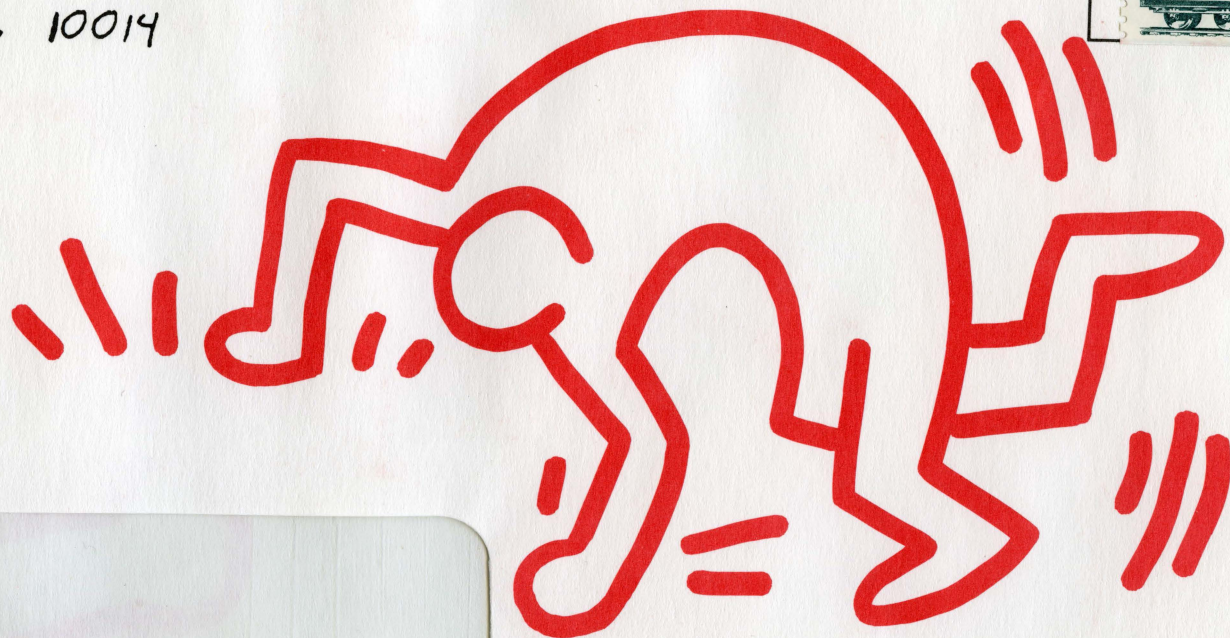
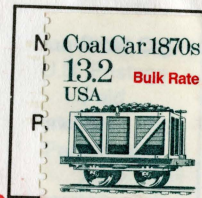


KEITH A. HARING

ACT UP

496-A HUDSON ST., SUITE G-4

NEW YORK, N.Y. 10014



NOV - 3 1989



DON FRANCIS, M.D'S REPLY FORM

☐ **YES!** I want to take positive action to help the men and women activists of ACT UP bring new AIDS drugs and treatments faster to the people who need them. Here's my gift of:

☐ \$500

☐ \$250

☐ \$100

☐ \$50**

☐ \$35*

☐ \$25

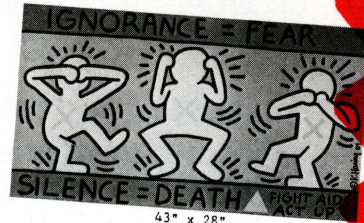
☐ \$75

☐ \$_____

DON FRANCIS, M.D.
2151 BERKELEY WAY
BERKELEY, CA 94704

x

☐ **I've enclosed \$50 or more, please send me a limited edition of the 4-color Keith Haring ACT UP poster.



☐ I'm interested in ACT UP T-shirts, posters, stickers and publications. Please send me an order form.

☐ *I've enclosed at least \$35. Please send me ACT UP's National AIDS Treatment Research Agenda.

Please return this form with your gift in the reply envelope enclosed or mail to: ACT UP Box 261, 70A Greenwich Street, New York, New York, 10011. Because ACT UP is an activist organization, contributions to it are not tax-deductible. All of your fellow ACT UP supporters thank you for your moral and financial support.

« FACTS ABOUT ACT UP »»

ACT UP has no paid employees, no executive director, no president, and no chairperson. No pointless overhead and no bureaucratic fat.

Instead, ACT UP is comprised of a series of affinity groups, ad hoc and standing committees, and one overall coordinating committee.

Every single Monday night (for more than two years) between 250 and 600 ACT UP members meet in a cramped – and this last summer, often hot and sweaty – room on the ground floor of the Gay and Lesbian Community Services Center in Greenwich Village in New York.

Each meeting is run by Robert's Rules of Order with a revolving team in charge of conducting the meeting. Direct actions, expenditures, and other activities are approved – or disapproved – at the weekly meetings.

In its commitment to direct action, ACT UP is unique among AIDS organizations. Right in ACT UP's statement of purpose, the commitment to direct action is explicit and uncompromising:

“ACT UP is a diverse non-partisan group united in anger and committed to direct action to end the AIDS crisis.”

It's democracy at its best. And it works.

KEITH HARING

Act Up

Autumn 1989

Dear Friend,

Are you positive?

For a long time that was the question which I and many of my friends feared most.

By "positive" we meant HIV positive.

I learned the answer to the question of my own positivity last year when I found a purple spot (Kaposi's Sarcoma) on my arm.

But when I ask you .
"Are you positive?," I'm
not talking about HIV.

I'm referring to an attitude of pride and power that can beat the AIDS epidemic. The positive attitude I'm asking you about is as vital as better drugs in the fight against AIDS.

I've found that positivity through my personal involvement with a one-of-a-kind organization: ACT UP New York, the AIDS COALITION TO UNLEASH POWER.

"Positive" means terror to many people at risk for AIDS. But at ACT UP, "positive" also has a different meaning: to take positive life-promoting steps to fight AIDS... to make a difference, positively.

Almost anything you do about AIDS is positive. Like when you're spoon-feeding your best friend who's hospitalized with AIDS-related blindness. It keeps your friend from starving, and that's positive.

Or when you're writing letters or calling politicians who don't give a damn about whether you live or die. Pressure is what makes them listen and act, and that's positive.

So many of us have taken positive steps like these thousands of times over the past few years.

But I'm writing to ask you to take one more, by helping ACT UP New York to continue its extraordinary successes of the past few months through the upcoming winter.

But before you read another word, I want to warn you:

ACT UP is not for everyone.

--- It isn't for those who are afraid of making noise, raising hell and throwing around words like "civil disobedience," "arrest," and "jail."

(Other side, please)

AIDS COALITION TO UNLEASH POWER - ACT UP NEW YORK
496-A HUDSON ST. SUITE G-4 NEW YORK, N.Y. 10014
TEL. 212-989-1114

--- It isn't for those who are afraid of ethnic, religious, sexual and political diversity.

--- ACT UP isn't for people who are so deep in denial they refuse to talk about AIDS and avoid those who do.

--- And ACT UP certainly isn't for the "good gays" and others who believe that the government will find treatments and a cure in due course and nothing we do can make it happen faster, so "why make trouble?"

So if it's not for all those people, who is ACT UP for?

ACT UP is for men and women who are willing to accept responsibility for their own power to change the course of the epidemic.

These men and women of ACT UP New York I'm asking you to join have truly become the conscience of our community and the primary catalyst for AIDS-related policy change.

A year ago I was reading Frances Fitzgerald's *Cities on a Hill* about how the gay community in San Francisco has changed. In the first chapter, Fitzgerald writes about a man who finds a Kaposi's Sarcoma lesion on his body for the first time.

As I was reading that passage, my eye was drawn to what, until then, I had thought was a bruise on my arm. For the first time the thought crossed my mind that it might be KS.

In the year since I've been relatively healthy and working more productively than ever. But as I had to become more familiar with treatment options and various drugs "in the pipeline," my frustration grew dramatically.

I became increasingly committed to the importance of direct action -- through ACT UP New York -- to bring new drugs and treatments to more people who need them faster.

Not just because I'm now ill, but because the FDA and NIH's present systems are fundamentally flawed, and I didn't fully understand that until my own life became dependent on those systems.

Quite frankly, the progress ACT UP makes today will most benefit persons who probably don't even yet realize they are HIV positive.

Since the beginning of the epidemic (if not the beginning of time), the medical and political bureaucracies have moved with urgency only in response to intense pressure.

Anger can be a powerful fuel. ACT UP is for people who want to transform their anger into constructive action and intense pressure that will save lives.

(Next page, please)

I believe you are such a person,
and that's why I'm writing you.

What most people know about ACT UP is what they have learned from the mass media. But until recently, the press only covered ACT UP's loudest demonstrations and represented ACT UP as a rude "doom and gloom" group focused on death and dying.

But the reality is different.

ACT UP New York is a powerful and phenomenally effective advocacy group full of life and joy and vitality and excitement. It's also a lot of fun, which is evident at any of the weekly Monday night meetings. I know that first hand.

Many ACT UP members and supporters, including me, find our involvement enormously satisfying because we can see the tangible results of our efforts... almost on a weekly basis.

In just the past few hot summer months, the people of ACT UP made history in several ways.

ITEM: *For the first time in history, a drug company (Bristol-Myers) in conjunction with an activist organization (ACT UP) and the FDA have worked together to release a drug for treatment earlier in the approval process than ever before.*

The result?

The head-to-head testing of AZT vs. DDI isn't yet complete. But with DDI's release, thousands of people with AIDS (PWAs) who cannot tolerate AZT's toxicity now have an immediately available alternative choice. A choice so important, and an approval step so unusual for the FDA, that it was a major news story.

ITEM: *When ACT UP introduced the concept of parallel track testing last June -- based on the formula that expedited the release of DDI -- few thought the idea would progress rapidly. But it has. A few weeks ago, the FDA announced an Advisory Committee to nail down the details establishing parallel track testing for a wide range of drugs. An Advisory Committee which includes an ACT UP member.*

That's historic.

ITEM: *For the first time since 1961, the FDA last June gave marketing approval to a sight-saving drug (DHPG) based on overwhelming evidence of its efficacy but without formal clinical trials... because of ACT UP's uncompromising pressure.*

The result? *Thousands of PWAs can still see and avoid the blinding of cytomegalovirus-related retinitis, a leading AIDS-related infection.*

(Other side, please)

ITEM: When powerful Forbes magazine last summer presented the bizarre theories of an oddball AIDS commentator as fact, ACT UP immediately organized a demonstration outside Forbes Manhattan office.

The result?

Malcolm Forbes, the magazine's publisher, invited the demonstrators inside to his office to hear their views. He agreed to publish a retraction. And to publish both an apology and ACT UP's "Fact Sheet" distributed at the demonstration. And endorse it. And he did.

I'm not going to misrepresent how ACT UP achieves its mission. A lot of the above successes -- and many others -- were a direct result of ACT UP's demonstrations and civil disobedience.

Those demonstrations are always loud and noisy, sometimes they're rude, and they are guaranteed to make someone angry. And sometimes people get arrested.

Personally, I think it's appalling that American citizens must go to the streets and get arrested to get their government to do what it ought to do anyway.

But the bottom line is: ACT UP's demonstrations work. I believe they work for two reasons.

First because of the raw pressure.

ACT UP pinpoints its pressure at critical times. Demonstrations combined with sophisticated use of the media results in dramatic impact on targeted policy-makers and institutions. Those who delay or thwart ACT UP's demands are quickly motivated to re-evaluate their role.

The second reason the demonstrations work is because ACT UP does its homework. Its activists focus on what is truly achievable, rather than simply opportunities to vent steam.

ACT UP's policy statements are expertly written, with input from medical professionals, and grounded in sophisticated policy analysis. Frequently, through effective infiltration, ACT UP has the assistance of "moles" inside the institutions we're seeking to change.

One of ACT UP's most historic documents, presented at the International AIDS Conference in Montreal, is the *National AIDS Treatment Research Agenda*, which has already become a blueprint for action around the globe.

National Institutes of Health and FDA officials have labeled the *National AIDS Treatment Research Agenda* an "extraordinary" document.

Never before had such a comprehensive plan been written for overhauling the nation's system of drug and treatment approvals. And never

(Next page, please)

before has so much of such a comprehensive overhaul of federal policy been implemented in so little time.

Since the beginning of 1989, ACT UP has published in excess of 200,000 pages each month of policy statements, research analysis, treatment, drug and political information. That's amazing.

By consensus decision, **nothing** ACT UP New York publishes is copyrighted. In fact, everything ACT UP publishes is aggressively distributed around the nation, and much of it around the globe, where it fuels the fires of activism, of self-empowerment and social change.

I hope you can take a few moments to consider how critical ACT UP's positive life-promoting actions have been... for all of us.

As a person with AIDS, as a gay man and as a human being concerned with the future of our planet, I am horrified at the thought of where we would be in this health crisis without ACT UP.

*** ACT UP needs and deserves your moral and financial support.

*** By giving to ACT UP you don't have to endorse every -- or any -- demonstration and action.

*** All you have to do is recognize ACT UP's importance and understand how vital their progress is for those who are fighting to LIVE.

ACT UP's work has dramatically expanded these past few months, mostly because of the breakthroughs with the FDA and NIH. ACT UP has no cash reserves and operates on a day-to-day hand-to-mouth existence.

As vast as ACT UP New York's popular support and volunteer resources are, they still must raise thousands of dollars to pay for the costs of producing and distributing so much printed material as well as organizing demonstrations and meetings with government officials.

Please, I urge you to go get your checkbook right this minute and write out the most generous life-promoting and life-saving check you can afford.

We need your help and would be proud to have you join us.

Also, if you're ever able to join a Monday night ACT UP New York meeting, I'll probably see you there. In any case, there may be another AIDS activist group in your immediate area.

Since ACT UP New York's birth in March of 1987, dozens of other grassroots AIDS activist groups have sprung up across the nation. Many have proudly adopted the ACT UP name. At the end of this letter I've included a list of these groups. I strongly urge you to give them a call, volunteer and support their efforts financially, also.

(Other side, please)

Sometimes when we set things aside we forget them.

ACT UP New York's urgent and immediate need for funds is too critical -- and the progress at the FDA and NIH too important -- to set aside this appeal aside and forget to respond.

I hope you will respond generously and quickly. Thank you.

Yours in direct action,

Keith A. Haring

Keith A. Haring

P.S. My worst fear about this direct mail fundraising project is that people might think this is just a direct mail letter signed by a "celebrity" who is simply endorsing a group, but isn't really involved. That is not the case. I go to ACT UP weekly meetings, I go to demonstrations, I've given money and art repeatedly and I truly believe every word I've written here. It is so important that everybody do what they can... Thanks. Here are the other AIDS activist groups:

ACT UP Boston
P.O. Box 483
Kendall Square Station
Cambridge, MA 02142
(617) 492-2887

ACT UP Rhode Island
P.O. Box 3156
Providence, RI 02906
(401) 461-4191

ACT UP Albany
727 Madison Ave.
Albany, NY 12208

ACT UP Syracuse
P.O. Box 690
Syracuse, NY 13201
(315) 475-1544

ACT UP Philadelphia
P.O. Box 15919
Philadelphia, PA 19103

Cry Out!
P.O. Box 71096
Pittsburg, PA 15213
(412) 683-9741

Out! DC
P.O. Box 18781
Washington, DC 20036
(301) 794-8829

ACT UP Atlanta
P.O. Box 57089
Atlanta, GA 30303
(404) 286-6247

ACT UP Kansas City
P.O. Box 10085
Kansas City, MO 64111
(816) 753-5930

ACT UP New Orleans
P.O. Box 70501
New Orleans, LA 70172

G.U.T.S.
P.O. Box 190712
Dallas, TX 75219
(214) 471-5771

ACT UP Austin
1118 W. 6th St., Suite C-103
Austin, TX 78703
(512) 322-9270

ACT UP Denver
432 S. Broadway, #100
Denver, CO 80209
(303) 830-0730

ACT UP Minnesota
P.O. Box 50201
Minneapolis, MN 55405
(612) 377-7007

ACT UP Long Beach
5595 E. 7th St., #174
Long Beach, CA 90804
(213) 435-4346

Fight For Life Committee
6231 Southwest 10th Ct.
N. Lauderdale, FL 33068
(305) 972-0393

Gay-Lesbian March Activists
P.O. Box 19530
Cincinnati, OH 45219
(513) 281-7496

ACT UP Chicago
3225 N. Sheffield
Chicago, IL 60657
(312) 509-6802

ACT UP San Francisco
2300 Market St., #68
San Francisco, CA 94114
(415) 563-0724

ACT UP L.A.
P.O. Box 26601
Los Angeles, CA 90026
(213) 668-2357

ACT UP Portland
P.O. Box 6352
Portland, OR 97228
(503) 288-7853

ACT UP Seattle
1206 E. Pike, Suite 814
Seattle, WA 98122
(206) 322-2873