



Heart To Heart

AIDS EMERGENCY FUND • BREAST CANCER EMERGENCY FUND

Providing emergency financial assistance to people fighting AIDS and breast cancer.

965 MISSION STREET, SUITE 630 • SAN FRANCISCO, CALIFORNIA 94103

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- **SEPTEMBER 14**
FREEWHEELERS
CAR CLUB SHOW
- **SEPTEMBER 20 &**
SEPTEMBER 21
PINE STREET
SIDEWALK SALE
- **SEPTEMBER 21**
LEATHER WALK
& BARE CHEST
CALENDAR
AUCTION
- **SEPTEMBER 26 &**
SEPTEMBER 27
MACY'S
PASSPORT
- **OCTOBER 5**
CASTRO
STREET FAIR
- **OCTOBER 11**
PARKER HOUSE
BENEFIT
LUNCHEON
- **NOVEMBER 8**
HOEDOWN
- **DECEMBER 4**
EVERY PENNY
COUNTS DAY

fundraising update

On behalf of our clients, thank you to all the students who contributed and to Neil and the parents for inspiring and teaching the fine art of philanthropy to young people!

Mike Smith,
Executive Director



Teaching Tzedaka

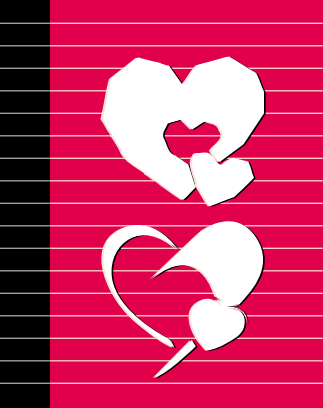
The voicemail message said simply, "This is **Neil Biskar** at **Brandeis Hillel Day School**. Our students would like to give you money. Could you please call me." I don't think those were the exact words, but that's basically what I heard. These are not the types of calls that executive directors ignore, so I called him back. Neil runs the private Jewish middle school on aptly-named Brotherhood Way in the southwestern part of San Francisco.

For several years, Brandeis Hillel Day School seventh-grade students have learned about *tzedaka*, the Jewish custom of altruistically giving money to those less fortunate. Unlike other classroom exercises, this one was very real for Neil's students: every seventh grader contributes a portion of his or her *B'nai Mitzvah* money to their classroom fund. The students then spend time in eighth grade choosing among charitable causes, arranging for classroom presentations, and then presenting checks to the charities of their choice. Neil's first call was to tell me about the program and to let me know that AIDS Emergency Fund was one of the five finalists

that would share the funds this year. He scheduled a time for me to present information about AEF and our clients to his class.

The 40 eighth graders listened attentively while I described AEF's mission. I told the story of Fred Skau and how the Every Penny Counts Program got started, and I shared with them what it's like for our clients on disability trying to make ends meet in San Francisco. The students asked me excellent questions that showed how seriously they took their task. They even video-taped my presentation so that absent students could participate in choosing the charities.

When Jeffrey Johnson and I returned to the school several weeks later, the students had organized a check-presentation ceremony. With proud parents looking on, the students presented AIDS Emergency Fund with a check for \$2,003.85. On behalf of our clients, thank you to all the students who contributed and to Neil and the parents for inspiring and teaching the fine art of philanthropy to young people!



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AIDS EMERGENCY FUND • BREAST CANCER EMERGENCY FUND • QUARTERLY NEWSLETTER
SUMMER 2003



Suzie Wong and Jeff Braff present the Fred Skau Volunteer Award to the Sisters of Perpetual Indulgence in honor of their years of service to the Pennies Project.



Tom Baumgartner and Jan Blouin present the Hearts of Gold Award to Susan Sachs and Gail Defferari for the "Strike Out Breast Cancer" Event.

Casino Royale—High Stakes, Full House, Big Win!

AEF's June 10th Casino Royale event, held at Club Mezzanine, was a resounding success! Serving as this year's annual awards presentation, Casino Royale brought together over 300 AEF and BCEF supporters for an evening of gaming, gastronomy and great values on a fantastic array of live auction items and silent auction prizes. Once all the chips were cashed in and the receipts were tallied, the fun-filled event brought in over \$105,000 and netted \$70,000 for financial assistance to AEF clients in need.

As usual, AEF guests were treated to a first-class production organized by **Lynne Winslow** and **Neil Figurelli** and the capable and dedicated staff of **Winslow & Associates**.

In a brief program interlude to the evening, AEF's board of directors took great pleasure in honoring its past president, **Ralph Petersen**; Universal Care—Strike Out Breast Cancer founders, **Gail Defferari** and **Susan Sachs**; club impresaria **Audrey Joseph**; and **The Sisters of Perpetual Indulgence** for their generous service and continued support of AEF. A posthumous award was presented by Ambassador

James C. Hormel to the family of **David Smith Fox** in recognition of David's enormous lifetime contributions to the fight against HIV and AIDS, as an AEF board member, a supporter of many other AIDS organizations, and as a courageous individual warrior in the battle against his own illness.

AIDS Emergency Fund is particularly grateful to: **David Miranda** and **Macy's West** for continued support of AEF award presentations, **Gerald James**, **Daddy Alan Selby**, **Dorothy & Richard Compeau** and the rest of the gang who manages the silent auction; **Lisa Aronzon** for this year's lovely hand-blown crystal heart awards, **Betty Sullivan** and **Chris Carnes** for promotion support; **Glenn Sutter** and **SFParty.com** for décor contributions; Photographers **Joseph Driste** and **Jan Lundberg**; **Maya Day Smith** and **Brian Herman** for graphics and HTML support; and **DJ Pusssuss** and the cast of "When Pigs Fly" for their contributions to the evening's entertainment. The evening ended with a wildly successful live auction conducted by the incomparable **Lenny Broberg**.

Every Penny Counts in the Gay Parade

AEF's "Queen of Hearts" **Val Diamond** commanded center stage on Market Street at this year's San Francisco LGBT Pride Parade. AEF partnered with **KISS FM** and the crew and cast of **Beach Blanket Babylon** to create a sparkling San Francisco skyline float attached to a giant rainbow flag. As dozens of AEF and BCEF supporters carried the flag, Val belted out her signature rendition of "San Francisco" to the cheering and coin-tossing crowd. Special thanks to AEF staffer **Jeffrey Johnson**, Beach Blanket's Mad Hatter **Alan Greenspan**, bullhorn rabble rousers **Mike Romero** and **Glenn Sutter**, and our financial Fairy Godmother, **Linc King** at Beach Blanket Babylon. Our float was chosen as "Absolutely Outrageous" and one the five best overall floats. And we collected nearly \$3,000 in coins along the route!



Val Diamond wows the crowd on Market Street.



AIDS Walk '03: Tom Regan, David Slocombe and Jes Muse were just a few AIDS Walk '03 participants that walked with Team AEF. Our contingent partnered with our friends at SBC (led by the ever-energetic Steven Sams) to field one of the largest teams in this year's Walk. \$10,000 of AIDS Walk proceeds have been earmarked by the SF AIDS Foundation for AIDS Emergency Fund. AEF's octogenarian volunteer, Jeannie Engelhardt is not in the photo. She was so far ahead of the pack that we couldn't get her picture!





Heart To Heart



"I've learned how important it is to support small, local organizations. Without its countless events and individual donors, AEF/BCEF wouldn't be where it is. And where would San Francisco be without AEF/BCEF?" — Aya

president's message

"Stewardship," according to my handy on-line dictionary, is defined as "the conducting, supervising, or managing of something; especially: the careful and responsible management of something entrusted to one's care."

Jeffrey Braff, DrPH



The Importance of Good Stewardship

The principal role of the Board of Directors is stewardship. "Stewardship," according to my handy on-line dictionary, is defined as "the conducting, supervising, or managing of something; especially: the careful and responsible management of something entrusted to one's care." What is entrusted to the care of the Board is the welfare of our clients.

The Board manages this through the myriad of activities like setting policy, fundraising, and being ambassadors for AEF/BCEF in the community. But the Board is composed of volunteers, all of whom donate their time and effort to AEF. The "steward" who is responsible for the day-to-day operations of the agency, as well as for keeping the Board apprised of what's happening in the larger world of HIV/AIDS and breast cancer policy and funding is our executive director—**Mike Smith**.

Mike is AEF's eyes and ears at the meetings of the San Francisco HIV Health Services Planning Council, the group of people who have a big say in how federal funding (Ryan White CARE Act monies) are spent in the San

Francisco area. As a regular attendee of these meetings, Mike is also there as a voice for our clients, speaking up to insure that emergency financial needs of low income people with HIV and AIDS are taken into account when the Council sets the priorities for use of those federal funds. Because AEF receives about \$637,000 a year from Ryan White funding, it's important that we know exactly what's happening—when it's happening.

In addition, Mike was recently elected to the Executive Committee of the HIV/AIDS Providers' Network, an association of agencies who receive money from the AIDS Office of the SFDPH. This allows him to keep especially current with what's happening at the City and County levels and to work closely with the city agency to make sure that federal dollars are being well-spent.

This increased level of stewardship, along with what we hope will be a very successful fundraising effort throughout the year, may soon permit AEF to revisit its eligibility criteria and increase the number of people AEF helps. That, after all, is what it's all about.

Intern Extraordinaire—Pennies Project Keeps Aya Smiling!

This summer, AEF/BCEF has been graced with the presence of college intern **Aya Sanipe**. She has completed her sophomore year at Amherst College in Massachusetts as a Black Studies major. When asked why she wanted to work with AEF/BCEF she said, "My internship had to meet three specific criteria. It had to be in San Francisco, be a non-profit organization, and a small office. AEF was the first organization to pop up in my internet search. I was excited because AEF exceeded my expectations. I found an organization that I really believed in and wanted to work for."

The AEF/BCEF staff was excited for her arrival. Her assistance has proved fruitful with 16 new schools and five churches already signed up for Every Penny Counts Day 2003! "Working at AEF has been more enjoyable than I anticipated. I didn't know what to expect on my first day. Lucky for me, I was greeted with warm smiles, and made to feel a part of the family." Although Aya's internship ends August 15th, she'll be helping with the Pennies Project part-time while taking classes at USF. This year we're aiming to have 150 Bay Area schools and 40 businesses & organizations involved with Every Penny Counts Day.

OUR COMMUNITY NEVER STOPS GIVING

2.22 THE IMPERIAL CORONATION

Empress Barbie LaChoy and Emperor Berlin from the Imperial Council of San Francisco raised \$2,500 for AEF and \$2,500 for BCEF. The money was collected at 2002 Council events and presented to us at The Imperial Coronation '03. Kudos to the Court!

5.3 DYKE DADDY DIVA CONTEST

Thank you to Ren Davis Phoenix for organizing the annual contest which raised \$1,800 for BCEF.

6.1 - 6.22 THE DADDY, THE DIVA AND THE DETECTIVE

Thank you to Jim Skiba for producing these murder mystery dinners at the Archbishop's Mansion. Starring Donna Sachet and Lenny Broberg, this series raised \$1,267 for AEF.

6.8 STUDIO 54 PARTY

Discos and divas blew the roof off the EDGE with a stellar party hosted by Mr. EDGE Leather 2003 Frank Vasconcellos! Performing live were recording artists Jeanie Tracy and Linda Imperial along with Empress Snatch. The event raised \$626 for BCEF.

6.19 PRIDE IDOL FINALS

Thank you to Lance Brittain, Manley Lennox, Ren Davis Phoenix and Tim Wong in association with the San Francisco Lesbian Gay Bisexual Transgender Pride Celebration Committee Inc. for organizing the Pride Idol competitions. The final competition took place at Mezzanine, and what a competition it was. Congratulations to the winner, Marianne Kookken; first runner-up, Trisha Marie Pulido; and second runner-up, Tiffany Robinson. The Pride Idol competitions raised a total of \$1,888 for BCEF.

7.12 JOHN DOBSON'S 50TH BIRTHDAY PARTY

Thank you to Guy McGinnis and John Dobson for raising \$1,000 for AEF. Instead of gifts, they asked that their party guests make a donation to AEF instead. If you'd like to host a party as an AEF benefit, please contact our events and fundraising manager, Chris Morris, at 415.558.6999 x 3.

7.14 CASTRO LIONS HELP AEF/BCEF

The Castro Lions presented a check for \$6,000 to AEF/BCEF at the Eagle Tavern on Sunday July 14. Since AEF's inception, the Castro Lions have made an annual contribution – and their total over those many years now exceeds \$100,000. What an amazing record of generosity and community support! Thank you, Lions!

7.16 - 7.20 LAZY BEAR WEEKEND

Organized by Harry Lit, Allen Eggman and Castrobear Presents, the weekend brought together thousands of bears from across the country to the Russian River. The event raised \$3,000 for AEF and \$3,000 for BCEF. A big AEF Bear Hug to Harry and the gang!

7.25 LEATHER DADDIES CONTEST

Congratulations to the new SF Leather Daddy XXI, Peter Fiske! Held at the Eagle and organized by SF Leather Daddy XX, Tony Koester, the event raised \$1,565 for AEF.

7.27 DORE ALLEY STREET FAIR BOOT BLACK

Thank you to Richie Chameroy, Clarke Bennett, Slave boy Eddie and Craig West for donating their boot black services at the Gotham booth at the Dore Alley Street Fair. They raised \$470 for AEF.

front door watch

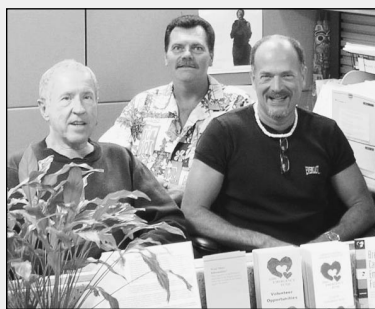
So often in private sector corporate America, people work but feel no connection to the company or product. What sets volunteers in general—and ours in particular—apart is the sense of making a difference.

Client Services
Manager
Lee Harrington



AEF/BCEF is able to perform so efficiently because volunteers do most of the client intake work. Last year, volunteers donated 3,900 hours to help process client requests. That's the equivalent of two full-time staff people! Volunteers are an extraordinary bunch. Imagine—giving away your spare time to help other people! These are not “me-generation” types. These are people with hearts and souls overflowing with patience, compassion and love.

Many volunteers have come and gone, but there has been a core of dedicated and wonderful individuals who have stayed with the Fund for many, many years.



Earl, Tim and
David serve with
compassion and
competence.

There's **Earl**, who worked for 15 years for Levi-Strauss, one of the best companies for encouraging volunteerism and community involvement. Earl participated in the AIDS Walk and delivered meals for Project Open Hand for many years. When he retired, he decided to make AEF his perfect outlet to “give something back.”

Another volunteer—**David**—is also a client. When the disease became disabling he came to us for help. He was so impressed with our lack of bureaucracy that he decided to volunteer. David worked for 10 years at a job he hated. Volunteering for us is something he genuinely likes.

Our “veteran” volunteers—**Bob** and **Robert**—keep up with the changes in technology with grace and good humor. They've been steadfast in their commitment to AEF. Likewise **Richard**, who had to take some time off for medical reasons has returned recently, stronger than ever.

Our newest volunteer—**Tim**—came to us more-or-less out of the blue, to help with a bulk mailing. He was so impressed with the client intake side of the organization that he's training feverishly to start that work now.

Want to volunteer in client services? Call Volunteer Coordinator Jes Muse at 415.558.6999 ext. 4 or me at ext. 6.

how to find us!

• **965 Mission Street
Suite 630
San Francisco, CA
94103**

• **PHONE:**
415.558.6999

• **FAX:**
415.558.6990

• **WEB:**
www.aef-sf.org

• **EXECUTIVE
DIRECTOR:**
415.558.6999 x7
MikeSmith@aef-sf.org

• **CLIENT SERVICES:**
415.558.6999 x1
LeeHa@aef-sf.org

• **EVENTS &
FUNDRAISING:**
415.558.6999 x3
ChrisM@aef-sf.org

• **PENNIES PROJECT
& VOLUNTEERS:**
415.558.6999 x4
JesM@aef-sf.org

• **FINANCE &
ADMINISTRATION:**
415.558.6999 x5
JeffJ@aef-sf.org

Every Penny Counts Day Coming Soon!

Every Penny Counts Day 2003 promises to be “bigger, better, faster” than any previous year. We are hoping to have more schools, businesses and religiously affiliated organizations participating than ever before. With 20 schools and our radio station sponsor, **Wild 94.9**, already signed up and ready to go, we're off to a great start.

Traditionally, we try to keep Every Penny Counts Day on or as close to World AIDS Day as possible. This year's EPC Day will be on December 4th. There will be prizes awarded to each of the top fundraising schools, including a DJ'd party/dance for the top fundraising private & pub-

lic high schools – DJ'd by Wild 94.9! Last year our top fundraising high schools were **Santa Rosa High School** (public) with \$1,101.55 and **The Head Royce School** (private) with an absolutely amazing \$9,202.15! We're eager to see what kind of creative fundraising methods our students use to out do themselves this year!

Of course, we would not be able to expand the Pennies Program like this if it weren't for our fabulous summer intern, **Aya Sanipe**, who has joined us from Amherst College in Massachusetts. Thank you Aya, for all of your hard work!



9.14 FREEWHEELERS CAR CLUB SHOW

From 11AM to 4PM, at Collingwood Park (19th & Collingwood) the Free-wheelers Car Club hosts their 20th Annual Benefit Concourse featuring “A Century of Buicks” and other fine autos. Vote for your favorites in a wide variety of categories and special interests. At 3PM the SF Gay Men's Chorus will perform followed by an awards show. Admission is \$7 and proceeds will benefit AEF. For more information please call Todd Jackman at 408.732.9108.

9.20 - 9.21 PINE STREET SIDEWALK SALE

From 10AM to 5:30PM, this fabulous sidewalk sale on the corner of Pine and Leavenworth in San Francisco is in its 16th year. The sale includes antiques, art, books, clothing, music and furniture. To donate items for the sale, please call David Slocombe at 415.775.9145.

9.21 LEATHER WALK AND BARE CHEST CALENDAR AUCTION

The three-mile walk begins at 1PM at Daddy's Bar, winds its way to The Loading Dock, then to The Powerhouse, and ends at The Eagle Tavern. Walkers will be cheered on and entertained by the best talent our community has to offer. After the walk ends stay at The Eagle where six of the 2004 South of Market Bare Chest Calendar men will be auctioned off for dinner dates, with the proceeds to benefit AEF/BCEF.

9.26 - 9.27 MACY'S PASSPORT

Buy a ticket for just \$10 and receive 10 - 20% off purchases at this 2-day Macy's Union Square and Macy's Valley Fair in-store event. You can even win a \$1,000 shopping spree! Proceeds benefit AEF and Macy's will donate an additional \$3 for each ticket stub redeemed in the store. For tickets, please call Chris Morris at 415.558.6999 x 3.

10.5 CASTRO STREET FAIR

Volunteer for the Castro Street Fair this year! The more volunteers we have, the more money AEF will receive from the fair. You can still enjoy all the food, vendors and entertainment the fair has to offer. To volunteer, please call Jes Muse at 415.558.6999 x 4.

10.11 PARKER HOUSE 6TH ANNUAL BENEFIT LUNCHEON

Sponsored by Assemblyman Mark Leno and 2223 Restaurant and Bar, the event will be held 1PM - 5PM in the gardens of The Parker Guest House. The Sarah Knutson Quartet will perform. Lunch will be served followed by welcome comments by Mark Leno and Supervisor Bevan Dufty. Ms. Donna Sachet will host the annual prize raffle. Tickets are \$75, and 100% of the price goes directly to AEF and BCEF. Interested people should call 415.621.3222 to be placed on the invitation list.

11.8 HOEDOWN

Join us for this gala country-western dance in the spectacular atrium of the Galleria Design Center, 101 Henry Adams Street, San Francisco. Now in its 6th year, this major fundraiser for AEF/BCEF features great music and dancing on a specially expanded dance floor, a huge silent auction and raffle, outstanding entertainment, the men of the 2004 SOMA Bare Chest Calendar and hundreds of the hottest cowboys and cowgirls from the Bay Area and beyond -- not to be missed! Admission: \$30 in advance, \$40 at the door. To purchase tickets, go to www.frantix.net or call 866.372.6849.