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Office of
National AIDS Policy

FILE COPY

Correspondence Routing Slip

Tracking Number: G 3885

Date Rcvd: 7-7-97

From: Timothy B. Jellison, VP
National Endowment for AIDS Research

Staff Action:

Reviewed By Sandy: ✓ Reviewed By: _____

Assigned To: _____

RCVD: _____ DONE: TD 8/21

Recommendations/Instructions:

Thanks for the info —
look forward to working
with you - blah blah

To Support Staff: _____

Date of Response: 8/11/97

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THE WHITE HOUSE
WASHINGTON

August 11, 1997

Timothy G. Jellison
Vice President
National Endowment For AIDS Research
1317 Church Street
San Francisco, CA 94114-3911

Dear Mr. Jellison:

Thank you for sending me information related to the National Endowment for AIDS Research. As you are well aware, your campaign to raise money to fund AIDS-related medical research is extremely important and will undoubtedly speed the development of a cure.

I look forward to working with you in the future as we work to end this terrible epidemic.

Sincerely,

A handwritten signature in black ink, appearing to read "Sandra L. Thurman", written over the word "Sincerely,".

Sandra L. Thurman
Director
Office of National AIDS Policy

August 11, 1997

Timothy G. Jellison
Vice President
National Endowment For AIDS Research
1317 Church Street
San Francisco, CA 94114-3911

Dear Mr. Jellison:

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I look forward to working with you in the future as we work to end this terrible epidemic.

Sincerely,

Sandra L. Thurman
Director
Office of National AIDS Policy

NATIONAL ENDOWMENT FOR AIDS RESEARCH
NEAR
1317 CHURCH STREET
SAN FRANCISCO, CA 94114-3911
415-826-3276

July 3, 1997

Ms. Sandra Thurman
Office of National AIDS Policy
808 17th Street NW, 8th Floor
Washington, D.C. 20006

Dear Ms. Thurman,

At the request of Cleve Jones, I am enclosing several documents related to the National Endowment for AIDS Research (NEAR) that I hope you will find interesting:

- An Executive Overview that defines NEAR's mission, highlights our approach for partnering with major corporations to raise more than \$150 million for AIDS medical research over the next five years, and asks for your help in several key areas
- A copy of the NEAR Business Plan that defines in greater detail the fundraising concept, target consumers and corporate sponsors, promotion and advertising plans, and other critical aspects of the NEAR Campaign

A number of business professionals and members of the AIDS community have teamed to bring the NEAR concept to its current stage. Now, we are about to embark upon the next part of our journey: signing up corporate sponsors who will develop the "cause-related marketing" promotions that will raise money from consumers for AIDS medical research. We welcome your input and support in this effort.

Please feel free to call Cleve Jones (707-865-9047) or me (415-537-5164 or 415-241-9651) if you have any questions or would like to discuss NEAR further.

Sincerely,



Timothy G. Jellison
Vice President

Encl.



NATIONAL ENDOWMENT FOR AIDS RESEARCH

Executive Overview

July 1997

The purpose of this executive overview is to highlight important aspects of the National Endowment for AIDS Research (NEAR).

— Key Topics —

- Mission and intents of the NEAR Campaign
- Fundraising concept and approach
- Collaboration with national AIDS organizations and other endorsers
- Progress-to-date on launching NEAR
- The NEAR Campaign Team and supporters
- What you can do to help NEAR succeed



The National Endowment for AIDS Research (NEAR) is a start-up fundraising campaign created to generate significant new funding for innovative medical research that will speed development of a cure.

— NEAR's Mission —

Speed the end of AIDS globally by funding innovative medical research that delivers an effective vaccine, treatments to eradicate HIV and opportunistic infections and therapies to restore immune systems to full health.

— Intents —

- Create a five-year campaign focused on ending AIDS -- raising over \$150 million for medical research
- Make NEAR a collaborative effort of unprecedented proportions in the AIDS community, bringing together existing, well-respected AIDS organizations toward a common, overarching goal
- Expand sources of funding by reaching out to broad segments of the American public that are not currently contributing to AIDS causes
- Partner with corporate sponsors who will appeal to their consumers through advertising and promotion (i.e., "cause-related marketing")
- Operate with low overhead -- less than 10% of total revenues over the course of the campaign may be used for purposes other than funding research

The Fundraising Concept

NEAR will raise funds by partnering with the business community to conduct “cause-related marketing” promotions that increase public awareness of the epidemic and solicit money towards a cure.

– Concept Summary –

- Major corporations pay a sponsorship fee for the exclusive right within their industry to promote NEAR and raise money for AIDS research.
- Corporations appeal to consumers through 30-60 day cause-related marketing promotions that raise awareness of the need for more funding for AIDS research and solicit individual contributions.
- Corporations build consumer awareness and increased participation through targeted advertising campaigns and use of coupons, sweepstakes or gift premiums.
- NEAR creates involvement programs to educate and motivate corporate employees to give their all to the fundraising campaign (e.g., prizes, awards, give-aways).
- NEAR supports corporate promotions by building awareness through its own national advertising campaign.
- NEAR directs money raised to the leading AIDS institutes and researchers -- significantly reducing the time needed to develop safe, effective and long-lasting treatments, and, hopefully, a cure.

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Target Consumers

Our research indicates that four segments of the population, totaling over 100 million people, are very concerned about AIDS and are likely to participate in cause-related marketing promotions.

	Teens	Young Singles	Young Parents	Middle-Aged Parents
Description	People between the ages of 12 and 17	Single people between the ages of 18 and 34	Parents between the ages of 18 and 34	Parents between the ages of 35 and 44
# of People	22 million	33 million	22 million	35 million
Rationale	Personally concerned about getting AIDS	Personally concerned about getting AIDS	Concerned about their children getting AIDS in the future	Concerned about their children getting AIDS now
Total Annual Spending	\$109 billion	\$259 billion	\$308 billion	\$1 trillion
Average Annual Giving	\$56/year	\$517/year	\$808/year	\$1050/year
Group Profile	"Cool" High School Proms Sex 90210 MTV Nike "Beavis & Butt-head" Dating	Dating College "The Real World" Sex "Friends" Pierced Body Parts Details Magazine	Diapers Work Adulthood Barney Child Care PTA Disney Parenting Magazine	Home Work Savings "The Cosby Show" Natural Products "Married with Children"

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Target Corporate Sponsors

To bring our campaign to these four segments, we are targeting several leading corporations within selected industries to conduct promotions that raise funds for AIDS research.

-- Criteria for Industry Selection --

- Competitors within the industry are *national and pervasive*.
- Competitors within the industry have *frequent* interactions with our target consumer segments.
- Competitors within the industry have a convenient way to ask for direct consumer solicitations.



-- Selected Industries --

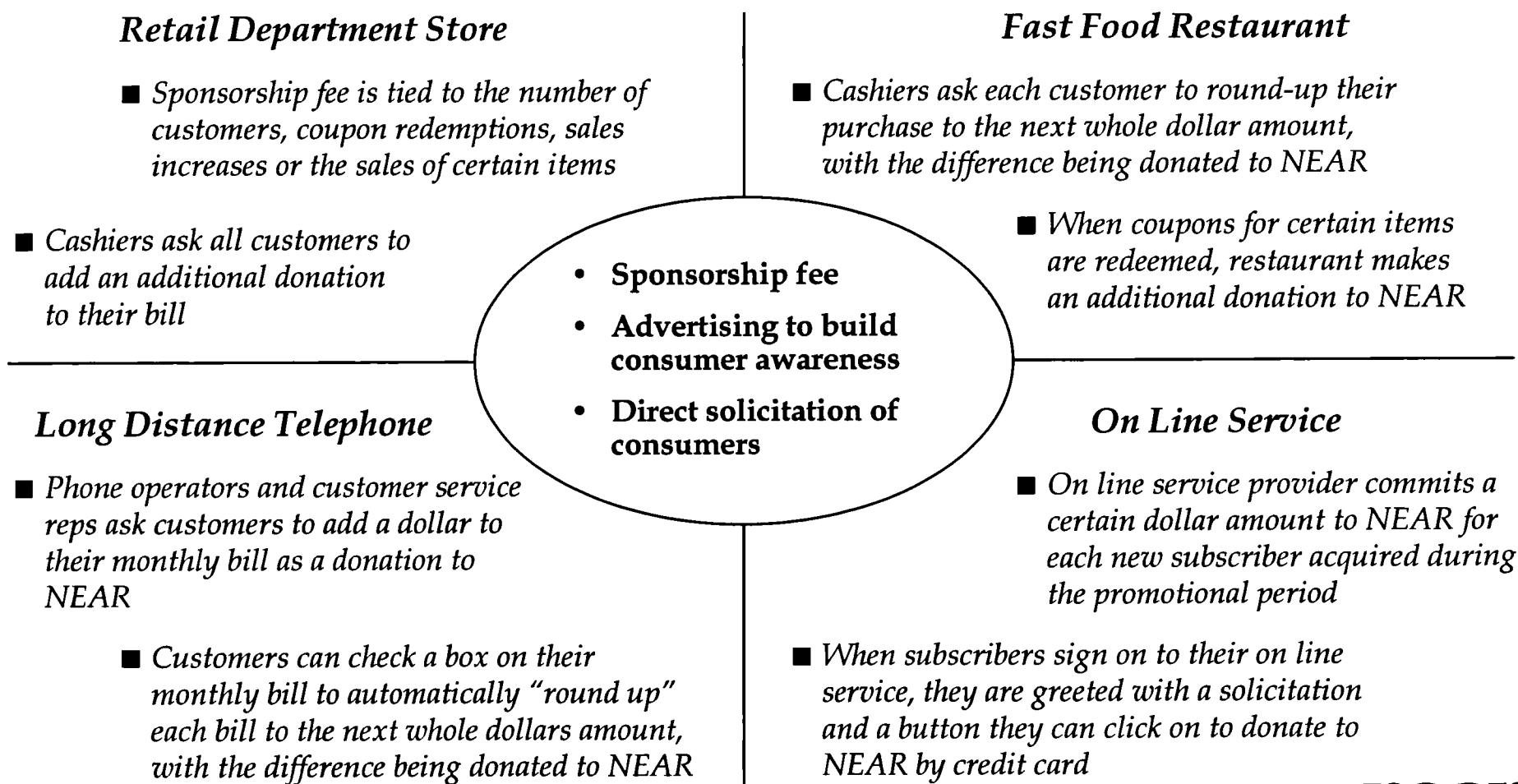
- Apparel Stores
- Book Stores
- Convenience Stores
- Credit Card Services
- Department Stores/
Mass Merchants
- Dessert Shops
- Drug Stores
- Fast Food Restaurants
- Family Restaurants
- Gas Stations
- Hardware Stores
- Long Distance Telephone
Services
- On-line Services
- Toy Stores
- Wholesale Club Stores
- Video Rental Stores

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How the Campaign Will Work

Although these promotions will vary greatly by industry, each will have certain elements in common.

- Examples -



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Unprecedented Collaboration

By tapping into the flow of commerce and by touching the ready spirits of the public, we have a powerful opportunity to bring together a number of groups on a national stage to speed an end to AIDS globally.

-- Collaborating Players --

- Corporate America
- Middle America
- The Media
- The Government
- National AIDS service and advocacy organizations
- Local AIDS service organizations
- The community of individuals fighting for a cure

Collaboration with National AIDS Organizations

Our hope is that the NEAR Campaign will be a true collaboration among existing, well-recognized national organizations with strong track records in the fight against AIDS and complementary missions.

-- Prospective and Pending Collaborators --

- AIDS Action Council
- American Foundation for AIDS Research
- National Minority AIDS Council
- Project Inform
- The NAMES Project Foundation
- The Pediatric AIDS Foundation

Other Forms of Involvement

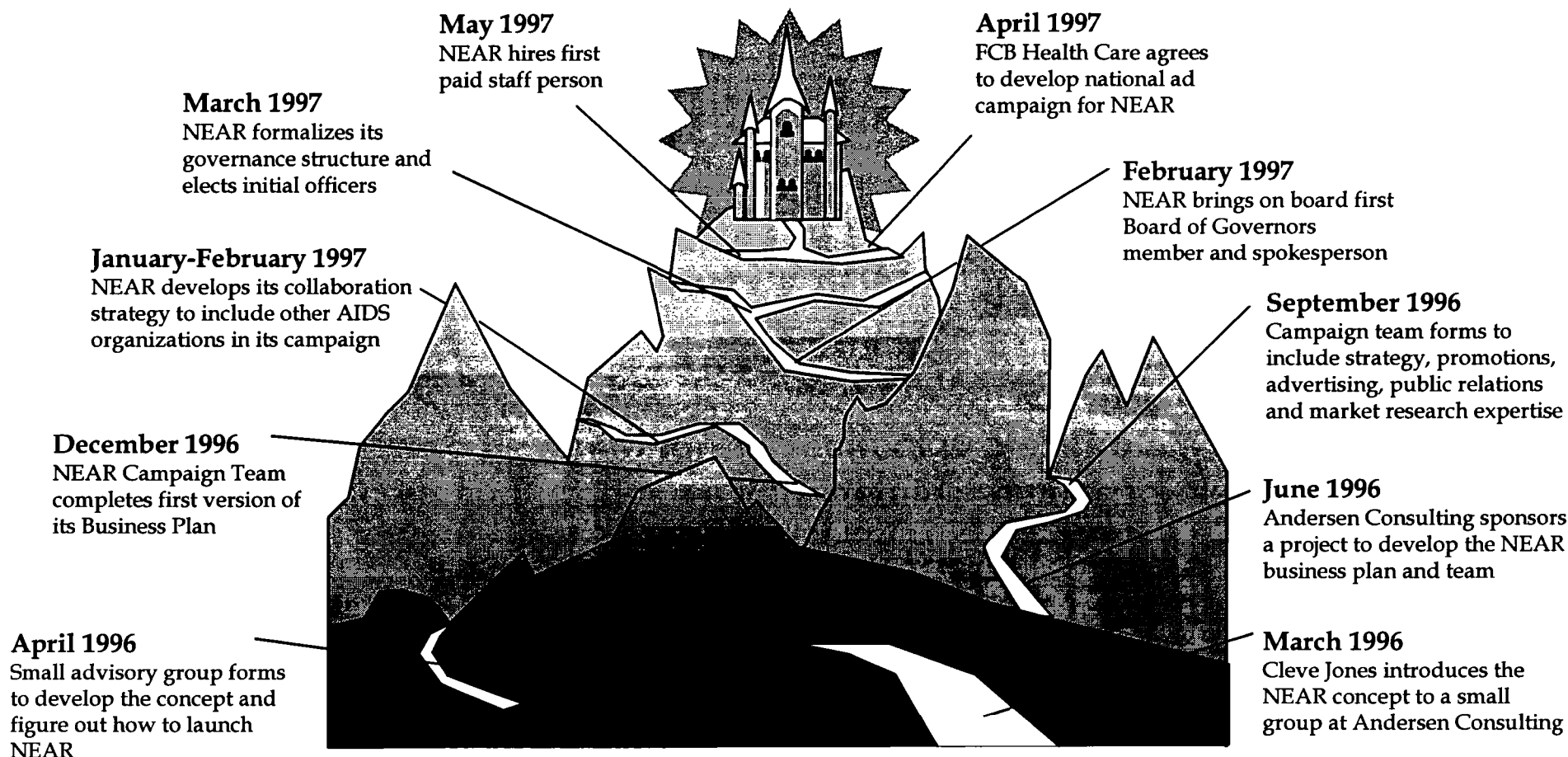
In addition to formal collaboration, we are seeking endorsement and community involvement in a number of other important ways.

-- Examples of Other Involvement --

- Strong support from the government, including public endorsement from the Office of National AIDS Policy and The White House
- Public endorsement of local AIDS service organizations, related charities, churches and other groups who are fighting for a cure
- National Board of Governors of prestigious business leaders and visionaries who can help support our outreach to corporations and to middle America
- Community Advisory Board to provide oversight and input into research funding priorities

Our Journey

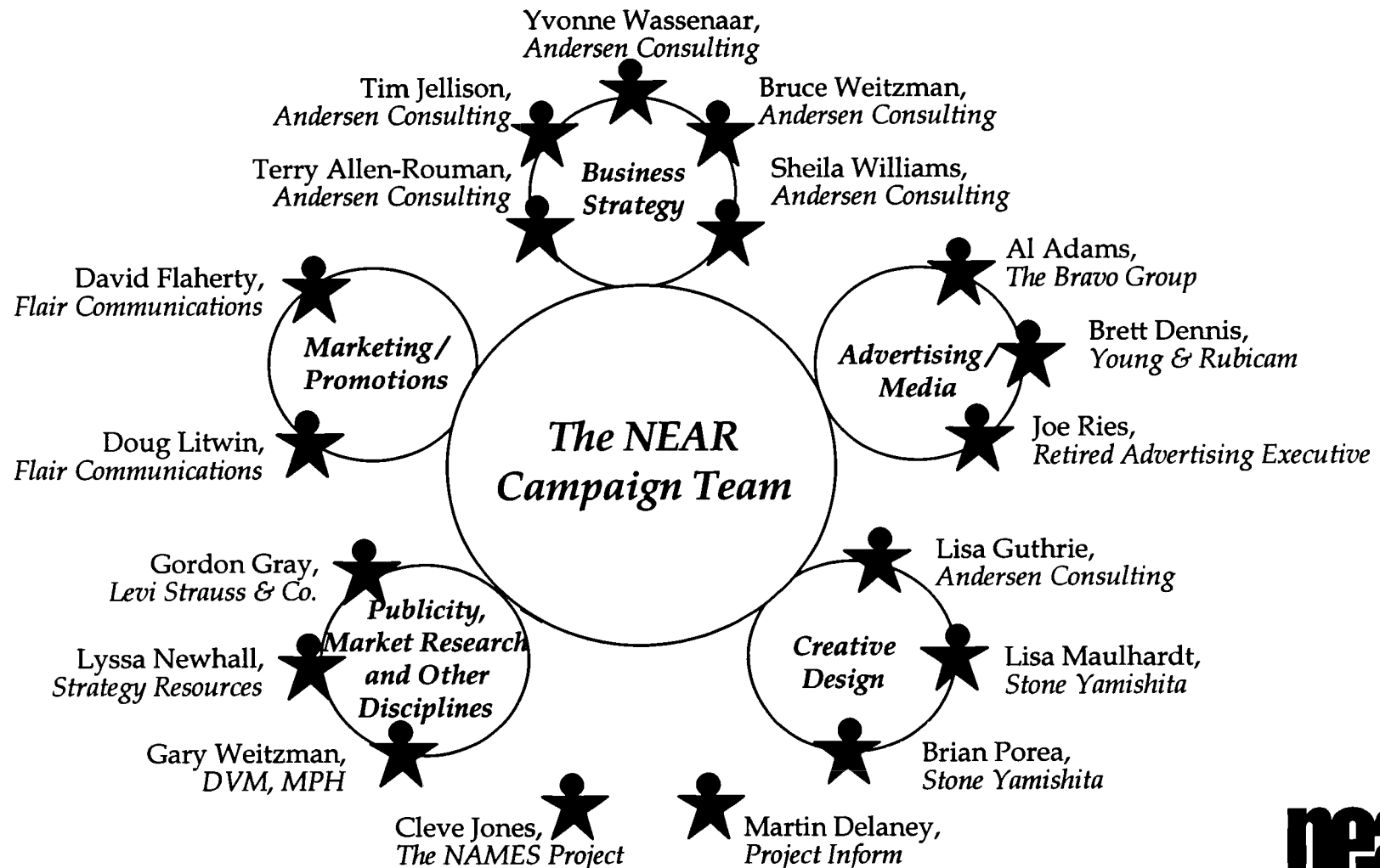
Over a year ago, we began to form a team of professionals to develop the NEAR concept and produce a very detailed business plan.



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The NEAR Campaign Team

A volunteer team of business professionals, treatment advocates and community leaders has worked together to develop the plan for raising money and a process for funding research.



Other NEAR Supporters

A number of businesses, organizations and individuals have stepped forward to help us by providing funding, resources and pro bono services.

■ AIDS Research Advice

- John James, *AIDS Treatment News*
- Martin Delaney and the Project Inform Staff
- Linda Grinberg, The Linda Grinberg Foundation

■ Advertising Campaign

- Foote, Cone, Belding - Healthcare
- Individuals from Stone Yamishita and Young & Rubicam

■ Business Planning Support

- Andersen Consulting
- Flair Communications

■ Legal Services

- Morgan & Finnegan LLP
- McKenna & Cuneo

■ Primary Market Research

- Frankel & Company
- Gay Men's Health Crisis/Roper
- Kaiser Family Foundation
- Mediamark Research Inc.
- Simmons Market Research Bureau
- Strategy Resources
- Teenage Research Unlimited

■ Reprographics and Graphic Designs

- Genevieve Group Reprographics
- Individuals from Stone Yamishita and Andersen Consulting

■ Startup-up Funding

- Andersen Consulting
- Kaiser Permanente of Northern California
- Stadtlanders Pharmacy
- Various individuals

An Invitation to Support NEAR

At this time, we would like to talk further about ways you can help our effort.

-- Next Steps --

- Participate in a teleconference call with Cleve Jones, Martin Delaney and key members of the NEAR Campaign Team during the month of July
 - Answer your questions
 - Address your concerns
 - Strategize about how to communicate NEAR to others in the government and enlist active endorsement
- Help us set up meetings with the President and others who can help motivate corporate and consumer participation in NEAR
- Consider serving on our National Board of Governors

FILE COPY

Office of
National AIDS Policy

Correspondence Routing Slip

Tracking Number: 63880

Date Rcvd: 7-30-97

From: Carl Schleicher
Foundation for Blood Irradiation, Inc.

Staff Action:

Reviewed By Eric: _____ Reviewed By: TS 8/21

Assigned To: _____

RCVD: _____ DONE: TS 8/21

Recommendations/Instructions:

To Support Staff: _____

Date of Response: 8/11/97

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The
usual
acknowledgement

— then file
under

"Research" in
SCT's office

THE WHITE HOUSE
WASHINGTON

August 11, 1997

Carl Schleicher, Ph.D.
Director
Foundation for Blood Irradiation, Inc.
1315 Apple Avenue
Silver Spring, MD 20910

Dear Mr. Schleicher:

Thank you for your letter of congratulations and the commitment Foundation for Blood Irradiation, Inc. has shown to people living with HIV/AIDS. As you are well aware, the epidemic has become characterized by alarming rates of infection, and the need for safe and effective treatments is greater than ever.

Again, thank you for your letter, and keep up the fight.

Sincerely,

A handwritten signature in cursive script, reading "Sandra L. Thurman". The signature is written in dark ink and is positioned below the word "Sincerely,".

Sandra L. Thurman
Director
Office of National AIDS Policy



FOUNDATION FOR BLOOD IRRADIATION, INC.

1315 Apple Avenue * Silver Spring, MD 20910

Phone: (301) 587-8686 * FAX: (301) 587-8688

email: mankindrf@gnn.com

www: <http://members.gnn.com/mankindrf/home>

July 28, 1997

8/97

Sandra L. Thurman
Director
Office of National AIDS Policy
808 17th St., NW, Suite 820
Washington, D.C. 20006

Dear Ms. Thurman:

This is to commend you on your selection to head the Office of AIDS Policy. Refer news article enclosed.

Our nonprofit organization has been conducting R & D on treatments for AIDS.

We have developed a process that appears promising in treating AIDS. This process is called ultraviolet blood irradiation and is described in the enclosures.

This process is safe, non-toxic, low in cost as compared to AZT, and unlike protease inhibitors has no known side effects to the patient.

We would like to arrange for an evaluation of this process at either NIH or at a site you may select.

We feel confident that this process will show significant results in the reduction of viral activity in AIDS patients.

It is hoped our offer will be of interest to you.

Sincerely,

Carl Schleicher, Ph.D.
Director

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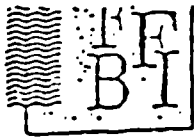
UBI

**ULTRAVIOLET
BLOOD
IRRADIATION
THERAPY**

A MOST VALUABLE THERAPEUTIC AGENT
Intravenously Delivered Photo Therapy

FOUNDATION FOR BLOOD IRRADIATION, INC.

1315 Apple Avenue • Silver Spring • MD • 20910 • Phone (301) 587-8686 • Fax (301) 587-8688



FOUNDATION FOR BLOOD IRRADIATION, INC.
1315 Apple Avenue Silver Spring, MD 20910
Phone: (301) 587-8686 FAX: (301) 527-8688

NEWS RELEASE

The Foundation for Blood Irradiation of Silver Spring, Maryland announces the availability of a new improved model of an ultraviolet blood irradiation device for the inactivation of bloodborne infectious viruses and bacteria.

An earlier version of this device was developed in the 1930's and was called the Knott Hemo-Irradiator and was used to inactivate the polio virus. Then following the introduction of the Salk vaccine around 1950 and the availability then of antibiotics, this device fell into disuse until 1995.

Now with the advent of new viruses as HIV and others that are not responding to antibiotics, a new and improved state of the art device is available.

This device is safe, nontoxic, easy to apply, uses no drugs, and is FDA-certified.

Earlier indication of its clinical use show a 50% reduction in viral activity per treatment based on the PCR (Polymerase Chain Reaction) Test.

This device is expected to have impact on treatment of primarily untreatable viruses and in lowering the cost of doing so. Contact the address/phone on this sheet for further details.



FOUNDATION FOR BLOOD IRRADIATION, INC.

1315 Waples Ave., Silver Spring, Md. 20910. Phone: (301) 587-8686
FAX: (301) 587-0580

July 2, 1995

CLINICAL RESULTS OF USE OF ULTRAVIOLET BLOOD IRRADIATION IN TREATING HIV-POSITIVE PERSONS

These results were obtained by using the PCR Diagnostic test (Polymerase Chain Reaction) which accurately determines change in viral activity. These tests were done in April-June 1995 at a private clinic using our ultra-violet blood device provided by the Foundation for Blood Irradiation of Silver Spring, Maryland.

<u>Patient</u>	<u>Dates of Treatment</u>	<u>PCR Viral Activity</u>
J.K.	5/8/95 5/18/95	654 340
D.G.	4/6/95 4/27/95	8900 1395

Note: Each treatment of UBI reduced PCR by 50%-75%. This is considered a very significant reduction. Additional clinical results will be available.



FOUNDATION FOR BLOOD IRRADIATION, INC.

1315 Apple Avenue Silver Spring, MD 20910
Phone: (301) 587-8686 FAX: (301) 587-8688

August 25, 1995

ADDITIONAL CLINICAL RESULTS FROM USE OF ULTRAVIOLET BLOOD IRRADIATION (UBI) IN TREATING HIV POSITIVE-PERSONS

These results were obtained by using the PCR Diagnostic test (Polymerase Chain Reaction). These tests were carried out during April-August 1995 at a private clinic using the UBI device provided by the Foundation for Blood Irradiation.

<u>Patient</u>	<u>Dates of Treatment</u>	<u>Per Viral Activity</u>
K.B.	2/7/95 7/31/95	6000 2718

Note: It continues to be observed that each treatment of UBI reduces viral activity by 50%. This is considered a remarkable reduction.

FOUNDATION FOR BLOOD IRRADIATION INC.

1315 APPLE AVE., SILVER SPRING, MD 20910
PHONE: (301) 587-8686 FAX: (301) 587-8688

***NOW AVAILABLE!
FIRST TIME IN PRINT!***

ULTRAVIOLET BLOOD IRRADIATION: A HISTORY AND GUIDE TO CLINICAL APPLICATION (1933 - 1997)

SIXTY-FOUR YEARS IN THE MAKING, THIS 265 PAGE BOOK IS THE DEFINITIVE GUIDE TO THE CLINICAL USE OF UBI. CONTAINS DETAILED REPORTS OF CLINICAL RESEARCH IN THE TREATMENT OF ALMOST EVERY DISEASE PROCESS, INCLUDING:

- | | | | |
|---|----------------|----------------------------|----------------|
| ◆ HEPATITIS | ◆ INFLUENZA | ◆ HERPES | ◆ MUMPS |
| ◆ SEPTICEMIAS | ◆ FURUNCULOSIS | ◆ COLITIS | ◆ PNEUMONIAS |
| ◆ ARTHRITIS | ◆ SALMONELLA | ◆ TYPHOID | ◆ TUBERCULOSIS |
| ◆ E. COLI | ◆ SYPHILIS | ◆ ULCERS | ◆ ASTHMA |
| ◆ HAY FEVER | ◆ ERYTHEMA | ◆ GOUT | ◆ DIABETES |
| ◆ APPENDICITIS | ◆ PANCREATITIS | ◆ THYROID DISORDERS | |
| ◆ SYPHILIS | ◆ BRONCHITIS | ◆ KIDNEY DISORDERS | |
| ◆ HEART DISEASES | ◆ MALARIA | ◆ MULTIPLE SCLEROSIS | |
| ◆ MYOCHUCLOSIS | ◆ MEASLES | ◆ RHEUMATIC, SCARLET FEVER | |
| ◆ PRE OPERATIVE AND POST-OPERATIVE USE OF UBI | | | |
| ◆ LATEST REPORTS FROM OVERSEAS ON TREATMENT OF HIV/AIDS WITH UBI | | | |
| ◆ MANY MORE DOCUMENTED RESULTS FROM OVER 64 YEARS OF UBI TREATMENTS | | | |

THIS COMPREHENSIVE, GROUND-BREAKING WORK INCLUDES ORIGINAL CLINICAL STUDIES BY G.P. MILEY, M.D., D.Sc.MED., R.C. OLNEY, M.D., H.T. LEWIS, JR., M.D., AND OTHER PIONEERS IN THE LONG HISTORY OF ULTRAVIOLET BLOOD IRRADIATION. THIS BOOK IS AN INVALUABLE ADDITION TO THE LIBRARY OF ANY PHYSICIAN OR PATIENT INTERESTED IN THIS REMARKABLE TECHNOLOGY.

265 PAGES, SOFTCOVER, PUBLISHED BY AND © 1997, THE FOUNDATION FOR BLOOD IRRADIATION, INC., SILVER SPRING, MD.

CUT ON LINE
PLEASE SEND ME _____ COPIES OF UBI: *A HISTORY AND GUIDE TO CLINICAL APPLICATION* AT \$29.00 PER COPY. ENCLOSE \$6.00 SHIPPING AND HANDLING FOR THE FIRST BOOK, AND \$3.00 S/H PER SUBSEQUENT COPY (MAXIMUM \$20).

SEND TO:
TOTAL ENCLOSED: \$ _____
NAME: _____
ADDRESS: _____
CITY, STATE, ZIP: _____
PAYMENT METHOD: ☐ CHECK / MONEY ORDER ☐ VISA / MASTERCARD:
VISA/MASTERCARD #: _____ EXPIRES: _____
SIGNATURE: _____

Office of
National AIDS Policy

Correspondence Routing Slip

FILE COPY

Tracking Number: G3862

Date Rcvd: 7-23-97

From: Ann Borlo

Social & Scientific Systems

Staff Action:

Reviewed By Sandy: ✓ Reviewed By: _____

Assigned To: _____

RCVD: _____ DONE: _____

Recommendations/Instructions:

Call + find out
where this needs to go

To Support Staff: _____

Date of Response: _____

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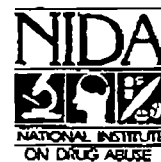
Via carrier
to Ann

Please sign and return the attached forms to me. I will forward them to the Office of AIDS Research.

Ann Borlo
Social & Scientific Systems
7101 Wisconsin Avenue
Suite 1300
Bethesda, MD 20814

EXPEDITE

National Institutes of Health
National Institute on Drug Abuse
Division of Epidemiology and Prevention Research
5600 Fishers Lane Room 9A-53
Rockville, Maryland 20857



FACSIMILE MESSAGE COVER SHEET

Date: July 10, 1997

Following are 2 pages including this cover. If any part of this message is received poorly or missing please call us immediately on the number listed below.

To: Name: Ms. Sandra Thurman, Director
Organization: National Office of AIDS Policy
FAX Tel No.: (202) 632-1096
Tel No.: (202) 632-1090



From: Name: Dr. Peter Hartsock
FAX Tel No.: (301) 480-4544
Tel No.: (301) 443-6720



Please see attached re positive fallout from G8 Summit.

July 10, 1997

NOTE TO: SANDRA THURMAN, DIRECTOR, NATIONAL OFFICE OF AIDS POLICY
FROM: PETER HARTSOCK, NIH/NIDA

Re: G8 Summit; Momentum in Russia

I just received a call from Dr. Andrei Kozlov. He was in the Kremlin yesterday meeting with Mr. Georgi Satarov, who is a principal advisor to President Yeltsin.

Dr. Kozlov said that Mr. Satarov is very pleased with the way things went at the G8 Summit. Dr. Kozlov indicated that, while money had been allocated last winter for the Russian HIV Vaccine R&D Program, the favorable climate of the Summit and recommendations coming out of it played an important role in actually moving the money. The HIV vaccine money is now being transferred to the various research centers which are involved.

This is important news and indicates how important our coordination with the Russians was before the Summit.

Dr. Kozlov said that there was a good chance that Mr. Satarov would be contacting you to develop further coordination with U.S. HIV vaccine efforts and, perhaps, other matters related to AIDS.

Lastly, Dr. Kozlov stands ready to assist with the meeting you hoped to put on with the Commonwealth of Independent States (CIS). As I mentioned last month, the CIS Parliament is located in St. Petersburg and is housed in a palace which is available to hold your meeting. Furthermore, when I was in St. Petersburg last winter, Dr. Kozlov and I met with the CIS Parliament folks who have responsibility for AIDS. They are enthusiastic about working with us.

Hope you are well. Best wishes.

P.S. Good luck on the needle exchange meeting today.



AIDS Policy Center
For Children, Youth & Families

July 2, 1997

Ms. Madge Henning
The White House Intern Program
The White House
Old Executive Office Building, Room 98
1600 Pennsylvania Avenue, NW
Washington, DC 20006

*Sandy - ?
authentic*

Dear Ms. Henning:

I am writing to strongly recommend that Regan Hall Reinerth be placed as a White House intern in the First Lady's office. Regan has been working with AIDS Policy Center for several weeks as part of the community service component of her internship. Regan was accepted into the White House intern program in March, 1997 for a placement that will start next week.

As you may know, the First Lady has a particular interest in pediatric AIDS issues and has repeatedly demonstrated her commitment to addressing the needs of children and families living with HIV and AIDS. At AIDS Policy Center, Regan has been researching AIDS drug access issues as well as other concerns, and has already gained a working knowledge of many federal AIDS policy issues. Regan would be an asset to the First Lady's office on AIDS and other health care issues.

Regan is a talented, dedicated student who has shown initiative, attention to detail, and a capacity to learn quickly and deal appropriately with highly complex issues. I strongly recommend her for your immediate attention.

Sincerely,

David C. Harvey
Executive Director

cc: Sandra Thurman
Marsha Scott
Melanne Verveer
Jennifer Klein

Office of
National AIDS Policy

Correspondence Routing Slip

Tracking Number: G 3915

Date Rcvd: 8-14-97

From: William D. Glenn

Continuum

Staff Action:

Reviewed By Sandy: _____ Reviewed By: _____

Assigned To: _____

RCVD: _____ DONE: _____

Recommendations/Instructions:

add to after A

[Handwritten signature]

To Support Staff: _____

Date of Response: _____

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CONTINUUM

HIV DAY SERVICES

10 UNITED NATIONS PLAZA #200 SAN FRANCISCO, CA 94102 PHONE 415.241.5500 FAX 415.241.5511

BOARD OF DIRECTORS

July 29, 1997

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LOKELANI DEVONE
VICE PRESIDENT

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BRUCE CRONANDER, ESQ.
PRESIDENT EMERITUS

WILLIAM D. GLENN
EXECUTIVE DIRECTOR

Sandy Thurman
Office of AIDS
The White House
1600 Pennsylvania Avenue
Washington, DC 20004

Dear Sandy,

On behalf of Continuum, we are asking for your support with a very special endeavor. Continuum, the only adult day health care center in California dedicated exclusively to caring for people with AIDS, is ready to open the doors of our new home at 255 Golden Gate Avenue. We would be honored if you would consider joining a large and enthusiastic group of supporters of Continuum as a member of the **Ribbon-cutting Honorary Committee** to help us celebrate the opening of the Ayse Manyas Kenmore Center.

As a member of this Honorary Committee, we ask you to lend your name to the invitation, and, of course, we hope that you would join us on this special day. The details for the Ribbon-cutting are as follows:

Tuesday, September 30, 1997
11:00 a.m.-2:00 p.m.
255 Golden Gate Avenue
Reception and brief program

Continuum's mission is to enhance the quality of life for men and women living with HIV disease by providing professional health, social and spiritual support and programs in a safe community setting. We have recently expanded our services to provide mobile case management in the Tenderloin in a collaborative relationship with other Tenderloin agencies, to populations heretofore most difficult to reach, including the homeless, persons recently released from prison, and the transgender community.

Continuum has been providing adult day health care for persons with disabling HIV disease for the past eight years, and, after many years in United Nations Plaza, we lost our lease. Our board responded by acquiring and building out a splendid new home on Golden Gate Avenue for our recently expanded services. We have had a successful campaign to raise the necessary funds for this undertaking, and we are proud to present to the community this state-of-the-art facility in the weeks ahead. The Ayse Manyas Kenmore Center will allow us to care for those in great need as long as the need exists.

Thank you for your consideration in joining the Honorary Committee for the Ribbon-cutting ceremony of our new building. Please mail or fax the attached form to us by **Monday, August 11**. Please do not hesitate to phone Bill Glenn at (415) 241-5500 if you have any questions or need additional information. We look forward to hearing from you soon.

Sincerely,

William D. Glenn
Executive Director
Continuum HIV Day Services

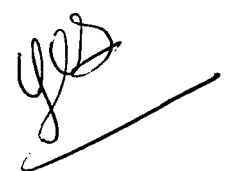
Bruce Cronander
Co-chair
Campaign for Continuum

*we would love to
see you in SF!!*

CALIFORNIA INSTITUTE OF TECHNOLOGY

DIVISION OF BIOLOGY 216-76

PAUL H. PATTERSON
PROFESSOR
EXECUTIVE OFFICER



July 24, 1997

Sandra Thurman
White House AIDS Office
Fax: 202-632-1096

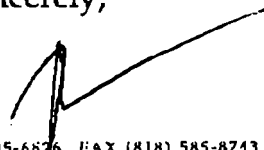
I have been calling for several weeks with reference to the Caltech Public Forum on AIDS. This is an annual event that considers different topics of medical interest to the lay community. The format is a series of relatively short talks by eminent scientists, usually with a Caltech connection, as well as a speaker from the community who represents caretakers, patients or advocacy groups. We also like to have a knowledgeable moderator who can facilitate the discussion and questions from the audience at the end of the panel presentations. The audience consists of a thousand or more people from the greater LA area. We also produce videos of these events for sale at a nominal price to interested community groups.

This year's panel consists of David Baltimore (new Caltech President and actively involved with the national vaccine effort), David Ho (Caltech alum and leading researcher) and Melvin Simon (Chair of Biology Division and founder of biotech company producing protease inhibitor), with a community person yet to be confirmed. We would very much like to have Sandra Thurman participate as the moderator. Her role would be to provide some brief introductory remarks about her role at the national level and what the current policy is, to introduce the speakers and to run the discussion and question period.

The Forum will take place on the evening of Oct. 8, 1997, with a dinner scheduled for 6pm that night, just before the event. Transportation costs would be reimbursed, of course.

Thank you for your consideration.

Sincerely,



Bill Warwick look at this ^a ~~one~~
Would you like him to give you a
ride to Baltimore?

in DC: 296-4333

in Baltimore: 410-467-0531

guests Would like to tell the other
when dinner is
also Linda Dee from AIDS Action
& Leslie Kane will be there

for

MOVEABLE FEAST, Inc.

**Providing Nourishment to Those
Who Are HIV Homebound**

July 24, 1997

Sandy Thurman, Director
Office of National AIDS Policy
808 17th St. NW
Washington, D.C. 20006

Glass Pavilion: Bill will give
you directions on a
ride —

Dinner w/ Bill Wernick

Dear Sandy:

On Sunday, September 14, 1997, the 9th Annual Volunteer Appreciation Reception will be held at The Johns Hopkins University Glass Pavilion from 3:00-6:00 pm. This reception is sponsored by the Johns Hopkins University Volunteer Services Department and a partnership of local community-based non-profit HIV/AIDS organizations. Participating agencies include:

- AIDS Action Baltimore
- AIDS Alliance of Howard County (recognizing the Howard County Buddies)
- AIDS Interfaith Residential Services
- Baltimore County Health Department, Bureau of Medical Social Work Services
- Chase-Brexton Health Services
- Churches United Against AIDS
- Franciscan Center AIDS Outreach
- HAVEN (HIV/AIDS Volunteer Enrichment Network)
- HERO (Health Education Resource Organization)
- Hospice of the Chesapeake
- Israel Baptist AIDS Ministry
- Joseph Richey Hospice
- Love and Action
- Moveable Feast
- Northeast Regional Buddies (a HERO volunteer organization)
- PWA/HIV Coalition of Baltimore
- Ryan White Greater Baltimore HIV Health Services Planning Council
- Sisters Together and Reaching
- Towson University -- Dowell Health Center Outreach Program
- Visiting Nurses Association of Maryland

only go to speak @
4:30pm

Behind
main

Hennewood Campus
up Charles Street to 29th L
left - bear to right
1st left -
red brick gate

The annual event serves as a "thank you" to Baltimore's HIV/AIDS volunteers who give so much of their time, energy, and talent to hands-on care giving and educational outreach. The evening includes light musical entertainment, a short program, and a buffet for approximately 500 volunteers.

The Volunteer Appreciation Reception Planning Committee was unanimous in its desire to invite you to be the keynote speaker for this event. We would like for you to speak between 4:30 or 5:00 pm. This, of course, will depend on your schedule.

I look forward to hearing from you as to whether or not you can accept our invitation.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jim Williams', with a large, sweeping initial 'J'.

James H. Williams
Executive Director

P.S. Yes, this is the same Jim Williams from Atlanta that used to work for the National Education Association. Marge Thurman and Georgia Democratic Party stories are still in my memory. Sorry I missed you at Food & Friends. I hope to see you in Baltimore.

MEMORANDUM TO: Sandy Thurman
FROM: Carmena Parris
DATE: July 8, 1997
SUBJECT: Request for Copies of Patsy's Weekly Reports

As you requested I am attaching four samples of Patsy's Weekly Reports to the DPC.

E X E C U T I V E O F F I C E O F T H E P R E S I D E N T

01-Nov-1995 06:04pm

TO: Deborah L. Fine

FROM: Patsy Fleming
 AIDS Policy Council

SUBJECT: RE: weekly reports

Weekly Report for the AIDS Policy Office:

Patsy Fleming spoke at the opening of SafeHome, a transitional living space for HIV positive, homeless young people, a project of the Center for Children and Families in New York City.

Patsy was interviewed by the Advocate, a monthly magazine targeting the gay and lesbian community about the up-coming White House AIDS Conference.

The AIDS Policy Office continues to work very hard on the White House AIDS Conference. The invitation list is almost final and invitations will go out early next week. The media and communications strategies are developed and the workshop issue areas are final.

JL

EXECUTIVE OFFICE OF THE PRESIDENT

26-Oct-1995 12:55pm

TO: Deborah L. Fine

FROM: Patsy Fleming
AIDS Policy Council

SUBJECT: RE: weekly report

Weekly Report:

The AIDS Policy Office continues to work on the December 6 White House Conference on AIDS. Participants will be selected and invited within the next two weeks. The program is in its final stage of development, focusing on the President's speech and interaction with about 10 very carefully chosen participants. Appropriate Cabinet and sub-cabinet officials have been asked to clear their calendars for the day.

Patsy Fleming was interviewed by David Dunlop of the New York Times on Medicaid. She also did an on-camera interview on Medicaid with Medill News Services of Northwestern University.

Patsy spoke and then met informally with 75 women at the National Skills Building Conference in Los Angeles.

Patsy spoke to high school students, persons living with AIDS and at a fundraising dinner in Portland, Indiana.

RC

April 12, 1995

MEMORANDUM FOR JEREMY BEN-AMI

FROM: Patsy Fleming

SUBJECT: Weekly Report for April 12, 1995

Key initiatives:

Patsy Fleming convened a meeting with representatives of the National Institutes of Health and the Department of Defense regarding proposed cuts in AIDS research at the Department of Defense and the impact of these cuts on both NIH studies and other scientific activities. As a result of your letter, DOD is spending its current AIDS research budget of approximately \$45 million; the President's FY 1996 request is \$10 million. In the past Congress has added on significant amounts to the President's budget request. DOD has ordered the AIDS program not to assume this will occur in FY 96 and thus DOD is phasing the reduction to \$10 million over a two-year period. This will permit the completion of some studies, but could result in the loss of significant scientific opportunities unless more money is found for DOD or NIH picks up some of these projects.

No immediate attention items:

External activities:

Patsy Fleming spoke at a Harvard AIDS Institute forum on April 5th in the Kennedy Library and spoke at a press conference.

Patsy Fleming spoke at the Michigan AIDS Fund and participated in a variety of press interviews on April 6th.

March 1, 1995

MEMORANDUM FOR JEREMY BEN-AMI

FROM: Patsy Fleming

SUBJECT: Weekly Report for March 1, 1995

Key initiatives:

Work with constituency groups on rescissions in Ryan White CARE Act (\$13 million), CDC HIV prevention activities (\$23 million), elimination of AIDS Housing Opportunities for People with AIDS program (\$186 million). The AIDS community is responding aggressively to this challenge.

Hearings we held last week by Senator Kassebaum on reauthorization of the Ryan White CARE Act. We continue to work with HHS and Kassebaum's staff on framing legislation. Kassebaum hopes to mark up a bill in late March.

I briefed Dr. Henry Foster on AIDS issues in preparation for his congressional visits and hearing.

No immediate attention items.

External activities:

I met with representatives of the National Hemophilia Foundation regarding blood policy issues.

Handwritten signature and initials in the top right corner. The signature appears to be "J. Ben-Ami" and the initials below it are "OK".

Record Type: Record

To: Sandra Thurman/OPD/EOP, Daniel C. Montoya/OPD/EOP
cc: Ashley L. Raines/OA/EOP
Subject: Emergency Leave

Unfortunately, due to a family emergency I have to be away from the office, effectively immediately, until approximately August 13. I might return before that date but I am giving myself an open window since I do not know what I will be facing.

Here are some things for the office in the works:

1. Ashley is working on the moving of the phone line for Paul.
2. Supplies are in stock, however, I am giving the supply cards (2) to Daniel should there be any emergencies.

The numbers for repairs to the Copier and Fax machines are posted as usual on the bulletin board in the supply room.

3. The building management can be reached @ 202/835-5498 (Lynn Osman) or in an emergency 202/668-8786 (Harry Newman). Delores Jones can be reached in General Services Div. on the 9th Floor @ 202/835-5492.
4. Sandy you still have not given me the taxi receipts as we discussed for your last two trips. If I can have them today I will process your TVs. If not I can do it on my return.
5. Todd's computer services request was sent to Ashley yesterday.
6. Sandy's TA is with Cathy Mays who will call to have an intern pick it up and hand carry it to Ashley for final processing. I will send a memo to Sarah with instructions as to where she should pick up the ticket. Sarah made the hotel reservations.

These are all the outstanding things I can think of at this moment. If you know of any more, please let me know ASAP.

Thanks.

*Memo
please issues
building passes
- from Todd*

ELTON JOHN AIDS FOUNDATION

EXECUTIVE BOARD

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ELTON JOHN

EXECUTIVE DIRECTOR AND PRESIDENT

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HERB RITTS

BERNIE TAUPIN

AL TELLER

July 9, 1997

Sandy Thurman, Director
Office of National Aids Policy
808 17th Street NW
Suite 860
Washington, D.C. 20006

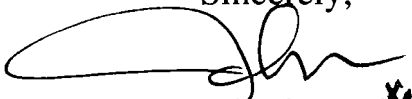
Dear Sandy,

I hope my congratulatory letter sent to your Atlanta address found you and that you are enjoying your new appointment.

Having just returned from the National AIDS Fund Board retreat in Santa Fe, I had a conversation with B.J. Stiles about a possible trip to Washington at the end of July. I wanted to inquire about the possibility of meeting with you during the visit to discuss the new challenges facing funders such as this Foundation. I would appreciate your wisdom and direction on several issues and will work with your schedule accordingly.

I look forward to your reply.

Sincerely,



John Scott

a

Office of
National AIDS Policy

Correspondence Routing Slip

Tracking Number: G-3827

Date Rcvd: 7-14-97

From: John Scott
Elton John AIDS Foundation

Staff Action:

Reviewed By Sandy: _____ Reviewed By: _____

Assigned To: Sarah

RCVD: _____ DONE: _____

Recommendations/Instructions:

To Support Staff: _____

Date of Response: _____



EXECUTIVE OFFICES
184 FIFTH AVENUE
NEW YORK, NY 10010

(212) 366 - 4500
fax (212) 366 - 4616

FACSIMILE COVER SHEET

Elizabeth Krob Kellner
Chair

Ana O. Dumols, Ph.D., D.S.W.
Executive Director

CFPC HEALTH CENTER, LES
92-94 Ludlow Street
New York, NY 10002

C.A.B.S. CENTER
94 Manhattan Avenue
Brooklyn, NY 11206

CARIBBEAN HOUSE CENTER
1167 Nostrand Avenue
Brooklyn, NY 11225

COMMUNITY LEAGUE CENTER
1996 Amsterdam Avenue
New York, NY 10032

CFPC HEALTH CENTER/QUEENS
97-04 Sutphin Blvd.
Jamaica, NY 11435

SOUTH BROOKLYN CENTER
141 Nevins Street
Brooklyn, NY 11217

UNITED PARENTS CENTER
999 Blake Avenue
Brooklyn, NY 11208

WOMEN'S CENTER
910 East 172nd Street
Bronx, NY 10460

CFPC MOBILE HEALTH CENTER I

"maggie"
CFPC MOBILE HEALTH CENTER II

HELEN B. ATKINSON CENTER
(under development)

Alden N. Haffner, O.D., Ph.D.
Chairperson Emeritus

TO: Ms. Sarah Holewinski -
Office of ^{National} AIDS Policy
FACSMILE NO.: 202-632 1096

FROM: Ana Dumols/Maxine Gold

DATE: 7/2/97

TIME: 2:50 p.

TOTAL PAGES INCLUDING THIS COVER PAGE: 2

SPECIAL INSTRUCTION: I am following up on
the attached 4/25 letter to Sandy
Thurman. Please let me know

whether she will be able to accept my
invitation and, if so, please suggest several
DATES convenient to her. Thank you.
TRANSMITTED BY: M.G. Please contact

Maxine Gold @
(212) 366-4500 ext 257

NOTE: If any pages are illegible, or you do not receive the same number of pages as stated above, please contact us at 212/366-4500 ext. 254 immediately.

Will be in NY
Sgt. 13th fa
NY Academy of Medicine
Visit + Halla

CFPC

EXECUTIVE OFFICES
184 FIFTH AVENUE
NEW YORK, NY 10010

(212) 366 - 4500
fax (212) 366 - 4616

April 25, 1997

Ms. Sandy Thurman
Director
White House Office of National AIDS Policy
Washington, DC 20500

Elizabeth Krob Kellner
Chair

Ana O. Dumois, Ph.D., D.S.W.
Executive Director

Dear Ms. Thurman:

CFPC HEALTH CENTER, LES
92-94 Ludlow Street
New York, NY 10002

C.A.B.S. CENTER
94 Manhattan Avenue
Brooklyn, NY 11206

CARIBBEAN HOUSE CENTER
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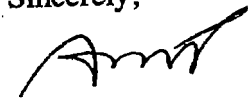
Alden N. Haffner, O.D., Ph.D.
Chairperson Emeritus

I am writing to congratulate you on your recent appointment as Director of National AIDS Policy.

My organization, CFPC, is a network of health centers serving women and their families in many of New York City's medically underserved communities. Our work at CFPC involves the delivery of primary health care and social services to a culturally diverse population of women and their families, including those infected or affected by HIV/AIDS. In addition to our eight--soon to be nine--free-standing centers, we operate two fully equipped mobile units from which HIV primary care is provided. CFPC was the first family-planning agency in New York State to offer prenatal care combined with social-work services, and the first in the country to offer primary care to HIV-positive individuals. In addition, CFPC participates in several clinical trials involving HIV-positive women, including one on the critically important subject of vertical transmission. CFPC's HIV medical and social service program has been labeled "state-of-the-art" by the Federal government and is being adopted as a model by other medical care providers.

Once you have gotten settled in your new position, I would like to extend an invitation to you to come to New York and visit some of our programs. I am sure that with your experience in community-based services and your political background, you and I will have much to share with each other. In the meantime, I wish you much good luck in your new endeavor.

Sincerely,



Ana O. Dumois, Ph.D., D.S.W.
Executive Director

PHYSICIAN DISEASE MANAGEMENT

1712-22ND STREET, NW
WASHINGTON, DC 20008-1901

PHONE (202) 518-0370
FAX (202) 232-8909

Date July 16, 1997

To

From

Name Sarah. Appointments
Company Office of AIDS Policy
Fax (202) 632-1096
Phone (202) 632-1090

Andrew Barrer
Physician Disease Management
(202) 232-8909
(202) 518-0370

Subject: JUNE 30 LETTER

Pages
Including Cover 3

Message

In case you are unable to locate the original letter, we are sending another copy.

Thank you.

PHYSICIAN DISEASE MANAGEMENT

1712-22ND STREET, NW
WASHINGTON, DC 20008-1901

PHONE (202) 518-0370
FAX (202) 232-8909

June 30, 1997

Via U.S. Mail and Facsimile (202) 632-1096, 2 Pages

Hon. Sandra Thurman
Director
Office of AIDS Policy
The White House
Washington, DC 20500

Dear Sandy:

I will be hosting a dinner on Wednesday, September 3, 1997 in Washington, DC and would be honored to have you attend and make a few introductory remarks on Medicaid and HIV/AIDS. The dinner will include about 100 leaders in Managed Care who will be attending the 2nd Annual Meeting of The Disease Management Congress. The Disease Management Congress is the largest organization in the country whose focus is on issues, technology, and services to health care payors, providers and patients with chronic diseases and health issues. Over the last several years, the focus in chronic diseases has primarily included Cancer, Asthma, Diabetes, Cardiac and HIV/AIDS.

The Disease Management Congress is part of the larger National Managed Health Care Congress, which for nearly ten years has been the leading voice in managed health care. Our recent national meeting in Washington had over 9,000 attendees.

The dinner meeting will focus specifically on HIV/AIDS and how payors can better understand and work with the changes in managing the disease and in working with patients and providers.

I hope that you would be able to make some introductory remarks to this prestigious group for about 5-7 minutes. The Congress has had many government officials speak in the past, and thus your participation would send an important message about the

priority the Administration places on care and services to people living with HIV/AIDS.

Hon. Sandra Thurman

June 30, 1997

Page 2

If you have any questions regarding this request, please feel free to contact me directly at (202) 232-8929. I look forward to seeing you on Wednesday, July 2 for lunch. We can discuss this in greater detail at that time.

With best wishes, I remain

Sincerely yours,

COPY

Andrew Barrer, Ph.D.
President

Daniel C. Montoya
07/29/97 05:42:42 PM

Record Type: Record

To: Cathy R. Mays/OPD/EOP
cc: Sandra Thurman/OPD/EOP
Subject: Scott Hitt Meeting w/ Bruce Reed

I am trying to schedule some meetings for Scott Hitt, Chair, Presidential Advisory Council on HIV/AIDS for the week of September 8th or 15th. Does BR have times available that he could meet with Scott?

Thanks. Please advise.

dcm

Sarah
arrange
meeting
Bruce Reed next week
a week after
S. Thurman
Scott Hitt

possibly other
Council members
for week of
Sept 15th

● ● ●
● **Cathy R. Mays**

07/29/97 05:43:17 PM

Record Type: Record

To: Daniel C. Montoya/OPD/EOP

cc:

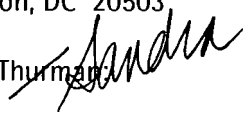
Subject: Re: Scott Hitt Meeting w/ Bruce Reed 

Week of the 15th is better take your pick -- early afternoons.

GlaxoWellcome

July 29, 1997

Ms. Sandra L. Thurman
National AIDS Policy Director
White House Office of National AIDS Policy
808 17th Street NW
Washington, DC 20503

Dear Ms. Thurman 

I am writing to update you on the company's interactions with the HIV community regarding access to 1592.

Enclosed is a copy of a letter we sent to members of the "1592 Access Coalitions" and other HIV advocates regarding the timing of compassionate use and expanded access for this drug. The compassionate use program for children has begun (see enclosed news release) and the adult program should be operational this week.

The expanded access initiative is scheduled to begin early in 1998 and will involve nearly 10,000 patients. With expanded access and the ongoing compassionate use program, we will provide 1592 to more than 13,000 patients over the next year. However, many members of the coalition believe that demand will exceed this number. At the same time, members of the FDA Antiviral Drugs Division and many opinion leaders within the treatment community do not believe that true demand will exceed 13,000. As you know, we are attempting to strike a balance by creating a program that addresses the needs of patients with few or no other options. While that number is yet to be defined, we believe we are making positive steps toward meeting patients' needs.

At the same time these access initiatives are underway, we will continue to conduct controlled clinical trials. These studies will form the basis of our submission for approval of 1592, which is scheduled for 1998.

During our conference call, a number of the participants urgently requested a meeting with company officials to discuss 1592 and other issues of importance to the community. We believe that it is in everyone's best interest to continue a dialogue with the community. However, there is no support within Glaxo Wellcome to repeat our experience with the recent teleconference, which we found to be unproductive and one-sided. Instead, we are developing a plan that will facilitate obtaining input from the diverse AIDS advocacy community and respond to concerns as issues about AIDS drug development and access arise. We are considering an approach comprised of small meetings with representatives of different community factions, including members of the "1592 Access Coalition," and periodic written updates.

Glaxo Wellcome Inc.

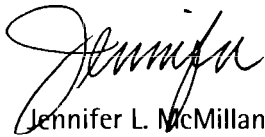
Five Moore Drive
PO Box 13398
Research Triangle Park
North Carolina 27709

Telephone
919 483 2100

July 29, 1997
Page Two

William Schuyler and I would be happy to meet with you at your convenience to discuss these issues and address any new concerns you may be hearing from your contacts. In the meantime, please do not hesitate to call me if you have any questions, or if we can be of assistance to you in any other way. Daniel has provided William and me with very useful feedback and counsel and we appreciate his involvement.

Kind regards,

A handwritten signature in black ink, appearing to read "Jennifer", with a stylized, flowing script.

Jennifer L. McMillan, Director
Health Care Coalitions and Advocacy Relations

cc: Daniel Montoya
William Schuyler

July 8, 1997

TO: 1592 Access Coalition
FROM: Jennifer McMillan
Director, Health Care Coalitions and Advocacy Relations
Glaxo Wellcome Inc.

CC: R. Ingram, P. Young, S. Lafon

Thank you for your letter of June 16.

We wish to reiterate our commitment to provide 1592 to as many people as possible through compassionate use and expanded access protocols. Your letter called for three stages of access: compassionate use, expanded access and accelerated approval. As you know, our plans have long included this tiered approach to access.

As we have discussed, we encountered a problem with the physical form of the drug substance last summer, which resulted in some delays while a new alternative salt was identified, scaled up into the pilot plant and transferred into full scale production. We will have additional quantities of 1592 early in 1998, but in the meantime, the drug supply we currently have available is limited.

We have addressed the concerns outlined in your letter below. In addition, we will convene a teleconference to address your questions from 1 p.m. to 2 p.m. EDT on July 9. If you have not received information about the call, please contact Michael Joyner at (919) 483-2987.

Compassionate Use

In order to provide a limited supply of drug to as many people as possible, we have developed a plan to "pace" enrollment into the compassionate use program in the United States. This will allow us to provide 1592 to approximately 2,400 patients in the US, which is twice as many people as was previously projected. (Our initial proposal was for a non-paced program which would provide 1592 to 2,000 patients worldwide, with drug for 1,200 patients allocated to the US.) We believe that this measured approach of enrollment will also allow us to provide the participating sites with emerging data on this therapy, which will help physicians evaluate which patients are likely to benefit from 1592. As a result, the sites should be able to effectively triage their patients.

Glaxo Wellcome is committed to sustaining supply of 1592 to each person who enters the compassionate use program as long as the person is responding and tolerating the drug (until accelerated approval is achieved.)

We will review the responsibilities of the regional sites with the study coordinators. The participating sites are aware of their role to accept referrals from other practices. We will periodically query sites for that information.

There are now more than 65 US sites for the compassionate use program. We believe it is important that patients receive 1592 from physicians who have some experience with this experimental drug, and it is essential that we collect safety data on patients in this program. As a result, we cannot commit to providing access outside of the regional sites. The use of regional centers will be re-assessed prior to initiating the expanded access program in 1998.

Expanded Access

Assuming that the production scale-up continues without unexpected delay and that no safety and efficacy concerns from the controlled studies or the compassionate use programs emerge, we will be able to move into a more traditional expanded access program in March of 1998. Although the criteria for our expanded access program are not yet finalized, we anticipate being able to accommodate a cumulative total of over 13,000 people worldwide on an expanded access basis. This figure includes approximately 4,000 people who will receive 1592 on the open label programs this year and for whom 1592 will continue to be available through expanded access next year.

Protocols and Clinical Trial Sites

A number of protocol outlines and site lists have already been distributed, and we will continue to provide these as the studies and site lists are finalized.

Accelerated Approval

We are in active discussion with the FDA regarding the development of 1592 and we will provide the community with updates on that process when significant new information is available. We are pleased to be able to expand the use of 1592 at such an early stage in the drug's development. As you know, these initiatives are significantly earlier in the development process than the access programs for any other HIV treatment.

Finally, we believe it is important to re-emphasize our commitment to the development of 1592. Glaxo Wellcome has every incentive (medical, ethical, economic) to diligently pursue development of 1592 and we are working hard to do this in a manner that can clearly demonstrate the safety and efficacy of the drug.

We look forward to answering any questions you may have regarding these initiatives.

Contact ▼
Ramona Jones
(919) 483-2839

Release ▼ 97-042

Children with AIDS to Receive Investigational Anti-HIV Compound 1592U89 on Open Label Basis

Research Triangle Park, NC (July 9, 1997) -- Children with AIDS are now eligible to receive the investigational anti-HIV drug 1592U89 through an open label, or compassionate use, program.

While still in clinical development, 1592 is now available free of charge to certain pediatric patients with AIDS who are at high risk of disease progression or death despite treatment with current therapies. A similar open label program for 1592 in adults will also begin in coming weeks.

Preliminary data from early clinical trials of 1592 -- a nucleoside analogue reverse transcriptase inhibitor -- in treatment naive adults have suggested that it may have potent antiviral activity. These early data also suggest that it produces few, and generally mild, side effects which include nausea, headache, diarrhea and abdominal pain. The drug also appears to penetrate into the central nervous system and is being studied to determine if it has an effect on HIV-associated neurological disease.

Open label protocols provide a way for very sick patients with limited remaining treatment options to receive investigational drugs. At this time there are limited data to demonstrate the usefulness of 1592 for these patients, however, due to the severity of their illness Glaxo Wellcome is making the drug available. Pediatric patients can be considered for enrollment in the 1592 program by having their physicians call 1-800-501-4672. Children who meet the entry criteria for the program will then be provided drug through their physician who will also provide information to the patient and family members about dosing, compliance and adverse event reporting.

-more-

Glaxo Wellcome Inc.

Five Moore Drive
PO Box 13398
Research Triangle Park
North Carolina 27709

The strawberry/banana flavored solution formulation of 1592 used in this program was developed concurrently with the tablet formulation of the drug by Glaxo Wellcome. Dosing of 1592 dependent on a child's body weight was chosen based on the results of in vitro study and clinical dose ranging trials of 1592 in both adults and children. To date, approximately 45 of the more than 250 patients who have been treated with 1592 in clinical trials have been children.

"The pediatric open label program for 1592 is only part of an overall aggressive program to develop treatments for children with HIV," said Seth Hetherington, M.D., Sr. Clinical Research Physician at Glaxo Wellcome. "There are currently plans to conduct several clinical trials involving 1592 in children ranging in age from two weeks through 13 years."

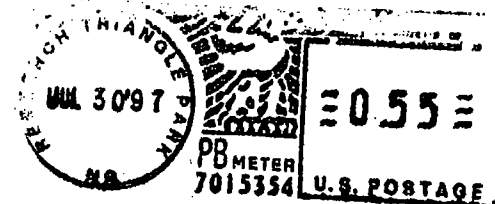
1592 was discovered and is being developed by Glaxo Wellcome. The rights to related compounds and technology, including intermediates, used in the manufacture of 1592, resulting from research by Dr. Robert Vince, et. al., were licensed to Glaxo Wellcome by the University of Minnesota in 1992.

Glaxo Wellcome offers patients and physicians a broad portfolio of both investigational and commercially available anti-HIV therapies. In addition, the company produces a variety of drugs used in the treatment or prevention of opportunistic infections associated with AIDS.

#

GlaxoWellcome

Glaxo Wellcome Inc.
PO Box 13398
Five Moore Drive
Research Triangle Park
North Carolina 27709



Sandy Thurman, Director
White House Office of National AIDS Policy
808 17th St., NW Suite 820
Washington, DC 20006

20006/3310 DA



2215R Market Street #501, San Francisco, CA 94114
Phone: (415) 864-8609 Fax: (415) 864-7032
Email: Wmsnow@aol.com

AVAC

Fax

To: Sandy Thurman (via Sarah) **From:** Bill Snow, AIDS Vaccine Advocacy Coalition

Fax: (202) 632-1096 **Pages:** Cover only

Re: The President's HIV Vaccine Initiative **Date:** July 18, 1997

• **Message:**

My name is Bill Snow and I represent the AIDS Vaccine Advocacy Coalition. AVAC is the most active national organization in AIDS vaccine advocacy, and we are the authors of the well-received 1996 report, *Industry Investment in HIV Vaccine Research*.

Sandy has met several of our members over the last few months: David Gold spoke for us at the last PACHA meeting on vaccines, Sam Avrett is part of the NORA international and treatment groups, Chris Collins spoke at a recent CDC meeting, and Steve Wakefield met with her about the HIVNET program last week.

I have been involved in AIDS vaccine activism since 1990, was an author of the Vaccine Area Review for the Levine Report, and am the only non-scientist and community member of the AIDS Vaccine Research Committee, chaired by Dr. David Baltimore.

I would like to speak with Sandy by phone sometime fairly soon to discuss your plans to involve the Executive branch in improving the climate for HIV vaccine research and development with industry, following The President's commitment to do the same. We have heard Sandy mention this in various recent meetings, and want share information and ideas, since we have been working with the Office of AIDS Research and NIH on a proposal and strategy for addressing industry concerns through executive and legislative action as well.

We are hoping that we, your office, and NIH can work together on this very important and high-profile effort. In hopes we can schedule a phone conversation within the next week.

Sincerely

Bill Snow

VS

already
scheduled
for August



The Keystone Center

July 21, 1997

Ms. Sandra Thurman
Director
Office of National AIDS Policy
The White House
808 17th Street, NW, Suite 820
Washington, DC 20006

Dear Ms. Thurman:

You are invited to participate in the Keystone exploratory session on public HIV-related health care financing and service provision systems. The one-day meeting will be held on Thursday, August 7, 1997, at the Omni Shoreham Hotel, in Washington, D.C. We will begin at 8:00 a.m. and conclude by 4:00 p.m. A continental breakfast and lunch will be served. The Omni Shoreham Hotel is located at 2500 Calvert Street, N.W. and is a short walk from the Woodley Park/Zoo metro stop on the red line. The purpose of the meeting is to identify key substantive issues concerning public HIV-related health care financing and service provision systems and to determine if a collaborative process, such as a national policy dialogue, is an appropriate mechanism to address these issues.

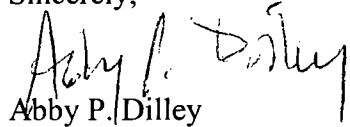
The context of this effort emerges from the advent of new therapeutics and associated treatment strategies to combat HIV disease, resulting in the development and recent release of new guidelines of care. This change has occurred at a time when those needing care are increasingly minorities, women, and injection drug users, all of whom traditionally have been underserved by the health care system. The HIV-related health care financing and service provision systems must respond to both of these developments in order to meet the promise of these new treatments to not only prolong life, but delay, or intermittently end, the disability of people with HIV. The Presidential Advisory Council on HIV/AIDS highlighted the need for such revisions of health care financing and service provision systems during their December, 1996 session, recommending a policy dialogue take place among the public sector, private sector, and the community to address these issues. This exploratory session will provide an opportunity for a diverse group to more fully assess what key issues would be the subject of a policy dialogue and determine the extent of commitment to this type of collaborative approach.

Letter to Ms. Thurman
Page Two

Enthusiasm for such a meeting and potential dialogue has been very strong. Invited participants include representatives from the key federal agencies (Department of Health and Human Resources, Health Care Financing Administration, Health Resources and Services Administration, Office of Management and Budget, Office of National AIDS Policy, the Presidential Advisory Council on HIV/AIDS, and others), state agencies, community service groups, advocacy organizations, managed care organizations, private payors, physicians, the pharmaceutical industry, and members of academia. A participant list and meeting agenda will be forthcoming.

Please fill out the attached response form and return via facsimile to Debbie Eakin at 202-783-0328 **no later than Wednesday, July 30, 1997**. If you have any questions, please call me at 202-783-0248. We hope to see you at the August 7 meeting and look forward to a very productive session.

Sincerely,



Abby P. Dilley
Director, Washington, D.C. Office
Vice President, The Keystone Center

Attachment

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Office of
National AIDS Policy

Correspondence Routing Slip

Tracking Number: G 3858

Date Rcvd: 7-22-97

From: Abbey P. Dilley
Keystone Center

Staff Action:

Reviewed By Sandy: ✓ Reviewed By: _____

Assigned To: _____

RCVD: _____ DONE: _____

Recommendations/Instructions:

please call and RSVP
that my deputy - Todd Summers
will be attending in my place

To Support Staff: _____

Date of Response: _____

n:\corresli