so long. I will do it again next year, god willing (or goddess willing, depending on your perspective). Thank you for providing this opportunity to lend a hand.

Sincerely,

A handwritten signature in cursive script, appearing to read "Robin Kallman". The signature is fluid and stylized, with a long horizontal stroke at the end.

Robin Kallman
630-A Fillmore
San Francisco, CA 94117

1/4/90
FYF
In reply to your letter to
me as a non-participating
registrant.

JOHN FERRARI

484 Lake Park Avenue, No. 16
Piedmont CA 94610
(415) 465-6008

December 22, 1989

GF

Greetings!

Thank you for sponsoring me for the AIDS Dance A Thon held on December 3, 1989. Your willingness to contribute to a major event benefiting AIDS evidences your compassion for others who are living with AIDS and unfortunately suffering from AIDS.

Unfortunately, the viral infection I fell prey to during Thanksgiving week held strong and I decided it was unwise to participate. I chose to stay home that Sunday and rest.

For those of you who prepaid your sponsorship of my anticipated participation, I am returning your donation with this letter. For those of you choosing to donate upon my completion of the Dance-A-thon, I hope your generosity will extend to another AIDS event.

I know the commitment of kind, caring people utilizing their talents, volunteering in a variety of ways as we struggle against the horror that is AIDS, combating misinformation, political grandstanding, religious intolerance and even government inaction. My support for AIDS fundraising ranges from simple contributions to audience participation to production of grass roots fundraisers.

I hope you will continue to support the local, national and international efforts to conquer AIDS.

John Ferrari