

FOIA MARKER

**This is not a textual record. This is used as an
administrative marker by the William J. Clinton
Presidential Library Staff.**

Collection/Record Group: Clinton Presidential Records

Subgroup/Office of Origin: National AIDS Policy Office

Series/Staff Member:

Subseries:

OA/ID Number: 21068

FolderID:

Folder Title:

Pearlstein, Alan

Stack:

S

Row:

67

Section:

1

Shelf:

3

Position:

2

Paul Followed-up;

Checked w/ Tim

FACSIMILE TRANSMISSION SHEET

Babbitt - Tim
responded adequately
no further contact
needed

Date

August 30, 2000

To

Dr Paul Carter

FAX#

202 456 2438

From

Dr Al Praluta

Message:

Paul — My 8 year old Morgan,
thought you were "cool". When I told him
where you work, he was amazed! I will
call you tomorrow after you have looked this over.

This transmission consists of 6 pages, including this cover sheet. If you do not receive all of
the pages, or if they are not legible, please call me at (301) 299-4190.

Randy
Al

RESOURCES FOR WEST AFRICAN HEALTH, INC.

**3 Pooks Hill Road #418
Bethesda, Maryland 20814
Tel: 301-299-4190
Fax: 301-299-0061
E-mail: pearlsante@yahoo.com**

EXECUTIVE SUMMARY

Resources for West African Health, Inc. is a for profit corporation chartered under Maryland statute as an organization devoted to international health care. It is a stock company.

Under the leadership of Alan Pearlstein, President/CEO, Resources for West African Health, Inc. (RWAH) will initiate a program of pharmaceutical treatment for HIV/AIDS patients in Ghana. The company will acquire HIV/AIDS drugs at reduced costs from suppliers. This medication will then be shipped directly to selected local physicians who have been previously trained in the clinical management of HIV/AIDS. They will, in turn, provide the medication to patients. Participating doctors will collect the discounted drug fees and will also generate clinical data. Distribution will be handled through major international air-freight companies.

By drawing upon Dr. Pearlstein's health industry contacts in both Ghana and the United States, profitability will be maximized and risks minimized in establishing this program. Efficiency and effectiveness will be enhanced by a lean organizational structure. Operating costs of \$50,000 per month will generate revenues of \$75,000 per month over the first year. RWAH anticipates profitability in the first year of 50%. Success in year one will provide the foundation for future growth. This enterprise is envisioned as a model for establishing self-sufficiency in management of the West African HIV/AIDS epidemic.

Organizational Objectives

- * To establish a one year HIV/AIDS treatment program in Accra, Ghana to promote the quality of life for 1,000 children and adults affected with the disease.
- * To acquire and deliver HIV/AIDS drugs to Ghana.
- * To partner with the Ghana's AIDS/STD Control Programme to identify selected physicians who will attend a training workshop designed to certify them for participation in the treatment of HIV/AIDS patients.
- * To educate patients and their families so that they receive an accurate understanding of the HIV/AIDS treatment that they are undergoing.
- * To continue and expand this HIV/AIDS treatment program after its initial twelve-months so that it can benefit patients in other locations in Ghana that have a relatively high incidence of HIV/AIDS.
- * To lead an effort to build and maintain a permanent program of treatment for children and adults with HIV/AIDS in Ghana.
- * To expand the success of this program to other West African countries so that as many patients as possible can participate in the treatment regimen.
- * To serve as a focal point for HIV/AIDS research and education in sub-Saharan Africa.

Organizational Structure

The President/Chief Executive Officer and his staff will administer the corporation. Staff responsibilities are described below. Consultants will be utilized for special needs to keep costs to a minimum.

<u>Position</u>	<u>Functions/Responsibilities</u>
Board of Directors	General oversight of activities
Advisory Groups	Community Pharmaceutical Industry Laboratory Medical
President/CEO	Fundraising Negotiation Liaison
Executive Director	General Administration Quality Management
Physician Partners country	Receive and distribute drugs in Follow treatment protocol Report patient data
Consultants	Legal Accounting Technical Public Relations

Monthly Operations and Turnover

Personnel and Office

President/CEO	\$8,000
Executive Director	\$4,000
Travel	\$1,500
Consultant Costs	\$1,250
Board of Directors/ Advisory Groups	\$1,000
Office	\$1,000
Furniture	\$ 650
Computer	\$ 350
Telephone	\$ 325
Mail	\$ 250
Supplies	\$ 175

Drug Acquisition and Transfer

Purchasing	\$25,000
Warehousing, Packing, and Shipping	\$ 3,500
In Country Distribution	\$ 3,000
Total Expenses	\$50,000
Total Reimbursement	\$75,000
Net Profit	\$25,000