

## CONTRACT

This contract is entered into by and between Mobilization Against AIDS (hereinafter "MAA") and the Instituto Familiar de la Raza (hereinafter "INSTITUTO") regarding the San Francisco AIDS Dance-a-thon (hereinafter "Dance-a-thon"), a fund raising event benefiting AIDS organizations, scheduled to take place on March 12, 1994 in San Francisco.

1. INSTITUTO recognizes that the Dance-a-thon is a fund raising activity managed by MAA. MAA reserves for itself all final decisions regarding all Dance-a-thons except as may be explicitly stated in this or other contracts. MAA assumes full responsibility and liability for the 1994 Dance-a-thon except as may be explicitly delegated in this or other contracts.
2. INSTITUTO shall receive a grant of \$10,000 from the proceeds of the 1994 Dance-a-thon. This grant will be paid within 30 (thirty) days of the event.

MAA will make all good faith efforts to ensure the success of the 1994 Dance-a-thon. However, MAA makes no guarantee regarding the financial results of the event and will not be liable to any participating agency if the event fails to reach projected income goals. In the event that the 1994 Dance-a-thon experiences a net loss, this grant will not be extended.

Should INSTITUTO cease to exist or lose its tax-exempt status prior to distribution of the Dance-a-thon proceeds, MAA shall distribute your agency's share of the proceeds to one or more tax-exempt AIDS education and service organizations.

3. INSTITUTO shall advance \$5,000 to Mobilization Against AIDS. These funds will be used to cover MAA's internal expenses related to the administration of the event.

Payment shall be paid in two installments. The first installment, \$2,500, is due on November 1, 1993 and the second, \$2,500, is due on December 1, 1993. Checks should be made payable to *Mobilization Against AIDS* and should be sent to:

Frankie Nakata  
Mobilization Against AIDS  
584-B Castro Street  
San Francisco, California 94114.

These funds are guaranteed by MAA and will be repaid to your agency within 30 (thirty) days of the event.

4. INSTITUTO shall use its share of proceeds exclusively as outlined in your agency's Letter of Intent to participate in the 1994 Dance-a-thon.

INSTITUTO shall provide MAA with reports to describe how proceeds have been used to support projects detailed in your Letter of Intent. These reports shall be submitted to MAA using the attached form entitled *Quarterly Project Review* immediately after the close of each quarter.

5. INSTITUTO shall provide Miller, Zeichik and Associates (hereinafter "MZA"), producers of the event, with your agency's donor list no later than December 1, 1993. The list must be provided on diskette (either 5-1/4" or 3-1/2") or preferably on magnetic tape, in a DBase or ASCII fixed length file.

MAA and the producers will not sell, lease or otherwise furnish your donor list to any third party for any purpose, without your consent.

Names of dancers and sponsors will not be available for use by participating agencies. MAA may use these names in recruiting for future Dance-a-thons.

6. INSTITUTO shall provide MZA with your agency's volunteer list no later than December 1, 1993.

Your agency's volunteer coordinator will be contacted if assistance is required in recruiting volunteers for the event.

The producers and MAA will not sell, lease or otherwise furnish your volunteer list to any third party for any purpose, without your consent.

7. INSTITUTO will ensure that all dancers are informed that checks must be made payable to "AIDS Dance-a-thon." Dance-a-thon participants and sponsors shall not have the right to designate which specific AIDS related organizations are to receive their sponsorship or contributions. All donations made in relation to the Dance-a-thon, from whatever source, will be deposited into the Dance-a-thon account and the distribution of all proceeds shall be from moneys from that account.
8. INSTITUTO agrees to allow the Dance-a-thon to use its name as a beneficiary of the event in any publicity or promotional materials for the event. Where impractical to list all agencies, a generic statement such as "AIDS education and service providers" will be used.

9. INSTITUTO will make all good faith efforts to publicize the event, to recruit participants and to contribute to the overall success of the event. Activities may include, but are not limited to, promoting the event in mailings or newsletters, publicizing the event at educational or community events, and encouraging your agency's board members, staff and supporters to participate in the event.
10. All Dance-a-thon advertisements and materials used for publicity or promotion of the event shall be approved and coordinated, prior to distribution, by MAA and MZA.
11. INSTITUTO acknowledges that participation in the 1994 Dance-a-thon is no guarantee of participation in future dances should they occur.
12. INSTITUTO agrees not to organize or participate in any AIDS Dance-a-thons held in San Francisco within twelve months of the 1994 San Francisco AIDS Dance-a-thon.

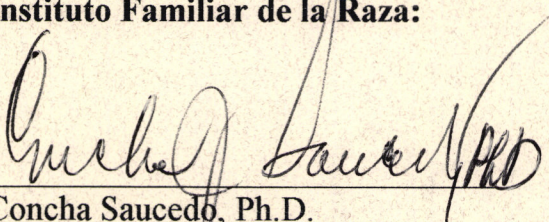
INSTITUTO further agrees not to sponsor or participate in fund raising activities benefiting AIDS related organizations, other than the 1994 Dance-a-thon, on or about the date of the Dance-a-thon.

13. The individuals executing this contract on behalf of INSTITUTO and MAA represent that execution of this contract has been authorized and directed by the governing body of the respective organizations if necessary and that they have the authority to execute the same on behalf of said organizations.
14. This contract contains the entire understanding of the parties with respect to the subject matter hereof and supersedes

any prior agreement between the parties. No change,  
termination, or attempted waiver of any of the provisions hereof  
shall be binding unless in writing and signed by the party  
against whom the same is sought to be enforced.

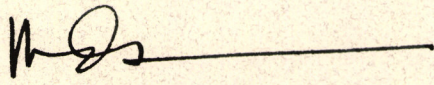
This contract is effective immediately upon signing on behalf of all parties.

**Instituto Familiar de la Raza:**

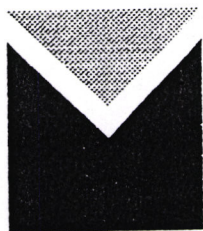
  
Concha Saucedo, Ph.D.  
Executive Director

11/1/93  
Date

**Mobilization Against AIDS:**

  
Michael Shriver  
Executive Director

10-18-93  
Date



## Mobilization Against AIDS

584-B Castro St.  
San Francisco, CA  
94114

tel 415-863-4676  
fax 415-863-4740

Board of Directors

Ted Fang  
Tom Lloyd  
*Co-Chairs*

Tom Bassett  
Rick Hauptman  
Martha Nissen  
Tom Nolan  
Don Sloan  
Ron Wong

Mike Shriver  
*Executive Director*

*California's  
oldest nonprofit  
AIDS advocacy  
organization*

## MEMORANDUM

*Via Facsimile*

TO: Concha Saucedo  
Instituto Familiar de la Raza

FROM: Frankie Nakata   
Mobilization Against AIDS

DATE: December 23, 1993

RE: **1994 DANCE-A-THON**

Concha:

Thanks for sending your second seed check! Here's my last request of the year. Kevin Gillis needs 25-50 ~~Shanti~~ brochures to include in the Dance-a-thon "stand" distribution (placards that hold registration cards will be placed in various locations). Can you please forward these to Kevin (Dance-a-thon Office, 230 California Street, Suite 400, San Francisco, 94111) by the end of the month?

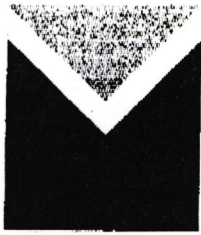
Have a great holiday!

/fn

Coordinators of  
the world's largest  
annual grassroots  
AIDS event:



International AIDS  
Candlelight Memorial  
and Mobilization



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Chair

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Vice Chair

Tom Bassett  
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Steve Burns  
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Tom Nolan  
Ron Wong

Mike Shriver  
Executive Director

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## MEMORANDUM

*\* Confidential \**

*Via Facsimile*  
415/392-8707

TO: Kevin Gillis  
Miller, Zeichik & Associates

FROM: Frankie Nakata   
Mobilization Against AIDS

DATE: April 7, 1994

RE: DANCE-A-THON CBO GRANT DISBURSEMENT

As we discussed, community based organization grants will total \$75,000. \$50,000 will be distributed directly from the Dance account; \$25,000 will be distributed by MAA. The distribution will be as follows:

| Agency                         | Dance Account      | MAA Account        | Total Grant     |
|--------------------------------|--------------------|--------------------|-----------------|
| American Indian AIDS Institute | \$ 6,666.66        | \$ 3,333.34        | \$10,000        |
| Black Coalition on AIDS        | 6,666.66           | 3,333.34           | 10,000          |
| GAPA Community HIV Project     | 6,666.66           | 3,333.34           | 10,000          |
| Instituto Familiar de la Raza  | 6,666.66           | 3,333.34           | 10,000          |
| HIV Prevention Project         | 6,666.66           | 3,333.34           | 10,000          |
| Project Inform                 | 16,666.66          | 8,333.34           | 25,000          |
| <b>TOTAL</b>                   | <b>\$49,999.96</b> | <b>\$25,000.04</b> | <b>\$75,000</b> |

Agencies are scheduled to receive grants on April 12. To that end, can you please prepare checks for distribution at your earliest convenience?

MAA has recently learned that AIAI has been placed in receivership. We, therefore, plan to hold their grant until the status of their agency is stabilized. Can you reserve the amount of their grant for distribution at a later date? Please let me know if this presents a problem.

Thank you!

/fn

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the world's largest  
annual grassroots  
AIDS event:



International AIDS  
Conference  
and Mobilization

# SAN FRANCISCO AIDS DANCE-A-THON REQUEST FOR PAYMENT

Name Instituto Familiar de la Raza Date 4 / 7 / 94

Name

Check# 636

Address

Amount\$ 6666.66

City

State Zip

Social Security #

(Area) Phone Number

| DESCRIPTION      | \$AMOUNT |
|------------------|----------|
| 2nd disbursement | 6666.66  |

Expenditures of \$3,000 (three thousand) or more must have written authorization by Mobilization Against AIDS.  
Approval by Mobilization Against AIDS:

## ACCOUNTING CODES

|               |              |              |               |
|---------------|--------------|--------------|---------------|
| PRINTING      | RECRUIT 1&2  | NON-BUDGET   | DOE           |
| POSTAGE       | BULK RATE    | INSURANCE    | VENUE         |
| PHONES        | WORD PROCESS | AUDIT        | SECURITY      |
| OFFICE&MAIL   | PSA          | LOANS        | LIGHTING      |
| STAFF         | OUTDOOR ADS  | BENIFIT ORGS | SOUND & STAGE |
| HOURLY EMP    | MISC.        | RENT         | FOOD & DRINK  |
| HOURLY STANDS | SWEATSHIRTS  | BAND EXPENSE | SHUTTLES      |

MAIL MESSENGER FED EX HAND

Photocopy of check

OK-DS



## Mobilization Against AIDS

584-B Castro St.  
San Francisco, CA  
94114

tel 415-863-4676  
fax 415-863-4740

### Board of Directors

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*Chair*

Martha Nissen  
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Candlelight Memorial  
and Mobilization

April 12, 1994

Dr. Concha Saucedo  
Executive Director  
Instituto Familiar de la Raza  
2515 - 24th Street  
San Francisco, California 94110

Dear Concha:

Mobilization Against AIDS is pleased to enclose checks totaling \$15,000 to Instituto Familiar de la Raza. This reflects the return of seed money (\$5,000) for the 1994 Dance-a-thon and a \$10,000 grant.

We look forward to receiving brief quarterly updates on the support the Dance-a-thon grants provide IFR. Summaries will be included in MAA's quarterly newsletter, *Action Alert!*, and will help us to inform our membership about the important work each benefiting agency conducts throughout the year. Please contact me if you have any questions about this process.

We greatly appreciate your work and the support of your staff in making this a successful event. Thank you for participating in the 1994 Dance-a-thon!

Sincerely,

Mike Shriver  
Executive Director

Frankie Nakata  
Finance & Administration Director

/fn  
Enclosure



# INSTITUTO FAMILIAR DE LA RAZA, INC.

Concha J. Saucedo M.  
Executive Director

## Board of Directors

Joanna Uribe de Mena, Chair  
Patricia Pérez-Arce, Secretary  
Edgardo Moncada, Treasurer

Dear Frankie,

Thank you so much. Here  
is the \$2500 for the buying of  
this contract

En Respeto

Concha Saucedo

P.S.

Please come to Día de los Muertos!

**INSTITUTO FAMILIAR DE LA RAZA**  
 GENERAL FUND  
 2515 - 24TH ST., NO. 2  
 SAN FRANCISCO, CA 94110  
 TEL: (415) 647-4141

| EXPLANATION    | AMOUNT |
|----------------|--------|
| <i>Deposit</i> |        |
|                |        |
|                |        |
|                |        |

11-24  
1210

3240

PAY *TWO Thousand Five Hundred <sup>00</sup>/<sub>100</sub>* — DOLLARS

| DATE           | TO THE ORDER OF                  | CHECK NO.   | ACCTS. PAYABLE | DISCOUNT | CHECK AMOUNT    |
|----------------|----------------------------------|-------------|----------------|----------|-----------------|
| <i>11-1-93</i> | <i>Mobilization Against AIDS</i> | <i>3240</i> |                |          | <i>2,500.00</i> |

**WELLS FARGO BANK**  
 2595 MISSION ST. SAN FRANCISCO, CA 94110

*Charles J. Lawrence*  
*Attorney at Law*

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