

GMHC

beyond 25...

Gay Men's Health Crisis is a not-for-profit,  
volunteer-supported and community-based organization committed  
to national leadership in the fight against AIDS.

**Our mission is to reduce the spread of HIV disease,  
help people with HIV maintain and improve their health and independence, and  
keep the prevention, treatment and cure of HIV an urgent national and local priority.**

In fulfilling this mission we will remain  
true to our heritage by fighting homophobia and affirming  
the individual dignity of all gay men and lesbians.

ending  
the AIDS  
epidemic.



dedication

“...to appreciate beauty, to find the best in others, to leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social condition; to know that even one life has breathed easier because you have lived—this is to have succeeded.” RALPH WALDO EMERSON

**Joan Tisch** joined the GMHC family as an anonymous volunteer in 1986. Since then, she has been a tireless ambassador, a member of our Board of Directors, an extraordinary benefactor, and a fierce AIDS activist. This year, we were honored when she was named GMHC’s first Lifetime Trustee. Joan and her family have proven time and again that individuals of conscience can have a profound impact on the lives of thousands.

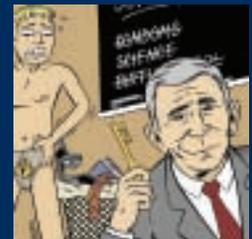
We at GMHC work every day to live up to her inspiration and make her proud. It is to her that we dedicate this 25th anniversary annual report.

# table of contents

dedication	2
a message from the chief executive officer	5
prevent	6
advocate	8
support	10
eradicate	12
a letter from the chair of the board of directors	14
client statistics	15
a letter from the treasurer	16
financial summary	17
corporate & foundation funders	18
special events	20
founders' circle	22
individual donors	23
president's council	
friends for life	
allies	
partners in planning	
star walkers	



prevent p. 6



advocate p. 8



support p.10



eradicate p. 12



**GMHC**

GAY MEN'S HEALTH CRISIS

**HIV AND AIDS**

**ATTENTION NEEDED**

**HERE AND NOW**

## In 2007, GMHC turned 25.

The courage and vision of GMHC's founders forged a revolutionary movement. Their commitment to personal sacrifice and community activism continues to inspire us. Their legacy is as powerful as our adversary. And GMHC's goal remains clear: to eradicate AIDS through prevention, advocacy, and support. Prevent. Advocate. Support. Three simple words that are as complex as the epidemic itself.

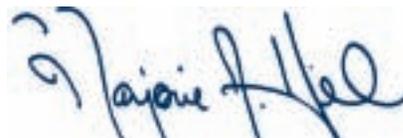
Your generous support and our hard-won experience combined to make 2007 a year of dynamic growth at GMHC:

- We tested more people than ever in our history, bringing HIV testing and counseling to communities throughout the city with our mobile testing van. Our statistics prove that we are reaching individuals at highest risk, and finding the one in four New Yorkers living with HIV who don't know they are infected.
- With our national partners, we spearheaded the call for a national AIDS strategy. We are demanding that all Presidential candidates demonstrate clear leadership by pledging to create a national AIDS plan to end this domestic crisis. We are mobilizing voters across the country to make AIDS a top priority in the 2008 elections.
- We secured a new multi-year grant, tripling our capacity to connect clients to psychiatric and medical care in partnership with New York Presbyterian Hospital's Center for Special Services, on the first floor of our building.

The same passion and urgency that led GMHC to be first in the fight fuels our fierce commitment to eradicate the epidemic. We are fiscally stronger and organizationally better-prepared than ever to bring down new HIV infections, increase access to care and treatment, and reduce the enormous disparities in health care based on race, ethnicity, gender, sexual orientation, and gender identity.

GMHC was created to demand change and speak truth to power. Just visit the GMHC Action Center, our grassroots community mobilization arm. Here people living with AIDS are taking control of their lives and making a difference in the lives of others. They are flooding the halls of Congress, the Statehouse, and City Hall. They are not just standing up for their own lives—they are fighting to end AIDS.

This is what your support makes possible.



**MARJORIE J. HILL, PH.D.**

Chief Executive Officer



a message from  
the chief  
executive officer

# prevent



Check us out at  
**mysexycity**  
[www.mysexycity.com](http://www.mysexycity.com)

## the future generation

HIV is still the number one health risk for gay and bisexual men. And City health officials recently announced a 33% increase in infections among men under 29. GMHC has developed strategies for reaching out to gay and bisexual men in their own communities through the House of Latex Ball, the Healthy Relationships workshops for men with a criminal justice history, and the “Hurricane Tina” campaign against crystal methamphetamine. Our educational campaigns have been distributed at bars, clubs, and bathhouses, appeared in local and national gay media, and posted on blogs and web-based social networking sites. Face-to-face or online, GMHC’s outreach meets men where they are.

In 2007, GMHC reached 161% more at-risk youth under 29 with HIV testing and prevention services. Our innovative crystal meth educational materials have been duplicated, adapted and distributed by other AIDS groups throughout the city and around the country. In 2008 we will create new, cutting-edge campaigns to keep gay and bisexual men focused on HIV prevention and shape the community dialogue on AIDS.

## prevention is about knowing

Twenty-five percent of people in the United States infected with HIV do not know it. That’s well over 250,000 people going about their daily lives unknowingly putting others at risk—and not getting the support they need. Stopping AIDS starts with helping people know their HIV status—and how to deal with it.

In 2007, GMHC’s mobile testing van provided HIV testing and counseling to people in communities all around the city. One out of every ten individuals we tested outside of our building received a positive test result. This alarming percentage reflects GMHC’s expertise and experience in finding the people at highest risk for HIV infection and connecting them to testing, counseling and supportive services. In 2008, we will double the number of HIV tests we provide and further expand our off-site testing and access to medical care.

Ending the AIDS epidemic starts with prevention—showing men and women at highest risk how to prevent HIV infection in the first place. We know what works: condoms and clean needles prevent transmission. We also know that people who are HIV-positive need to know their status, so they can lead healthy lives and avoid transmitting the virus to others. We focus our work on the communities most heavily impacted—women of color and gay men of all races—where the need is most critical and the opportunities to make a difference are the greatest.



## not taking it lying down

AIDS is the leading cause of death among black women aged 25-34. Despite the statistics, too many women think “it won’t happen to me” and do not identify as being at risk. GMHC instituted an aggressive AIDS awareness campaign that took the message to beauty salons, churches, and other places where women of color gather in the communities most affected. Starting with building awareness, the campaign has grown to help women take power in their own lives.

In 2007, GMHC’s women’s campaign focused on Central Brooklyn, where HIV infection rates among women are highest. In 2008, we will double the reach of the campaign, expanding in Brooklyn and reaching out to Harlem and other high-impact neighborhoods.

# This year, GMHC reached 161% more at-risk youth under 29 with HIV testing and prevention services.

## eldersexual

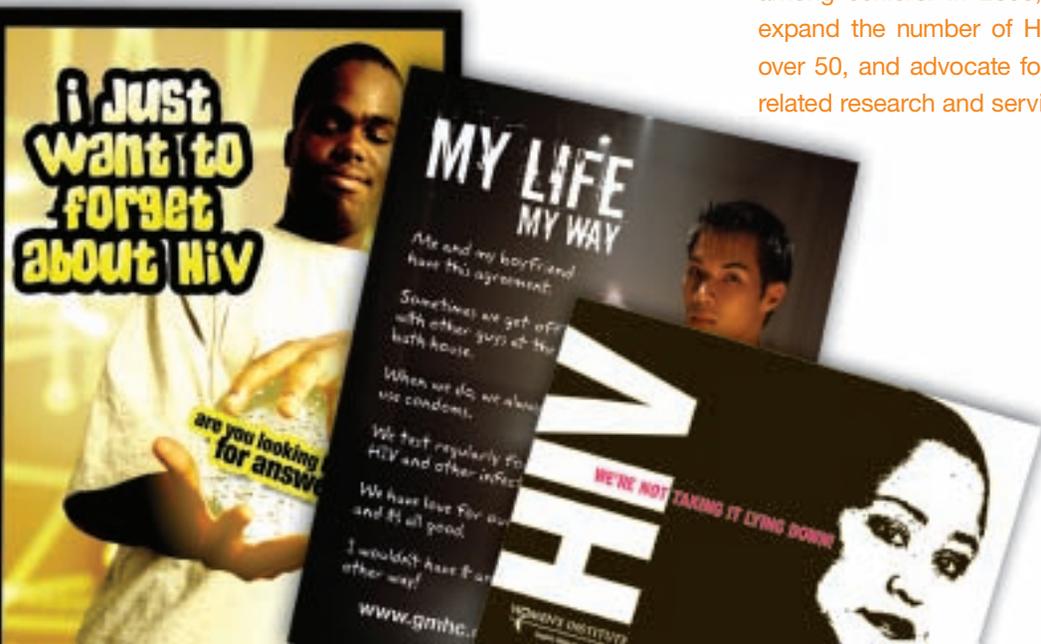
Our society refuses to acknowledge that people over 50 continue to be sexually active and at risk for HIV. At the same time, the number of people over 50 living with HIV continues to grow as people live longer and healthier lives. GMHC partnered with the AIDS Community Research Initiative of America (ACRIA), Services and Advocacy for GLBT Elders (SAGE), and GRIOT (Gay Reunion In Our Time) Circle to launch a new initiative on HIV and aging to encourage testing for men and women over 50, promote safer sex, and combat anti-HIV stigma.

In 2007, we developed GMHC 50+ Life.Long., a program to raise AIDS awareness and offer HIV testing among seniors. In 2008, with our partners, we will expand the number of HIV tests provided to people over 50, and advocate for additional funding for HIV-related research and services specifically for seniors.

## condoms work

Condoms are the single most effective tool for preventing HIV transmission among sexually active men and women. Making male and female condoms available is a necessary component of any HIV prevention strategy—but it is only the start. When one of our outreach workers hands someone a condom, he creates an opportunity to have a conversation about risk and pleasure. At the same time, he decreases some of the stigma around HIV. That’s why we distribute condoms in packets that include information about testing and other services at GMHC.

In 2007, GMHC staff and volunteers handed out tens of thousands of pieces of HIV prevention literature and condoms to gay men and other men who have sex with men. We also distributed thousands of female condoms to protect women from HIV infection. When city health officials introduced the NYC Condom campaign, they called on GMHC to enlist our widespread distribution network. GMHC also served as a statewide distributor for condoms from the state Department of Health. In 2008, we will increase the number of male and female condoms we provide. We will push local leaders for improved condom availability in NYC high schools. We will remind America that condoms work.



# advocate

The U.S. spends a paltry 4% of its domestic AIDS budget on HIV prevention.

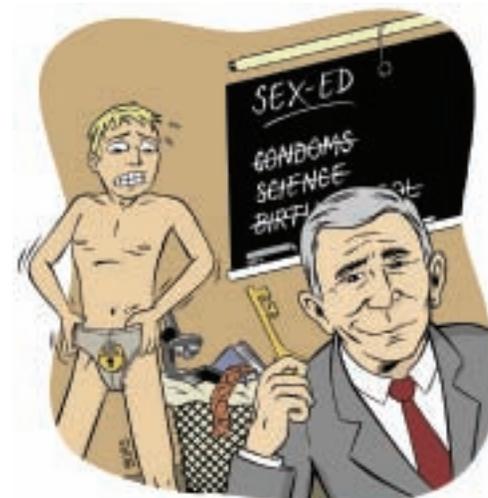


ILLUSTRATION BY MATT BORS

Without sensible public policy based on science and empirical data there is little chance of ending the AIDS epidemic. In 2007, GMHC fiercely lobbied at federal, state and local levels, in each case backing our positions with facts and figures from GMHC's own research. We also strengthened the pathway for clients and volunteers to become more involved in advocacy activities. The visibility and leadership of GMHC clients living with HIV is one of our landmark achievements.

## lift the bar on immigration

Since 1987, under the nefarious leadership of the late U.S. Senator Jesse Helms, the United States has barred HIV-positive noncitizens from entering the country, while denying legal status to HIV-positive noncitizens already here. This discriminatory policy has jeopardized many lives and torn families apart while doing nothing to prevent the spread of AIDS. GMHC has worked with thousands of immigrants, their partners and families directly affected by the bar-winning individual asylum cases while mobilizing advocates and legislators to overturn the ban itself.

In 2007, GMHC strengthened the Coalition to Lift the Bar on HIV-positive travelers and immigrants. In 2008, the Coalition is expected to reach critical mass in terms of both the number of participating organizations and the level of activity. Intense advocacy will be focused on the White House—both its current and future occupants—to overturn this shameful affront to human rights.

## the failure of leadership

Criticism from the likes of Jesse Helms and other legislators whose voting records consistently defy solid scientific evidence on HIV prevention and care highlight the importance of our advocacy. When NYS Assemblymember Nettie Mayerson introduced legislation supporting the incremental expansion of mandatory HIV testing, GMHC was there to organize a swift and immediate response. GMHC mobilized a statewide coalition of health care advocates, women's groups, civil libertarians, and AIDS activists to oppose the bill. Ms. Mayerson, in her attempts to discredit the unwavering support for informed consent, singled out GMHC for a "failing grade," but it was her bill itself that failed the most critical tests of scientific fact and well-established medical protocols.

In 2007, GMHC once again recognized that emotional appeals disguised as HIV prevention jeopardize the fight against AIDS. In 2008, we will continue to confront our legislators and hold them accountable as we push for sensible public policy.

## we are all leaders

The Action Center is the starting point for grassroots community mobilization at GMHC. It is the front line of advocacy for GMHC's fight against AIDS. Every day, clients and volunteers join with policy staff and other community advocates to set the agenda for social change. Here, HIV-positive men and women and their allies strategize about how to speak out on the issues that most directly affect their lives and the lives of other people living with HIV. They serve as examples for all advocates and anyone concerned about AIDS.

In 2007, GMHC Action Center participants traveled to Washington, Albany, and City Hall to speak directly with their elected representatives as constituents and advocates. They provided first-hand testimony on the needs of people living with HIV, and rallied vigorously on the most critical issues facing the HIV/AIDS community, including reauthorization of the Ryan White CARE Act, expanded housing services, and increased HIV prevention funding. In 2008, Action Center clients will triple the number of legislative visits. Building on the legacy of the AIDS movement and the larger struggle for civil rights, the Action Center will be a force for change during this critical election year.



## housing for all

People with HIV who have not been diagnosed with AIDS constitute one of the most vulnerable populations. Few dedicated government services are in place for them, and they are frequently in danger of losing their housing. Research shows that stable housing results in lower HIV transmission rates and better health outcomes. It also saves cities money. GMHC organized clients and advocates to advance the "HASA (HIV/AIDS Services Administration) for All Act" in the City Council. This vital legislation would expand support services—particularly rental assistance—to the 8,000 low-income New Yorkers who are HIV-positive but asymptomatic.

In 2007, GMHC helped lead a vocal and active citywide coalition in support of the "HASA For All" bill. In 2008, we will continue to speak out to protect the vulnerable, even when our message is not popular. In the wealthiest city in the world, GMHC will stand firmly for housing and basic services for people living with HIV.

## just say "no"

"Touching another person's genitals can result in pregnancy"—that's just one example of the false information contained in textbooks used by abstinence-only-until-marriage programs. From the earliest days of the epidemic, there have been powerful forces in government insisting that abstinence followed by monogamous marriage is the only way to prevent HIV infection. The US spends a paltry 4% of its domestic AIDS budget on HIV prevention. An increasing share of these scarce prevention dollars are being wasted on abstinence-only-until-marriage programs that are outdated and discriminatory in their promotion of homophobia and stereotypes based on gender. There is not a shred of evidence that any of these programs work.

In 2007, we organized an aggressive, multi-part campaign, including direct email to Congressional leaders and other key decision-makers, challenging use of taxpayer funds for abstinence-only programs. Our legislators are starting to listen, with abstinence-only restrictions being removed from some foreign aid funding, and New York joining the growing list of states that have rejected abstinence-only dollars. In 2008, we will continue to push for proven science-based HIV prevention funding in Congress and for comprehensive sex education in our schools.

# support

Living with HIV is tough; it shouldn't feel impossible. Many of the men and women who turn to GMHC for help are struggling with basic life issues, such as food, housing and financial stability. Others face legal difficulties with employers and landlords. Still others have co-factors—such as depression and substance use—that make it hard for them to function in daily life. Only by providing support for people living with AIDS to become independent, self-sustained individuals with maximum control of their own destinies will we end the epidemic.

## under one roof

HIV infection and high-risk behavior are directly linked to depression and substance use. Twenty-five years on the ground have shown us that these basic needs must be addressed in order for prevention and treatment to have a lasting impact. GMHC's ability to provide a comprehensive range of services in one location removes many of the barriers that keep traumatized individuals isolated and out of care. Clients who come for a support group can have a nutritious meal and meet with a psychiatrist all in one afternoon.

In 2007, we secured a new multi-year, multi-million-dollar grant to connect clients with on-site psychiatric and medical care, with our partners at the New York Presbyterian Hospital's Center for Special Services, located on the first floor of our building. In 2008, we will evaluate and expand the services provided, with a special focus on psychiatric and substance use programs.

## mortar that holds

It is impossible for people to take proper care of themselves and their families when their living situations are unstable. When some of New York City's most vulnerable, uninsured and undocumented HIV-positive individuals come to GMHC in danger of losing their housing or without housing altogether, our Sustainable Living Fund helps them secure affordable housing. This stability is the ground floor for uninterrupted medical care, treatment adherence and HIV prevention.

In 2007, GMHC secured permanent housing for over 250 people with HIV. In 2008, we will expand these services by doubling the number of clients who will be housed.



75% of GMHC clients have a history of mental health issues, substance use, or homelessness.

## access to treatment

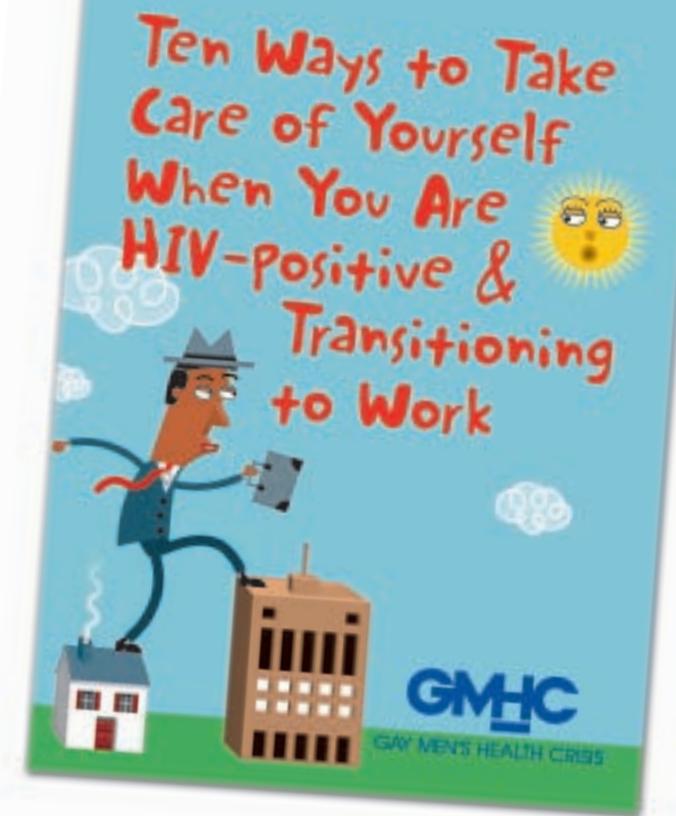
Antiretroviral therapy has transformed the AIDS epidemic and the individual lives of millions of people living with AIDS. Unfortunately, the benefits of the lifesaving drug combinations have largely been limited to those with access to primary care and treatment. In the U.S. alone, nearly half of people with AIDS do not have access to regular, uninterrupted medical care. Many others struggle with drug-related debilitating side effects and other issues that interfere with adherence to sensitive treatment regimens. GMHC's *Treatment Issues* combines regular updates and research from scientific conferences, critical analysis of important clinical trials, and practical information on medications and their side effects to create a primer for AIDS treatment advocacy. People with AIDS and their providers rely on the newsletter to make informed decisions about treatment, care, and public policy.

In 2007, *Treatment Issues* appeared quarterly in issues of *HIV Plus* magazine, reaching hundreds of thousands of additional readers across the country. In 2008, we will increase its audience by securing additional national media distribution, and expand the editorial scope by developing special issues in collaboration with the AIDS Community Research Initiative of America.

## justice for all

A key element of GMHC's legacy and mission is helping people with HIV maintain their independence. Our robust Legal Services program helps clients fight HIV discrimination, protect their housing, stabilize their finances, and keep their families together. GMHC's renowned Immigration Law Project helps men and women who are undocumented access services and petition for asylum without fear of reprisal. GMHC's dedicated staff attorneys oversee a corps of pro bono outside counsel from some of the city's top ten law firms to provide free legal support of the highest caliber.

In 2007, GMHC expanded its litigation and advocacy work to serve even greater numbers of clients. This included providing legal services at eight sites-in the Bronx, Brooklyn, Upper Manhattan, and a special satellite office at the Diversity Center of Queens. In 2008, we will develop new partnerships with community-based organizations throughout the city and increase the number of HIV discrimination cases handled by 60%.



## work is a condom

Cultivating a sense of stability and well-being has been at the heart of GMHC's mission since our founding. HIV+ individuals are able to take better care of themselves and reduce their risk-taking behaviors when they benefit from a steady income and the sense of empowerment that employment can provide. Our Workforce program provides GED training, vocational counseling, specialized skills training, and support to help clients find and retain employment.

In 2007, increased funding for GMHC's Workforce program enabled us to double the number of successful job placements. Nearly 80% of program participants maintained gainful employment, as compared to a citywide rate of just under 60%. In 2008, we will increase the number of clients successfully transitioning to full-time employment by 33%.

# eradicate

## clean needles save lives

Other than condoms, clean needles are the only other technology available for preventing HIV transmission. In New York State, access to clean needles has reduced HIV transmission among injection drug users by 75%. GMHC has built the groundwork for our own on-site Expanded Syringe Access Program, with a psychiatric nurse practitioner to oversee the program. At the same time, we have continued to lobby Congress to lift restrictions on federal funding for needle exchange.

In 2007, GMHC obtained certification to distribute clean syringes. In 2008, we will launch our syringe distribution center, adding this powerful, proven weapon to our vast HIV prevention arsenal.

## wired for success

Technology is an essential weapon in any fight. At GMHC, we have expanded on the success of mysexcity.com, our interactive HIV-prevention website for young gay and bisexual men, to create new opportunities to reach our audience online. GMHC's prevention specialists are regular visitors to sites where young men socialize and meet, engaging them in virtual conversations about risk reduction and safer sex. Much like the AIDS Hotline, GMHC's first program created over 25 years ago, our website and internet outreach allow people to contact the experts at GMHC for the information they need to stay healthy.

In 2007, GMHC's Hotline and website averaged over 100,000 calls, emails, and visits per month, answering questions about all aspects of HIV transmission and AIDS care. In 2008, we will invest in high-speed, state-of-the-art technology in order to maximize our reach around the world.

**HIV** is 100% preventable. We know what it takes to prevent new infections, yet each year more than 4.3 million people around the world are infected with HIV. Now is the time to stop AIDS in its tracks through aggressive on-the-ground activity, proactive public policy, and solid infrastructure of support.



## looking presidential

In order to receive U.S. funding for their own AIDS initiatives, other nations must present a strategy for fighting the disease. But our country has no domestic AIDS plan of its own. Such a plan would bring together many sectors—government, business, community, civil rights organizations, faith-based groups, researchers, and people living with HIV/AIDS. It would identify clear priorities for action, set prevention and treatment targets, and address social factors that increase the likelihood of infection. It would bring us all together to improve prevention and treatment outcomes since we would be relying on evidence, not conjecture.

In 2007, GMHC, together with our national partners, spearheaded the call to action demanding that the next President of the United States demonstrate leadership by creating a “National AIDS Strategy” with measurable outcomes. As of November 2007, more than 700 organizations and individuals around the country have signed on at [www.nationalaidsstrategy.org](http://www.nationalaidsstrategy.org). In 2008, we will galvanize the nation to ensure that the next President leads the nation with a plan to end AIDS.

Every 13 minutes,  
someone in the U.S.  
is infected with HIV.

## finding answers

We know what works to prevent HIV transmission. Our biggest challenge is getting people at highest risk to adopt the safer, healthier behaviors that will reduce new infections. Access to clean needles has had tremendous impact, but risky sexual behavior remains the primary mode of HIV transmission in the U.S. We have identified key priorities to ensure that our clients have access to sustained support, specifically HIV medical care, substance abuse treatment, mental health services, and stable housing.

In 2007, we implemented a system to evaluate reductions in sexual risk-taking behavior and improvements in overall health status. Working with a nationally-recognized evaluation team, we are measuring our impact on a monthly and quarterly basis. In 2008, we will partner with leading scientists at the HIV Center for Clinical and Behavioral Studies at the New York State Psychiatric Institute and Columbia University to research innovative models of HIV prevention that have the greatest impact on the reduction of new infections.

## another epidemic

Men who have sex with men who use crystal methamphetamine are about three times more likely to become HIV-infected through unprotected sex than men who do not use crystal. Crystal meth users often report depression and a desire for connection as strong underlying factors in their use. GMHC’s flagship Substance Use Counseling and Education (SUCE) program helps men make changes in their drug use and sexual behaviors. Our public education campaigns offer support to users while sharing stories of the devastating impact crystal—also known as “tina”—has on individuals and communities.

In 2007, our high-profile “Hurricane Tina” outdoor advertising campaign was viewed over 36 million times. The campaign included phone kiosks in targeted neighborhoods, print ads in gay media, and banners on popular websites where men meet. In 2008, we will build on our efforts, releasing research on the campaign and encouraging others to replicate or create similar campaigns.





a letter from  
the chair  
of the board  
of directors

## I am proud to report that GMHC is fiscally stronger and more focused than ever.

The wisdom and commitment of our individual, corporate, and foundation supporters keeps GMHC uniquely qualified to lead the fight against AIDS. It is my privilege to thank you on behalf of the Board and the entire GMHC family.

The past year was one of tremendous growth and financial stability for the agency. Our Heroes Honors 25th Anniversary Dinner not only raised a great deal of money but served as a poignant reminder of GMHC's central role in the AIDS movement. AIDS Walk New York set new records for grassroots fundraising and community participation. Our work with both youth and people over 50, and with gay men, and with women of color all served as models for innovative HIV prevention, advocacy and care.

Time and again friends tell me they are tired of fighting, that AIDS is too big of a problem, or that they've moved on. I've been in the AIDS and social justice movement much of my adult life and I understand that sense of fatigue. My initial involvement was driven by an overwhelming sense of loss. I was tired of watching too many members of my community die so I decided to be an active participant in the struggle to keep them alive. That's what brought me to GMHC.

This work is as important now as it was 26 years ago. While we have seen medical advances improve the quality of life for so many, we are steadfast in our obligation to provide for those who have not benefited. We must also ensure that the uninfected remain healthy and safe. These goals fuel the dedicated staff and thousands of volunteers who put your support into action every day.

I am indebted to John Colón, my immediate predecessor as chair, for his outstanding leadership and loyalty to GMHC. And I want to add my profound thanks to Joan Tisch, who this year became our first Lifetime Trustee, reaffirming her extraordinary 21-year commitment to GMHC and the fight against AIDS.

Ending this epidemic will indeed take the personal investment of every one of us. GMHC is where I answer this call. For I know that our mission—forged in the midst of a plague that still threatens to overwhelm us—has at its core the way out: prevention, advocacy, and support. As a witness to the change that GMHC brings to people's lives, I know that anything is possible.

A handwritten signature in blue ink that reads "Odell Mays II". The signature is fluid and cursive.

**ODELL MAYS II**

Chair, GMHC Board of Directors

# GMHC Board of Directors



Guest Toastmaster and Broadway legend Elaine Stritch with Lifetime Trustee Joan Tisch and former Board Member Phil Donahue at Toast at Twilight XVII, GMHC's annual tribute to donors and friends.

## July 2007-June 2008

Odell Mays II, Chair  
Jordan Roth, Vice Chair  
José M. Román, Treasurer  
Andrea L. Boone, Secretary  
Steven Cutting  
Richard F. Ferrari  
Maureen A. Hayes  
Peter B. Lichtenthal  
Jo Christine Miles, Esq.  
Matthew L. Moore, Esq.  
Elizabeth O'Keefe  
Jack Stern, MD, PhD  
Robert M. Wallach  
Alyssa J. Zeller

Joan H. Tisch, Lifetime Trustee

## July 2006-June 2007

John E. Colón, Chair  
Dee Livingston, Vice Chair  
Jordan Roth, Vice Chair  
Odell Mays II, Treasurer  
Barbara Levy Simon, Secretary  
Ellen Baer  
Andrea L. Boone  
Steven Cutting  
Richard F. Ferrari  
Maureen A. Hayes  
Hal Moskowitz  
Joe Steele  
Robert M. Wallach

# client statistics

## Gender

Male 76%  
Female 23%  
Transgender 1%

## Race/Ethnicity

Black 35%  
White 31%  
Latino 31%  
Asian/Pacific Islander 2%  
Undisclosed 1%

## Sexual Orientation

Gay/Lesbian 56%  
Bisexual 8%  
Heterosexual 28%  
Undisclosed 8%

## Age

29 and under 17%  
30-39 22%  
40-49 35%  
50 and over 26%

## Residence

Bronx 17%  
Brooklyn 19%  
Manhattan 46%  
Queens 11%  
Staten Island 1%  
Outside NYC 6%



## Dear GMHC Supporter:

As the newly elected GMHC Board Treasurer I am particularly happy to report the first-rate financial results of a very exciting year at the organization. Audited results for 2007 reflect an increase in total net assets of \$1.9 million, and a newly created board designated fund of \$1.6 million for future facility needs.

GMHC's positive financial picture is the result of a 23 percent increase in funding from private contributions, and a 16 percent increase from government contracts and grants, as well as sound financial administration and excellent organizational management.

Moreover, under the leadership of GMHC's new Chief Financial Officer, Anthony Fullington, the finance department has undertaken numerous steps to significantly improve and strengthen its infrastructure, especially in its use and integration of data management systems.

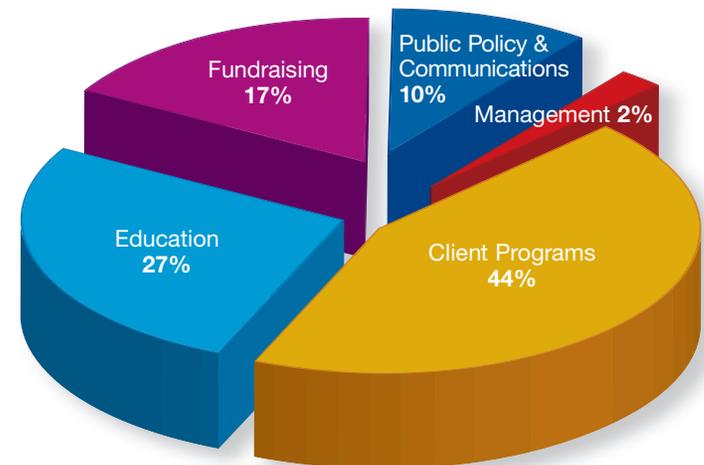
My fellow board members join me in thanking you for your continued contribution to GMHC's leadership role in the fight to eradicate HIV/AIDS and for social justice.

**JOSÉ M. ROMÁN**  
Treasurer, GMHC Board of Directors

a letter from  
the treasurer

where the money goes:

At GMHC,  
81¢ of every dollar  
is used to direct  
services and programs.



Condensed consolidated statement of financial position at June 30, 2007 and 2006 as follows:

<b>assets</b>	<b>2007</b>	<b>2006</b>
Cash and investments	6,733,667	5,424,392
Government grants receivable	4,364,463	3,150,330
Pledges receivable	784,079	1,290,418
Property and equipment	6,007,697	5,633,844
Other assets	1,623,575	2,012,510
<b>Total assets</b>	<b>19,513,481</b>	<b>17,511,494</b>

<b>liabilities and net assets</b>		
Government contract and advances	1,058,787	1,160,185
Other liabilities	2,403,875	2,199,730
Total liabilities	3,462,662	3,359,915
Net assets	16,050,819	14,151,579
<b>Total liabilities and net assets</b>	<b>19,513,481</b>	<b>17,511,494</b>

Condensed statement of activities and changes in net assets:

<b>support and revenue</b>	<b>2007</b>	<b>2006</b>
Contributions	7,314,808	5,937,829
Special events	6,167,924	7,329,301
Government contracts	13,280,228	11,448,538
Contributed services and in-kind support	1,912,079	1,158,339
Other revenue	1,526,568	1,767,974
<b>Total support and revenue</b>	<b>30,201,607</b>	<b>27,641,981</b>

<b>expenses</b>		
Program services	22,745,938	22,771,226
Supporting services	635,604	596,909
Fund raising	4,920,825	4,159,178
<b>Total expenses</b>	<b>28,302,367</b>	<b>27,527,313</b>

Change in net assets	1,899,240*	114,668
Net assets, beginning of year	14,151,579	14,036,911
<b>Net assets, end of year</b>	<b>16,050,819</b>	<b>14,151,579</b>

\* Extraordinary operating result is primarily due to receipt of a major capital equipment grant from the City of New York.

The consolidated statement of financial position of Gay Men's Health Crisis, Inc. and affiliates as of June 30, 2007 and 2006 and related consolidated statements of activities and changes in net assets, and of cash flows for the years then ended were audited by Mitchell and Titus, LLP. The condensed consolidated financial statements have been derived from the consolidated audited financial statements. Copies of the audit reports and the complete consolidated financial statements are available upon request to Anthony Fullington, Chief Financial Officer at 119 West 24th Street, New York, NY 10011.

# financial summary

thank  
you

## corporate & foundation

GMHC remains ever-grateful to our devoted family of institutional donors who join us in the Fight Against AIDS. Through the provision of general support funding, educational grants, and sponsorships, corporations and foundations continue to generously provide the agency with the critical resources necessary to enhance our essential life-sustaining services each year. The following corporations and foundations have contributed gifts ranging from \$5,000 to more than \$100,000:

### \$100,000 +



### \$50,000 to \$99,999



### \$25,000 to \$49,999



GMHC gratefully acknowledges the generosity of individuals, foundations, and corporations who have supported the agency during fiscal year 2007 (July 1, 2006 through June 30, 2007).

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**\$5,000 to \$9,999**

Abbott Laboratories Fund American Foundation for AIDS Research Ameriprise Bear, Stearns & Co., Inc. Bennack-Polan Foundation BP America, Inc. Brinker International Changing Our World	Citi Foundation Citibank Credit Suisse First Boston Corporation David Bohnett Foundation Duane Reade Elton John AIDS Foundation Goodhart National Gorman Agency	Grey Global Group Harrison and Star, Inc. IBM Corporation James J. McInerney & Gary R. Fafard Foundation Jules Podell Foundation Inc. Kenneth Cole Productions Kramer Levin Naftalis & Frankel, LLP	LaPlaca Cohen Advertising, Inc. Laurie Kyden Foundation Lehman Brothers Inc. Lord and Taylor Lycee Francais de New York Marchon Eyewear, Inc. Marriott International, Inc. Metropolitan Life Foundation Microsoft Corporation	Mitchell & Titus Mitchell Gold + Bob Williams Moody's Foundation New York Community Bank Open Society Institute Prudential Douglas Elliman Reuters America LLC Ritchie Tye Consulting, Inc. Saks Fifth Avenue	Soros Fund Charitable Foundation Sotheby's J.P. Morgan Chase Foundation Neiman Marcus Group Paul Rapoport Foundation TJX Foundation, Inc. Town Sports International — New York Sports Club Until There's A Cure
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**Matching Gifts**

GMHC would like to acknowledge and thank the following organizations who encourage and reward the kind-hearted philanthropy of their employees. The following organizations matched the value of their employees' gifts over the past year:

A&E Television Networks  
Ace INA Foundation  
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Western Union Foundation  
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XL Global Services, Inc.  
Ziff Brothers Investments  
Zurich American Insurance Company

**Employee-Designated Campaigns**

GMHC would like to acknowledge and thank the following organizations who allow employees to contribute a specific, self-determined amount to GMHC directly through payroll deduction:

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American Express Foundation  
American Giving Charitable Fund  
American International Group (AIG)  
America's Charities  
Assurant Foundation

The AT&T Foundation  
Bank of America United Way Campaign  
Becton Dickinson  
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Giving  
United Way of the Capital Area  
United Way of Tri-County  
United Way of Tri-State  
Verizon  
Washington Mutual  
Wellpoint Foundation  
World Reach, Inc.

## events

GMHC Events are unique and exciting opportunities for donors, corporate and foundation sponsors, celebrities, and the general public to participate in a variety of special activities in support of the fight against AIDS. Annual events such as AIDS Walk New York, Toast at Twilight, and Savor—GMHC's newest event, scheduled for March 2008—bring together new and old friends to raise visibility, mark important occasions, and be entertained while supporting GMHC's work.

For additional information on upcoming events, or to see additional photos from previous events, please visit [www.gmhc.org](http://www.gmhc.org)

## GMHC house tours: sag harbor



In fall 2006, under the leadership of board member Richard Ferrari, we launched our new GMHC House Tours series

with a foray into Sag Harbor. Each year, we will visit different enclaves on the East End of Long Island, by touring some of the most beautiful homes the area has to offer. This year's guests were greeted with perfect weather along the tour, with everyone gathering at B. Smith's waterside restaurant for a wonderful afternoon of good conversation, good food, and good friends.



CEO Marjorie Hill chats with Board member Peter Lichtenthal and his partner Perry Eisman.

## see it first with GMHC: a chorus line

Created by board member Jordan Roth, See it First with GMHC is an ongoing theater series that brings Broadway stars and audiences together in support of GMHC.

**\$10,000 +**  
Anita Jaffe  
Delta

**\$5,000 to \$9,999**  
Robert and Michelle Wallach

**\$2,500 to \$4,999**  
Bloomberg L.P.  
Bloomingdale's Fund  
The May and Samuel Rudin Family Foundation  
The Westin New York at Times Square



Dr. Hill and Board Member Steven Cutting, with A Chorus Line's original cast member Donna McKechnie and musical director Donald Pippin, and Aisha Cutting.



Longtime President's Council members Sam and Judy Peabody arrive at the show.

# GMHC heroes honors 25th anniversary dinner

Nearly 1,000 friends and supporters of the agency raised almost \$900,000 at the GMHC Heroes Honors 25th Anniversary Dinner, commemorating the dual anniversaries of GMHC and the AIDS epidemic. The March 12th event brought together activists, donors, board members, celebrities, elected officials, and community partners from every era of the AIDS movement to mark this important milestone and to demand attention to AIDS here and now.

From the start, the evening proved to be a memorable night for all in attendance. Hundreds of names, submitted in advance by guests, scrolled on special panels throughout the evening—a visual testament to the many “heroes” lost to the epidemic as well as to the living warriors in the fight against AIDS. Senator Hillary Clinton welcomed guests at the cocktail reception, expressing her solidarity and vowing to stand by GMHC in the fight to end AIDS.

The dinner program began with Cyndi Lauper singing an acoustic version of “True Colors,” setting the stage for the many heroes to be honored throughout the evening. The event honored two corporate heroes, Viacom and Davis Polk & Wardwell; lifetime achievement recipients Craig R. Miller and Mathilde Krim, Ph.D.; and community heroes Michael Kors, Mitchell Gold and Bob Williams, and Rev. Dr. Calvin O. Butts, III. On hand to present awards were NYC Council Speaker Christine Quinn, Stan Herman, and Rosie O’Donnell.

Among the many highlights was the presentation of a short documentary created specifically for the event by Baratara Productions. The film featured interviews with GMHC founders Larry Kramer, Dr. Larry Mass, and first Executive Director Rodger McFarlane, as well as current and former staff, volunteers, clients, and leaders in the AIDS movement. It told the story of GMHC by reflecting on the devastation of the AIDS epidemic and the community mobilization that created and sustains GMHC to this day.



Senator Hillary Clinton welcomes the evening's guests.



CEO Marjorie Hill, COO Robert Bank, GMHC founder Larry Kramer with lifetime achievement honoree and amfAR founder Dr. Mathilde Krim.

## Silver Sponsors

Bristol-Meyers Squibb  
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Stonewall Community Foundation  
Tibotec Therapeutics  
Henry van Ameringen  
Hall F. Willkie and Tom Craveiro  
Richard Winger and Michael Lucas  
Alyssa Zeller

thank  
you

In this reflective and poignant 25th year of AIDS and our own 25th anniversary, we were enormously gratified and humbled to discover that **1,744 current donors have been giving to GMHC for 20 years or more.**

This is a remarkable statistic, one that demonstrates the power and longevity of GMHC's family of supporters as well as the strength of our collective commitment to a world without AIDS.

## the founders' circle

We wish also to acknowledge a group of philanthropic leaders who have dedicated extraordinary resources to GMHC throughout our history, which we are proud to do through the establishment of **The Founders' Circle**. This group of uncommon people united in common cause is indeed the lifeblood of GMHC. We salute their exceptional gifts made over time that have sustained us and that continue to inspire our resolve.

### \$1 Million +

Anonymous  
Ambulatory Society of  
The New York Hospital  
Altria Group  
Phil Donahue and  
Marlo Thomas  
David Geffen  
M•A•C AIDS Fund  
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### \$100,000 to \$499,999

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AIDS  
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 Robert G. Zack

## the president's council

Members of the President's Council demonstrate an extraordinary commitment and willingness to dedicate personal resources to lead the way to real and lasting change. The following individuals and family foundations help GMHC to fulfill its mission of improving lives by mobilizing the caring power of our community. Their gifts give hope and help keep GMHC on the vanguard of HIV prevention, treatment, and activism. GMHC salutes their vision, leadership and dedication.

### Honorary Chairs

Phil Donahue  
 Eric Rudin  
 Joan Tisch

**\$100,000 +**  
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**\$75,000 +**  
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**\$50,000 +**  
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**\$25,000 +**  
 Joseph Arena and  
 Dr. Thomas D'Eletto

### Eric Paul Coyne and Rodney Alan Giles

Phil Donahue and  
 Marlo Thomas  
 Jody Falco and  
 Jeffrey Steinman  
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**Adrian Weinberg**  
**Nina and Gary Wexler**

Dr. Mathilde Krim, Joan Tisch, Sen. Hillary Clinton, Anita Jaffe, and Cyndi Lauper at the Heroes Honors dinner.



# friends for life

**Planned Gifts** are “win-win” arrangements that can satisfy your estate planning objectives, reduce your tax liabilities, and support high-quality health and human services, well into the future. A planned gift differs from an outright gift in several ways:

- A planned gift usually consists of an asset other than cash.
- The asset may be conveyed either immediately or at a future time.
- Many types of planned gifts entitle you to immediate or future tax benefits.
- A planned gift often requires a legal instrument and the services of a professional.

*continued on page 26*

The Friends for Life Annual Fund consists of individuals and family foundations that have made unrestricted gifts of \$1,000 to \$24,999 to support the work and further the mission of GMHC. Our gratitude to all who have renewed or increased gifts this year, and a warm welcome to all our new Friends for Life. Your collective support makes it possible for us to provide comprehensive programs and services. Names that appear in bold indicate Friends for Life **Best Friends**, donors who have increased their gifts by 25% or more.

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Phyllis Mailman  
Elise Bretton Miller  
Drs. Martin Nash and Jack Hennigan  
Leslie Fay Pomerantz  
Carolyn and Stephen Reidy  
Peter Speliopoulos and Robert Turner  
**Jack and Ian Archer Watters**  
In memory of Jordi Lyons and Jim Gibb  
Jan K. Weil  
Robert G. Zack  
Judy E. Zankel

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Joanne Woodward and Paul Newman

## Member / \$2,500 to \$4,999

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Former GMHC Board member and longtime donor Stan Herman and Dr. Hill with 25th anniversary dinner honoree Michael Kors.

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Some examples include:

**A Charitable Remainder Trust**

is a highly tax-advantaged estate-planning tool that provides income while lowering your taxes, reduces your taxable estate and enables you to ultimately donate assets to a designated charity such as GMHC.

**A Bequest** through your will can reduce various estate tax liabilities. You may also name GMHC as a beneficiary of a retirement plan, insurance policy or financial account. After your lifetime, the asset will transfer to the GMHC without going through probate and your estate will be entitled to a charitable deduction for the amount of the gift.

*continued on page 28*

Charles B. Short and  
Chet Krayewski  
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GMHC Allies is a giving program that was launched in 2005 with 19 donors, and today we recognize and thank 329 donors who made gifts in the 2007 fiscal year. It is through their support that GMHC continues to grow to meet the ever-growing needs of our clients and community. Thank you for your continued and increased support.

**Allies / \$500 to \$999**

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 David Berchenbriter

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GMHC President's Council Co-Chair Phil Donahue and Marlo Thomas at the Heroes Honors dinner with Rosie O'Donnell, one of the evening's presenters.



## monthly benefactors

GMHC's Benefactors provide a consistent flow of income on a monthly basis. With more than 1,500 donors in this group—who come from all over the country, many of whom have been with GMHC since the beginning—a predictable flow of income is generated, allowing us to provide uninterrupted, essential services to our clients. We thank you for your steadfast commitment.

## partners in planning

Partners in Planning is a recognition society honoring individuals who have established a legacy gift for GMHC in their wills and estate plans. We are grateful to the members below for including GMHC in their long-term financial planning.

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## star walkers

Star Walkers are a major part of the continuing success of AIDS Walk New York. We thank them and applaud their outstanding efforts and achievements. The following walkers each raised \$1,200 or more, and together raised an extraordinary \$2.5 million.

**\$50,000 +**  
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**\$20,000 to \$50,000**  
Inez Flicker

Francine Goldstein  
Sam Gonzalez  
Anthony Shepherd  
Kim Tabet  
Tim Tareco

**\$10,000 to \$20,000**

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Bill Hoffman  
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Shanahan-  
Champagne

**\$5,000 to \$10,000**

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Susan Berkley  
Cristo Brown  
Todd Buchanan  
Gary Cowling  
Mike Curran  
Craig DeThomas

Laura Elkins  
Hillary Exter  
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Robin Flicker  
Serena Gallagher  
Donna Gins  
Craig Giunta  
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Holly Hutchesson  
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Nelson  
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Michael Pennock  
Katy Portwood  
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Ashby Steed  
Ian Sterling  
Janice Sullivan  
Lawrence Sullivan  
Rebecca Tunick  
Giovanni  
Vitacolonna  
Janet Weinberg

*continued on page 30*

Justin Wray  
Anthony Zelig

**\$1,200 to \$5,000**

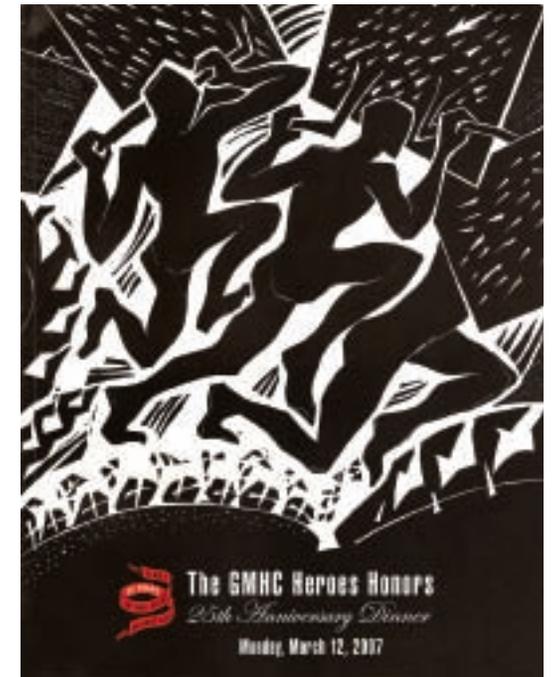
Barry Abrams  
Nicholas Acquafredda  
Joanna Adler  
Jesus Aguais  
Denise Alexander  
Noel Alicea  
Marc Allen  
Torrence Allen  
Allison Allen  
Kenny Alston  
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Sileni Fabian  
Margee Fagelson  
Helen Falk  
Jaime Fallon



Noted artist Raymond Verdagner, whose work regularly appears in the *New York Times* and other publications, provided his striking illustrations for the Heroes Honors tribute journal.

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Roger Feffer  
Illana Feiglin  
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Michele Ferraro  
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David Fortanbary  
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Eartha Franklin  
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Elizabeth Fraser  
Philene Frazar

**Gifts of Retirement Plan Assets.** IRAs, 401Ks, 403(b)s and other retirement plans can name GMHC as a beneficiary. Including GMHC as a beneficiary enables you to avoid substantial income taxes that would have been due if a retirement plan were left to non-spousal heirs. It is strongly advised that you name GMHC as a beneficiary of a retirement plan through your designation form and not through your will, which may jeopardize tax benefits.

*continued on page 32*



Whoopi Goldberg, Alan Cumming, Cyndi Lauper, Dr. Marjorie Hill, T.R. Knight and Robert Bank at the Opening Ceremony of the 22nd Annual AIDS Walk New York in Central Park.

Arthur Freeman  
Karen Freer  
Beth Friedland  
Andrew Frohn  
Katherine Fry  
Family Fryer  
Nichey Fuller  
Ben Furr  
Natalie Fursetzer  
Philip Fusciello  
Gayle Gaddis  
Ruben Gaitan  
Michael Gallin  
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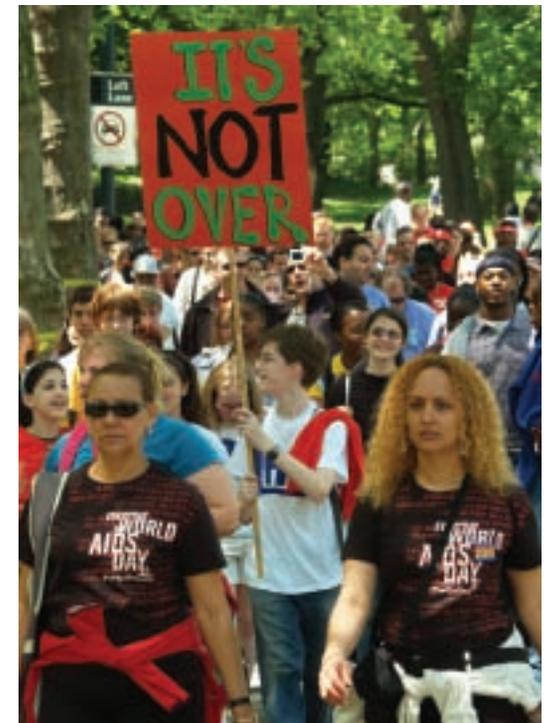
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We strongly encourage you to consult your own legal, financial, and personal advisors before making any decisions regarding estate planning. **GMHC**



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