



THE RICHMOND/ERMET
AIDS FOUNDATION

REAF's mission is to raise funds for, and awareness about, AIDS service provider agencies through the production of quality entertainment events.

MAJOR 2011 EVENTS INCLUDE



NORTHERN CALIFORNIA'S LARGEST ANNUAL
AIDS BENEFIT CONCERT

SUNDAY
AUGUST 21
The Herbst Theatre
San Francisco



OUR 10TH ANNIVERSARY CELEBRATION
OF HOPE AND COMPASSION

SUNDAY
DECEMBER 4
The Herbst Theatre
San Francisco

One Night Only

CABARET PERFORMANCES WITH TOURING BROADWAY CASTS

Planned periodically throughout the year at various venues

Providing Hope ~ Sustaining Lives

942 Divisadero Street, Ste. 201, San Francisco, CA 94115-4407
415.931.0317 • www.richmondermet.org



THE RICHMOND/ERMET
AIDS FOUNDATION

Our History and Mission

The Richmond/Ermet AIDS Foundation (REAF) is a 501(c)(3) organization dedicated to raising funds for AIDS service organizations in the Bay Area through the production of quality entertainment programs. REAF was founded in 1994 by two mothers, Barbara Richmond and the late Peggy Ermet, who each lost their only son to AIDS. Rather than submit to their grief, these remarkable women, with the help of their friends Joe Seiler and Ken Henderson, created The Richmond/Ermet AIDS Foundation as a way to honor their sons' memories and to help those agencies who provide services to the thousands of other men, women and children still living with HIV and AIDS. Since its inception, REAF has distributed well over \$2.5 million to 33 different agencies providing direct care to those living with HIV. REAF strives to create community alliances to support these agencies on multiple levels.

Overall, beneficiary agencies that have partnered with REAF have reported increased overall giving levels, both financial and in-kind, through increased exposure to media, corporations and individual donors. Volunteerism to their agencies is also increased. REAF strives to build teamwork and cooperation among benefiting agencies through these annual partnerships.



Founders Barbara Richmond (left) and Peggy Ermet

Funds provided by REAF have:

- Provided over 8,600 home delivered meals to clients of Meals of Marin
- Provided over 600 hours of counseling and/or drug testing for the clients of UCSF AIDS Health Project
- Provided hundreds of hours of nursing care to the children receiving care in the Pediatric AIDS/HIV Program at Children's Hospital.
- Provided approximately 500 professional therapy sessions to persons with HIV in New Leaf's substance abuse, mental health, HIV mental and elders programs.
- Provided 300 hours of treatment case management to Asian and Pacific Islander immigrants and refugees at the A&PI Wellness Center.
- Built a new kitchen for Vital Life Services in Oakland and, in a time of critical funding shortage, kept them from having to close their doors to clients entirely
- Provided 50 bednights for HIV+ homeless youth and 70 HIV tests for homeless and runaway youth at Larkin Street Youth Services.
- Assisted the Positive Resource Center in maintaining a 90% success rate in disability claims filed for clients with HIV/AIDS and severe mental health conditions and helped achieve 435 job placements for HIV+ clients.

Beneficiaries

HELP IS ON THE WAY XVII

- ★ **AGUILAS.** In November of 1991, a group of Gay Latinos organized to address the various needs of the Gay Latino community. The group met on a monthly basis at various homes until they found a regular meeting place at the St. Francis Lutheran Church in San Francisco, California in March 1992. They established the name AGUILAS which is an acronym for Asociación Gay Unida Impactando Latinos/Latinas A Superarse, which translates to Association of United Gays Impacting Latinos/Latinas towards Self-Empowerment. Today, AGUILAS is a non-profit organization and the largest Gay Latino organization in the San Francisco Bay Area. El Ambiente is an HIV prevention program of AGUILAS created by and for gay and bisexual Latino men. Their goal is to support their members self-empowerment in order to prevent the occurrence and relapse of unsafe sexual practices. They achieve this by providing a safe environment, specifically designed to address issues related to Latino culture, being gay and bisexual, and sexuality.
- ★ **YOUTH AWARE PROGRAM AT NEW CONSERVATORY THEATRE CENTER.** For two decades, NCTC's highly successful YouthAware Educational Theatre program has produced plays for young people that entertain, illuminate social issues, inspire and encourage healthier life choices. Programs focus primarily on HIV education information and anti discrimination.
 - Plays are offered at NCTC and on tour to northern and central California schools and communities throughout the school year.
 - Touring programs may be performed up to two times a day at your school site in a theatre, cafeteria, gymnasium, or other multi-purpose room. We travel with our own set and sound equipment and no special lighting is required.
 - All plays feature professional, young actor/educators who are cast with the diverse Bay Area audiences in mind.
 - Programs also feature post-performance discussions with the cast and handouts are provided for teachers to continue discussion in the classroom.
- ★ **STOP AIDS PROJECT.** Since 1985, STOP AIDS has been working to prevent HIV transmission among all gay, bisexual and transgender men in San Francisco through collaborative, multicultural and community-based organizing. Initiating a new approach to HIV transmission they focus on identifying those individuals most at risk through their involvement in one or more of six sexual networks: the African American community, public and commercial sex environments, dance clubs, gyms, the leather community and internet sex sites. They also provide services for HIV positive people through their prevention for positives program whereby they inform the newly infected and those close to them with options for retaining their own good health and committing to a lifestyle free of further infection.
- ★ **SHANTI.** Shanti exists to enhance the quality of life, health and well-being of people living with life threatening illnesses, especially HIV and AIDS. Shanti's continuum of services for people living with HIV/AIDS are designed to provide:
 - Knowledge about HIV disease and treatment, and how to enhance health outcomes and increase quality of life, based on the latest medical research and health information.
 - Peer Advocacy and Treatment Advocacy to assist navigation through the health care system.
 - Emotional and practical support through the Drop-in Service Center, peer support groups, individual health counseling, and the Shanti Peer Support Volunteer Program.
 - Health-enhancement workshops that support clients in addressing the biological, psychological, and social issues that can impact overall health and quality of life.

Beneficiaries

HELP IS ON THE WAY FOR THE HOLIDAYS X

- ★ **POSITIVE RESOURCE CENTER.** (PRC) Since 1987, PRC has provided benefits counseling, advocacy and employment services to people affected by or at risk for HIV/AIDS. The Benefits Counseling Program maintains a 90 percent success rate in all Social Security and State Disability claims filed on behalf of clients. In 2004, Employment Services Program achieved 435 job placements including 134 long-term placements. Positive Resource Center serves 2,200 people annually.
- ★ **SUNBURST PROJECTS.** Since 1988, Sunburst Projects has helped improve the lives of thousands of mainly low-income HIV/AIDS affected family members and children unable to cope with the disease on their own. Serving families throughout Northern California, Sunburst Projects is the only local AIDS organization solely committed to addressing the social, emotional, and psychological needs and care of HIV/AIDS impacted children and their families. Today Sunburst provides the following ongoing family support services that help educate, strengthen, and empower families with children impacted by HIV/AIDS: Camp Sunburst, respite childcare services, mental health services, support groups, family-centered case management, and HIV/AIDS prevention and education. Additionally, for the past twenty years Sunburst Projects has been an important voice and advocate for raising awareness about the need for supportive services that address the specific concerns of HIV/AIDS families with dependent children.

YEAR LONG CORPORATE SPONSOR LEVELS

Corporate Sponsors will be listed as sponsors of all REAF events in the year 2011. In addition, we strive to find custom, co-branded marketing and promotional opportunities when possible. Minimum events include:

- *Help is on the Way XVII*
- *Help is on the Way for the Holidays X*
- Two or more "One Night Only Performances" with touring casts of Broadway shows.

LEAD SPONSORS: \$25,000

- will have their logos prominently displayed as Lead Sponsor in all promotional material including: Invitations, event programs, store posters and flyers; eNewsletters; All display ads including magazine and newspaper ads for all 2011 events.
- will be acknowledged from the stage at each event
- are offered a full page ad in *Help is on the Way XVII* and *Help is on the Way for the Holidays X* programs
- are offered a link from our web site
- receive 14 tickets (priority sponsor seating) to *Help is on the Way XVII* and *Help is on the Way for the Holidays X*
- receive 8 tickets (priority sponsor seating) to each of the *One Night Only* series.
- receive invitations to all host receptions

MAJOR SPONSORS: \$15,000

- will have their logos prominently displayed as Major Sponsor in all promotional material including: Invitations, event programs, store posters and flyers; eNewsletters; All display ads including magazine and newspaper ads for all 2011 events.
- will be acknowledged from the stage at the event
- are offered a half page ad in *Help is on the Way XVII* and *Help is on the Way for the Holidays X* programs
- are offered a link from our web site
- receive 10 tickets (premium sponsor seating) to *Help is on the Way XVII* and *Help is on the Way for the Holidays X*
- receive 6 tickets (priority sponsor seating) to each of the *One Night Only* series.
- receive invitations to all host receptions

CORPORATE SPONSORS: \$10,000

- have logos displayed as Corporate Sponsors in Invitations, event programs, store posters, flyers and eNewsletters All display ads including magazine and newspaper ads for all 2011 events.
- will be acknowledged at the event
- are offered a half page ad in *Help is on the Way XVII* and *Help is on the Way for the Holidays X* programs
- are offered a link from our web site
- receive 8 tickets (premium sponsor seating) to *Help is on the Way XVII* and *Help is on the Way for the Holidays X*
- receive 4 tickets (priority sponsor seating) to each of the *One Night Only* series.
- receive invitations to all host receptions

ASSOCIATE SPONSORS: \$5,000

- have logos displayed as Associate Sponsor in Invitations, event programs, store posters, flyers and eNewsletters for all 2011 events
- be listed as an Associate Sponsor in all display ads
- will be acknowledged at the event
- are offered a quarter page ad in *Help is on the Way XVII* and *Help is on the Way for the Holidays X* programs
- are offered a link from our web site
- receive 4 tickets (premium sponsor seating) to *Help is on the Way XVII* and *Help is on the Way for the Holidays X*
- receive 2 tickets (priority sponsor seating) to each of the *One Night Only* series.
- receive invitations to all host receptions

SUPPORTING SPONSORS: \$2,500

- have logos displayed as Supporting Sponsors in Invitations, event programs, store posters, flyers and eNewsletters for *Help is on the Way XVII* OR *Help is on the Way for the Holidays X*
- be listed as Supporting Sponsor in all display ads for chosen gala
- will be acknowledged at the event
- are offered a quarter page ad in *Help is on the Way XVII* OR *Help is on the Way for the Holidays X* programs
- are offered a link from our web site
- receive 2 tickets (premium sponsor seating) to *Help is on the Way XVII* OR *Help is on the Way for the Holidays X*
- receive invitations to all host receptions

“HELP IS ON THE WAY XVII” & “HELP IS ON THE WAY FOR THE HOLIDAYS X” INDIVIDUAL SPONSOR LEVELS

Help is on the Way XVII and *Help is on the Way for the Holidays X* benefit agencies supporting men, women, and children with HIV and AIDS and may be the perfect fit for companies whose funding priorities are youth services as well as those funding other direct care services. Sponsors may choose to sponsor a single event to gain more exposure from that one event.

■ Lead Sponsor: \$10,000

■ Corporate Sponsor: \$5,000

■ Associate Sponsor: \$2,500

■ Supporting Sponsor: \$1,200

LEAD SPONSORS (\$10,000):

- will have their logos prominently displayed as major corporate sponsor in all promotional material including:
 - Invitations, event programs, website and flyers
 - All display ads including magazine and newspaper ads
- will be acknowledged from the stage at the event
- will be offered a full page ad in the program
- will be offered a link from our web site
- receive 12 tickets (priority sponsor seating) to the performance
- receive invitations to all Underwriter/Sponsor receptions

CORPORATE SPONSORS (\$5,000):

- will have their logos prominently displayed as corporate sponsor in all promotional material including:
 - Invitations, event programs, website and flyers
 - All display ads including magazine and newspaper ads
- will be acknowledged from the stage at the event
- will be offered a half page ad in the program
- will be offered a link from our web site
- receive 8 tickets (premium sponsor seating) to the performance
- receive invitations to all Underwriter/Sponsor receptions

ASSOCIATE SPONSORS (\$2,500):

- have logos displayed as Associate Sponsors in invitations, event programs, and website
- be listed as Associate Sponsor in all display ads
- will be acknowledged at the event
- will be offered a quarter page ad in the program
- will be offered a link from our web site
- receive 6 tickets (premium sponsor seating) to the performance
- receive invitations to all Underwriter/Sponsor receptions

SUPPORTING SPONSORS (\$1,200):

- have logos displayed as Supporting Sponsors in invitations, event programs and website
- be listed as Supporting Sponsor in all display ads
- will be acknowledged at the event
- will be offered a quarter page ad in the program from our web site
- receive 4 tickets (premium sponsor seating) to the performance
- receive invitations to all Underwriter/Sponsor receptions

Events Provide Beneficiary Partners More Funds for Direct Services

The Richmond/Ermet AIDS Foundation creates partnerships with selected agencies to assure the success of *Help is on the Way* events. Beneficiaries team “captains” work with our Foundation committee heads, providing volunteer resources to work at the events as well mailing parties, selling raffle tickets, assisting with PR opportunities and assisting in planning and organization. Beneficiaries are selected to represent a broad spectrum of AIDS services as well as be geographically representative of the greater Bay Area. Beneficiaries may submit applications throughout the year but evaluations and selections are made each October. Beneficiaries have included:

- Aguilas
- ALRP (AIDS Legal Referral Panel)
- Asian Pacific Islander Wellness Center
- ARIS (AIDS Resources and Information Services)
- BAY (Bay Area Young) Positives
- Broadway Cares/Equity Fights AIDS
- Center for AIDS Services, Oakland
- Center for Caregiver Training
- Coming Home Hospice
- Continuum HIV Day Services
- Diablo Valley AIDS Services
- HIV Care at St. Francis Memorial Hospital
- HIV Education Project at New Conservatory Theatre Center
- Larkin Street Youth Services
- Lyon-Martin Women’s Health Services
- Maitri
- Meals of Marin
- Native American AIDS Project
- New Leaf: Services for Our Community
- New Village
- PAWS (Pets Are Wonderful Support)
- Pediatric HIV/AIDS Program at Children’s Hospital
- Positive Resource Center
- Project Inform
- Project Open Hand
- Projecto ContraSIDA Por Vida
- Shanti
- STOP AIDS Project
- Sunburst Projects
- Tenderloin AIDS Resource Center
- UCSF AIDS Health Project
- UCSF Women’s & Children’s Specialty Services
- Visiting Nurses & Hospice of San Francisco
- Ward 86 of San Francisco General Hospital

San Francisco still has the highest per capita prevalence of people living with AIDS and the third highest number of AIDS cases in the United States.

One in four people who are infected with HIV do not know they are infected.



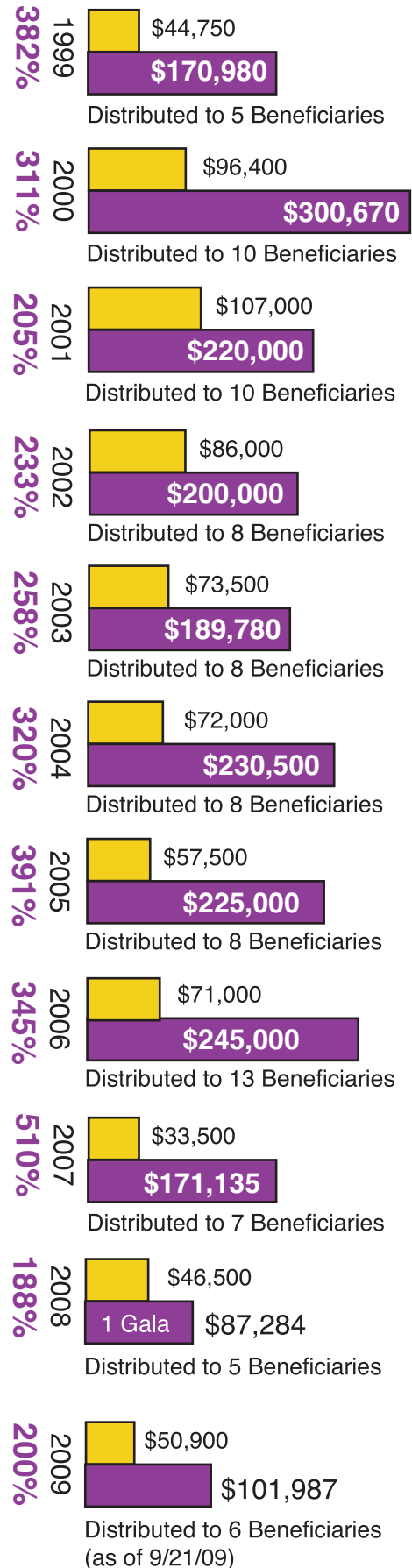
REAF Makes Your Corporate Dollars Go Further

Since its inception in 1995, The Richmond/Ermet AIDS Foundation has raised over \$2.5 million for AIDS service agencies in the Bay Area and Broadway Cares/Equity Fights AIDS. 100% of proceeds from ticket sales as well as the majority of silent auction income and raffle ticket sales have always gone directly to the beneficiary partners allowing those agencies to concentrate more on delivery of direct care and less on fundraising. Overall, agencies that have partnered with REAF have reported increased overall giving levels, both financial and in-kind, through increased exposure to media, corporations and individual donors. Volunteerism to their agencies has also increased. REAF strives to build cooperation and teamwork among benefiting agencies through these annual partnerships.

The economic downturn that began in 2001 significantly impacted both corporate and individual giving to the nonprofit community. While sponsorship dollars were at their highest in 2001 as a result of dollars pledged in 2000, individual event incomes declined due to poor economic conditions. While individual events continued to sell out, they did so at lower ticket price levels. Sponsorship dollars continued to decline in recent years as the economy began to rebound but in 2008 fell into a recession. Overall profitability rose due to strategic planning by REAF but the recession impacted ticket level sales significantly. In 2000 and 2001, *Help is on the Way* was held as a 2 night event. Because of the recession that hit in 2001, it was scaled back to a one night event in 2002. In 2006, it was moved to a larger venue in an effort to generate higher dollars. In 2008, the holiday gala was postponed and refashioned into a Valentine-themed event in Feb. 2009.

In the last eleven years, REAF has generated an average return on corporate sponsorship dollars averaging 304%!

- Sponsorship Dollars
- Dollars Distributed to Beneficiaries





REAF BOARD OF DIRECTORS

EXECUTIVE DIRECTOR/CEO

Ken Henderson
Tel: 415-931-2515 • ken@richmondermet.org

CHAIRMAN OF THE BOARD

Joe Seiler, Management Training Specialist
Delta Dental of California
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Glenn Bauer, Realtor, REMAX
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Michael Grammer, Food & Beverage Chair
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Gary Thackeray, IT Director,
Special Olympics No. Cal & Nevada
Tel: 415-829-2263 • gary@richmondermet.org

David Walovich, Director of Catering
Grand Cafe/Hotel Monaco
Tel: 415-292-8136 • david.walovich@grandcafe-sf.com

MANAGEMENT COMMITTEE

Christopher Contos, Silent Auction Committee
Tel: 415-235.5222 • christopher@richmondermet.org

David Groves, Transportation Coordinator
Tel: 415-317-6557 • davidg@richmondermet.org

Al Treuter, Box Office Manager
Tel: 415-282.5492 • tickets@richmondermet.org

ADVISORY & COMMUNITY DEVELOPMENT BOARD

Anna Alioto, Professional meeting planner

Adrienne Arieff, Principal, Arieff Communications

Robert Boemer, Hard Rock Cafe

Brian Boitano, Olympic Ice Skating Champion/Performer/Producer

Loren Brown, California Automobile Association

Bryan Byrne, VISA International

Chris Carnes, Chris Carnes Productions

Carol Christie, Senior Marketing Consultant, Cashin Company

Bridget Cunningham, San Francisco Magazine

Harry Denton, Restaurateur

Mario Diaz, Vice President, Community Development, Wells Fargo Bank

Norm Dito, Retail Property Director, Boston Properties

Jill Eikenberry, Television and film actress

Andrew Freeman, President, Andrew Freeman and Company

John Hessler, Principal, John Hessler Productions

Mark Jarrell, Director of Sales & Marketing, Bauers Transportation

Jon Leitner, Importer

Mark Leno, California State Assemblyman

Marilyn Levinson, Executive Director, Bay Area Cabaret

La Toya London, recording star

Stan Osofsky, President, Mark Leigh & Associates

David Paisely, Community Marketing

Patrick Smith, Macy's West, Manager of Special Events

Randy Taradash, American conservatory Theatre

Michael Tucker, Television and film actor

Steven Valentino, Performing Artist, BOTAD, LLC

Tom Viola, Executive Director, Broadway Cares/Equity Fights AIDS

Jan Wahl, Film Critic/KRON & BAYTV television

Jim Wiggett, President, Jackson Hole Group

Charles Zukow, Principal, Charles Zukow and Associates

OTHER REAF COMMITTEE HEADS

GALA RECEPTIONS CHAIR: Steven Montes, Steven Montes Special Events

VOLUNTEER COORDINATORS: Felix Deng & Marcus Wonacott

SOUND DESIGNER: Randy Schiller

The Richmond/Ermet AIDS Foundation

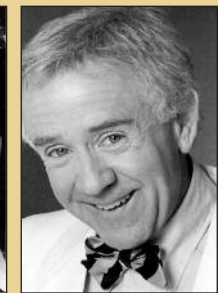
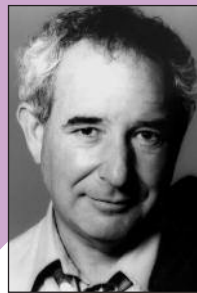
2011 PROPOSED BUDGET

			OPERATIONS		
			HIOTW 4		
Event Income	HIOTW-17	Holidays 10			Income
Corporate/Foundation Support	\$35,000	\$12,500	Private grants		\$35,000
General Ticket Sales	64,000	31,000	ONO events		30,000
Underwriter income	15,000	6,000	Investment Income		300
Raffle Income	8,000	3,000	Matching gifts		2,000
Auction Income	40,000	20,000	Other events		10,000
Program Advertising	3,000	2,000	Board generated		6000
Concessions		600			
			Total Support		\$83,300
Total Event Support	\$165,000	\$75,100			
 Expenses			 Expenses		
Theatre Rental	\$13,400	\$2,000	Advertising/Promo		1,010
Production expense	4,000	1,200	Bank charges		25
Advertising & promotion	3,100	2,000	Communication serv.		850
Equipment Rental	2,000	1,600	Dues & Subscriptions		200
Reception Props & Rentals	6,800	1,500	Meals & entertainment		1,500
Performer Travel & Accomodations	4,600	2,100	Filing fees		300
Musicians/union fees	3,000	750	Insurance		3,300
Printing & Publications	3,200	2,500	Accounting fees		7,200
Postage & shipping	2,400	1200	Office supplies		1,500
Silent auction expense/consign.	2,500	1,000	Parking/tolls		300
Parking & tolls	200	165	Salaries/payroll		60,000
Video Services	500	0	Postage/shipping		500
Office supplies/Admin. Expenses	1800	400	Printing/publications		2,000
PR Contract services	3,000	2,600	Seminars		200
Credit card/filing fees	2,550	1,900	Talent research		200
Entertainment Research	500	0	Telephone		1,200
Production staff honorariums	7,500	3,200	Travel		600
Miscellaneous expenses	800	250	video		450
Total Event Expenses	\$61,850	\$24,365	Total Expenses		81,335
Distribution to Beneficiaries	\$103,150	\$50,735	Profit		1,965

The Richmond/Ermet AIDS Foundation receives no government grants and relies solely on private gifts, corporate and foundation support for operating expenses.



Scores of Celebrities have joined us in the fight against AIDS.



Performers who have appeared in Richmond/Ermet AIDS Foundation Benefits

Christine Andreas
Susan Anton
Lucie Arnaz
David Burnham
Brian Boitano
Debby Boone
Patrick Cassidy
Mary Jo Catlett
Connie Champagne
Corrie Channing
Petula Clark
Barbara Cook
Carole Cook
Sean Corvell
Wilson Cruz
Tony Curtis
Franc D'Ambrosio
Tyne Daly
Spencer Day
Frenchie Davis
Pam Dawber
Billy Davis Jr.
Dom De Luise
Loretta Devine
Val Diamond
Nancy Dussault
Jill Eikenberry
Anthony Fedorov
Colleen Fitzpatrick
Joely Fisher
Bonnie Franklin
Penny Fuller
Davis Gaines
Betty Garrett
Deborah Gibson
Sharon Gless
Brian Lane Green
Justin Guarini
Jake Heggie
Dorian Harewood
Sam Harris
Gregory Harrison
RJ Helton
Marilu Henner
Tim Hockenberry
Sony Holland
Leslie Jordan
William Katt
Sally Kellerman
Jordan Knight
Adam Lambert
Nancy LaMott
Lucy Lawless
Ledesi

Michael Lee
Michele Lee
Kimberley Locke
La Toya London
Gloria Loring
Lorna Luft
Meg Mackay
Muriel Maffrey
Jon Maher
Ann-Margret
Constantine Maroulis
Kenny Mazlow
Amanda McBroom
Marilyn McCoo
Maureen McGovern
Joey McIntyre
Rod McKuen
Sean McDermott
Donna McKechnie
Sharon McNight
Erie Mills
Deborah Milsom
Rita Moreno
Robert Morse
Pamela Myers
Kim Nalley
Holly Near
Jane Olivor
Hugh Panaro
Brock Peters
Valarie Pettiford
Billy Philadelphia
Marilyn Pittman
Darlene Popovich
Stefanie Powers
Michael Pritchett
Paul Provenza
Charlotte Rae
Bonnie Raitt
John Raitt
Tia Ribling
Anne Runolfsson
Jane Russell
Samantha Samuels
Peter Scolari
Rex Smith
Vonzel Solomon
Kevin Spirtas
Johnny Steel
Clark Sterling
Elaine Stritch
Sally Struthers
Renee Taylor
Rip Taylor

Toni Tennille
Judy Tenuda
The Phantom's Leading Ladies
Lily Tomlin
Michael Tucker
Lisa Viggiano
Bruce Vilanch
Lisa Vroman
Jack Wagner
Kenny Washington
Paula West
Margaret Whiting
Wesla Whitfield
Mary Wilson
Jo Anne Worley
John Lloyd Young

Touring Casts of Broadway Shows

A Chorus Line • *AIDA* • *Annie*
Beauty and the Beast • *Cabaret*
The Drowsy Chaperone • *Evita*
Hairspray • *Jekyll and Hyde*
Jersey Boys • *Kiss Me Kate*
Les Misérables • *Mamma Mia* • *Ragtime*
Some Like It Hot • *STOMP*
Sunset Boulevard • *Titanic*
The Best Little Whorehouse in Texas
The Light in the Piazza • *The Lion King*
The Producers • *Phantom of the Opera*
The Full Monty • *Wicked*

Musical Groups

Hook-Slide • House Jacks
M-Pact • Love Center Gospel Choir
Oakland Interfaith Gospel Choir
San Francisco Boy's Chorus
San Francisco Gay Men's Chorus
Street Sounds
Vance George and members from
the San Francisco Symphony Chorus

Dance Groups

San Francisco Ballet
Smuin Ballet
Burn the Floor
Dance Through Time
Forever Tango
SF Ballroom Theatre
Lawrence Peck Dance Company
Cate Caplin & Murray Phillips
Cate Caplin & Gary Franco
Nick Lazarrini & Melody Lacayanga
Debra Sternbach and Sam Webber
Barbary Coast Cloggers
San Francisco Ice Dance Co.

THE RICHMOND/ERMET AIDS FOUNDATION PRESENTS



That's Entertainment

AUG. 15, 7:30pm
HERBST THEATRE

Benefiting
4 Bay Area AIDS Agencies

Tickets: 415.392.4400 or
www.HelpsOnTheWay.org



CAROL CHANNING • MELISSA MANCHESTER
KIMBERLEY LOCKE • LA TOYA LONDON
LISA VROMAN • DAVIS GAINES • CAROLE COOK
BRUCE VILANCH • PAULA WEST • JAMES DARREN
SHERLY LEE RALPH • LEANNE BORGHESI • and MORE!
Director: **DAVID GALLIGAN**
Musical directors: **RICHARD BERENT & BEN PRINCE**

sponsored by

Continental Airlines



KIMPTON
hotels & restaurants

WELLS FARGO

DELTA DENTAL



San Francisco Magazine • KG0810 Radio • ABC7-TV • Charles Schwab & Co., Inc. • Acme Scenery
Randall Schiller Productions • United HealthCare • Tibotec Therapeutics • Gloss Magazine

THE RICHMOND/ERMET AIDS FOUNDATION PRESENTS

★ THE BIGGEST HOLIDAY BENEFIT SHOW OF THE SEASON! ★

Help is on the Way for the Holidays IX

★
★
★ **SUNDAY, DECEMBER 2, 7:30PM** ★
★
★
HERBST THEATRE



American Idol Star
LA TOYA LONDON



American Idol Star
ANTHONY FEDOROV



American Idol Star
JUSTIN GUARINI



The Supremes
MARY WILSON



Broadway/TV Star
SALLY STRUTHERS



Broadway Star
DAVID BURNHAM



B'Way/Cabaret Star
SHARON MCNIGHT



Broadway/TV Star
VICKI LEWIS



"Color Purple" Star
JEANNETTE BAYARDELLE



Cabaret Star
SONY HOLLAND



Cabaret/Jazz Star
TIM HOCKENBERRY



Cabaret Star
WESLA WHITFIELD



Broadway/TV Star
CAROLE COOK



TV/Cabaret Star
SHAWN RYAN

★ **AND: Cabaret stars LEANNE BORGHESI, MEG MACKAY & AUDRA MAE**
Bay Area Elite Hip Hop troupe MIND OVER MATTER

★ **Directed by: DAVID GALLIGAN** ★ **Musical Directors: BILL KECK & RICHARD BERENT**
Producers: KEN HENDERSON & JOE SEILER

★ **SHOW ONLY: \$65 & \$45 / SHOW & POST-SHOW DESSERT RECEPTION w/CAST \$100**

★ **Tickets & Info: 415-273-1620 OR www.HelpisontheWay.org** ★

★ **100% of ticket sales go directly to: Meals of Marin and Positive Resource Center** ★

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INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JAN 27 2001

JAN 24 2001
RICHMOND-ERMET FOUNDATION
C/O EMMANUEL SANTOS
447 SUTTER ST STE 534
SAN FRANCISCO, CA 94108

Employer Identification Number:
94-3232222
DLN:
17053006717001
Contact Person:
GLENN W COLLINS ID# 31392
Contact Telephone Number:
(877) 829-5500
Our Letter Dated:
December 1995
Addendum Applies:
Yes

Dear Applicant:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi).

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

You are required to make your annual information return, Form 990 or Form 990-EZ, available for public inspection for three years after the later of the due date of the return or the date the return is filed. You are also required to make available for public inspection your exemption application, any supporting documents, and your exemption letter. Copies of these documents are also required to be provided to any individual upon written or in person request without charge other than reasonable fees for copying and postage. You may fulfill this requirement by placing these documents on the Internet. Penalties may be imposed for failure to comply with these requirements. Additional information is available in Publication 557, Tax-Exempt Status for Your Organization, or you may call our toll free number shown above.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Letter 1050 (DO/CG)

RICHMOND-ERMET FOUNDATION

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



Steven T. Miller
Director, Exempt Organizations

RICHMOND-ERMET FOUNDATION

Your organization has been reclassified under sections 509(a)(1) and 170(b)(1)(A)(vi).