

Tanqueray's Northeast AIDS Ride[®] Pledge Form

Please Print YOUR Name

Mr. Mrs. Ms.

1. _____
Last Name First Name M.I.

Last Name or Business Name (for business donations only) First Name M.I.

Mailing Address Suite/Apt. No.

City State Zip

(_____) _____
Phone (Mandatory for credit card payments) email address

2. Participant You are Sponsoring:

Bob Wu 3234
Rider/Crew Name Rider/Crew No.
(please include name & number on all your checks)

3. Your Commitment:

- Honorary Rider \$1000
 Paid in Full
 10 monthly payments of \$100
- Heroism \$750
 Paid in Full
 10 monthly payments of \$75
- Inspiration \$500
 Paid in Full
 10 monthly payments of \$50

- Commitment \$250
 Paid in Full
 5 monthly payments of \$50
 10 monthly payments of \$25

- Spirit \$150
 Paid in Full
 6 monthly payments of \$25

- Other Amount
 Single Payment in Full (amount \$ _____)
 _____ monthly payments of \$ _____

totaling \$ _____
 (The monthly payment option may only be used for pledges totalling \$100 or more. Monthly payments must be \$25 or higher and cannot extend beyond 10 months.)

4. 3 Easy Payment Options

Based on the selection I made in Section 3, I would like to pay my pledge via:
 (Please choose one form of payment. Credit card or voided checks are the only acceptable forms of payment for monthly pledge installments.)

- By Personal Check — Single Payment in Full
 If you are making a full single payment, please make checks payable to Tanqueray's Northeast AIDS Ride.
 (please include rider/crew name and number on all checks)
- By Checking Account Automatic Monthly Debiting
 If you wish to have your pledge debited automatically each month from your checking account, please read the following very carefully, and complete and sign. Please attach a VOIDED blank check to this form (please, no deposit slips). NOTE: You may only use this option if your monthly payment will be \$25 or more, and your total donation will be \$100 or more.

IMPORTANT: Your monthly statement(s) will read Tanqueray's Northeast AIDS Ride.
 Please read and complete the following.
 I (we) hereby authorize Fenway Community Health, Callen-Lorde Community Health Center and the Lesbian & Gay Community Services Center to initiate debit entries and to initiate, if necessary, credit entries and adjustments for any debit entries in error to my (our) account, upon processing of the form by the pledge office. This authority is to remain in full force and effect until my pledge is fulfilled or until revoked by me (us) in writing. Payments commence immediately upon processing of this form by the Pledge Office. Pledges are tax deductible to the fullest extent of the law.

Signature Date

- By Credit Card (for single payment or monthly payments)
 Choose One: Visa MasterCard American Express

Account Number Exp. Date Signature

IMPORTANT: Your monthly statement(s) will read Tanqueray's Northeast AIDS Ride. Please read and complete the following. Payments commence immediately upon processing of this form by the Pledge Office. Pledges are tax deductible to the fullest extent of the law. Pledges are non-refundable. I have read and understand the above

Signature Date

Thank You!
 Please fill this form out completely and legibly to prevent processing delays. Sorry, we cannot accept cash pledges.
 Pledges are tax deductible to the fullest extent allowed by law.
 You will receive a letter of acknowledgement for tax purposes.

Pledges are actual sponsorships, not promised sponsorships to Fenway Community Health, Callen-Lorde Community Health Center and the Lesbian & Gay Community Services Center. Pledges are non-refundable.

Matching Gifts
 Many companies provide their employees with matching gift/pledges. Check with your employer on its specific guidelines.

Please mail this form with pledges to:
 Tanqueray's Northeast AIDS Ride
 c/o La Salle Bank
 135 S. La Salle
 Dept. 7550
 Chicago, IL 60674-7550

All pledges benefit Fenway Community Health, Callen-Lorde Community Health Center and the Lesbian & Gay Community Services Center.

The AIDS Rides[®] make no guarantee about what percentage of donations will remain for AIDS services. This depends entirely on how many individuals ride, and on how much money they raise. The more raised, the greater the percentage that will remain for services.

Tanqueray's Northeast AIDS Ride[®]

BENEFITING

CALLEN LORDE COMMUNITY HEALTH CENTER
 Lesbian & Gay Community Services Center

Fenway

Also sponsored by:



An Important Note to Donors

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How much money has gone back to AIDS services?*

Nearly \$70 million from all Rides—a record. The AIDS Rides have delivered more money more quickly back to AIDS charities than any single known AIDS fundraising event operation in history. And this is what AIDS charities need. Money. As quickly as they can get it. Since the first Ride in California in 1994, 40 campaigns have been completed. Nationally, over \$127 million has been raised, and, on average, approximately 55% of every donor dollar or a total of nearly \$70 million has gone back to AIDS services. Please note that the specific percentage for your city may be different—please call your local Ride Office for further information.

Where does the rest of the money go?

About 28% of every dollar goes into administrative expenses (a good portion of which help promote AIDS awareness) and approximately another 17% goes toward rider

safety and support — meals, showers, safety signage, tents, and everything it takes to move your friends and loved ones, and thousands of other people, safely from town to town each day. Safety is priority one with the AIDS Ride.

What is the standard for return on donations?

Different organizations say different things, and it always depends on the nature of the fundraising appeal. Standards are different for a special event like the AIDS Ride than they are for a solicitation you might get in the mail. As a person who gives to charity, you should do all you can to understand the complexities of charitable fundraising. One of the leading professional fundraising trade organizations, the National Society of Fundraising Executives, states that a minimum of 50% of every dollar from events should go back to charity. The AIDS Ride's historic average of 55% falls well above that guideline.

The AIDS Ride is extremely different from most fundraising events. In addition to fundraising, it is an awareness-raising and empowering event. For many people, the Ride is a life-changing experience. Providing the setting for that kind of experience requires very complicated logistics and mobilization operations. The AIDS Ride is truly a new

model in a class by itself. This makes it even more remarkable that the Rides DO fall within the accepted cost standards for other, less complicated events.

Do the organizers try to get things donated?

Constantly. We have full-time staff working on nothing but bringing in corporate donations to help defray costs. Companies like Tanqueray, who donate nearly \$1 million annually in cash to defray costs, continue to come on board to help us send even more dollars back to AIDS services.

An important note...

The AIDS Ride has many intangible benefits you can be proud of — like the advertising that helps increase awareness about AIDS; like the way the Ride gives hope to HIV positive riders; like the way the AIDS Riders get people talking about AIDS as they go out and seek donations; like the children that line the streets to cheer on the riders and get a first-hand experience of heroism; or like the way the Ride teaches people that we can work together to solve our problems. These are the things that make the Ride so remarkably magical. These are important reasons to give as well. And these are things you can count on the AIDS Ride delivering.



Pallotta TeamWorks | **Impossible dreams.**

*Figures as of May, 2000

BACK IN 1994, WHEN WE FIRST SAID, "YES!" TO PRESENTING THAT INAUGURAL AIDS RIDE IN CALIFORNIA, WE NEVER IMAGINED WHAT WE WERE GETTING OURSELVES INTO. WHAT IT WOULD COME TO. THAT WE'D BE HERE SEVEN YEARS LATER REFLECTING BACK ON THE SMILING FACES OF 44,000 RIDERS MAKING THEIR WAY ALONG THE FINAL STRETCH OF THEIR VICTORY RIDES. THAT WE'D BE A PART OF SOMETHING THAT SENT OVER \$70 MILLION TO HIV/AIDS SERVICE ORGANIZATIONS NATIONWIDE. THAT WE'D TOUCH SO MANY LIVES.

AND AS WE BEGIN THE SERIES OF 2001 RIDES, ALL OF US AT TANQUERAY WANT YOU TO KNOW THAT YOU TOUCH OUR LIVES, TOO. THAT YOU REMIND US OF WHAT IT MEANS TO BE ALIVE. AND TO LIVE—TO REALLY LIVE. IF YOU'RE ONE OF THOSE 44,000 PEOPLE WHO'VE SHOWN US WHAT BEING HUMAN IS ALL ABOUT, THANK YOU. YOUR SPIRIT GOES ON.

IF YOU'RE RIDING THIS YEAR IN ONE OF TANQUERAY'S AIDS RIDES USA, PLEASE REMEMBER TO RIDE SAFELY. AND REMEMBER THAT WHAT YOU'RE DOING IS MAKING LIFE WORTH LIVING FOR THOUSANDS OF AMERICANS.

THE HOUSE OF TANQUERAY®