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**GMHC, Inc.
Annual Report
1984**

Letter from the President, GMHC, Inc.

GMHC approached the beginning of 1984 having proved its stability and vital service to the community. As the year began, just over 3,000 cases of AIDS were recorded for the nation. As the year ended, that number had increased to 7,600; New York alone had counted by then 2,800 of those cases, almost as many as the entire country one year before. And the numbers continue to rise.

In the face of this tragedy, GMHC has mounted a strong defense against the epidemic, a defense that has become a model to the world. The foundation you and countless others have helped build remains strong. Its continued strength depends almost entirely on the record of service it has established since the people who built it began working together in mid-1981.

No one can say exactly what lies ahead. Scientists estimate that as many as two million Americans have been infected by the virus understood to cause AIDS, and possibly one in ten of those Americans will develop severe symptoms of the disease. Our city's

chief medical officer has estimated that as many as 400,000 New Yorkers are so infected. A public health emergency of staggering proportions continues to unfold. And GMHC has carried the burden of education and support in New York City virtually alone.

Above all, this challenge must be met. Its cost is awesome. In lives lost, in tears shed, the toll is uncountable. But so long as hope is alive, GMHC will remain steadfast and resolved to work hard for the day when disease no longer threatens our people.



Paul G. Popham, *President*
Board of Directors,
Gay Men's Health Crisis

Board of Directors, Gay Men's Health Crisis, Inc.

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Rodger McFarlane, *Executive Director*
Richard Dunne, *Executive Director* (Effective June 30, 1985)

What GMHC does to combat AIDS

Gay Men's Health Crisis was founded in January 1982 to attack a growing epidemic on several fronts. Rapidly chartered in the State of New York as a non-profit educational and social services foundation, GMHC became the first of dozens of similar foundations in cities throughout the world.

The epidemic of AIDS has been called the nation's number one health priority by Secretary Margaret Heckler of the Department of Health and Human Services. Her pronouncement came one full year after GMHC had pioneered the concept of community action to raise funds, then to award grants to promote biomedical research, establish programs to support those who became ill and to educate and inform the general public and branches of government about AIDS—all as a free public service.

To this end, much of the work GMHC did in 1984 was collaborative. To encourage broader and sustained federal funding of biomedical research, GMHC led an effort to establish a professional lobbyist in Washington. This program of sustained pressure is conducted today by the AIDS Action Council, on which GMHC President Paul Popham serves as co-chair.

Further, GMHC has from its founding given direct support and

team effort to such major organizations as the National Gay Task Force, Lambda Legal Defense and Education Fund, New York Physicians for Human Rights, National Gay and Lesbian Health Foundation, Gay and Lesbian Community Services Center and the Federation of AIDS-Related Organizations, the last a nationwide coalition GMHC was instrumental in founding.

Because GMHC was the first group specifically begun to address the epidemic, it was often asked to help organize other such groups in other cities. Our leadership in this area expanded in 1984 to an international scope, and GMHC manuals and publications have provided a base for countless efforts all over the world.

This seminal role continues today. GMHC has earned unprecedented respect for the gay and lesbian people who built it. The foundation's expertise and knowledge is now sought by branches of the U.S. Public Health Service, by allied health foundations, by major gay and lesbian service foundations, by the State and City of New York. By applying a far vision and careful consideration to the range of problems erupting from a deadly epidemic, GMHC has shown by example how tragedy can be surmounted.

Clinical Services: Providing care to the patient

The largest part of time and funds expended in 1984 by GMHC was for direct care for people diagnosed with AIDS. This department, directed by Diego López, is sustained through donations of time and effort by hundreds of volunteers. Their work falls into six different programs under Clinical Services: Intake, Crisis Intervention, Buddies, Recreation, Group Therapy and Financial Advocacy.

Intake and Referral Program

Intake and Referral acts to receive the patient, family and friends when they come to GMHC for help. The psychological and social needs of the person are carefully measured in a process that generally involves two steps:

1. The individual who requests help is counseled over the telephone or in person, and GMHC services are fully explained;
2. The individual is offered an interview with a clinician at GMHC, who prepares an Intake Report on that person's needs.

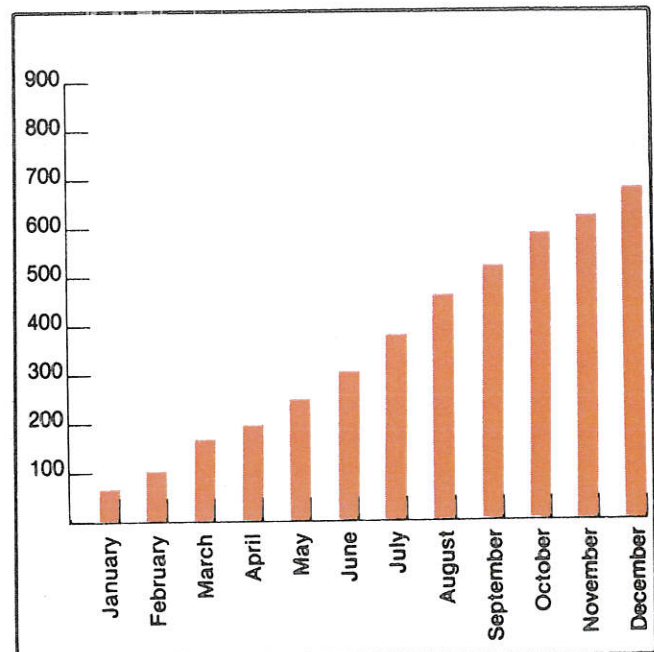
To streamline the referral process, the GMHC Hotline will take referrals on the telephone when the office is closed.

Crisis Intervention and Buddy programs

The Clinical Services Crisis Intervention Program has changed a great deal over 1984. The Buddy and Crisis Intervention Worker (CIW) programs have been combined under one manager, a merger that has speeded a closer team spirit and better communication among volunteers. A new volunteer designation, Crisis Management Partner (CMP), was created in 1984. These volunteers perform both as Buddies and CIWs.

Many of the Buddy/CIW/CMP teams have moved into a cluster-team formation, allowing several volunteers to share tasks for a single person who has AIDS. Operating on a cluster model helps avoid the danger of volunteer burn-out and allows greater peer supervision. Two of the three days of volunteer training are devoted to crisis intervention work; a two-day refresher course for volunteers was begun in 1984.

More than 400 people were referred to the Crisis Intervention Program during 1984. The program had, by late spring 1985, 95 CIWs, 50 Buddies, 22 CMPs and 43 team leaders and Buddy Captains.



Persons with AIDS registered as GMHC clients in 1984, by month.

GMHC also has developed a separate two-day training workshop for helping other social service agencies and foundations as they develop their own crisis intervention programs for people who have AIDS.

Recreation Services

Referrals to GMHC's new Recreation Services increased dramatically in 1984, and to meet that demand GMHC added a Therapeutic Recreation Specialist to its staff to work on a half-time basis. This division now conducts workshops in writing, art, photography and bridge. It also provides opportunities to visit museums and other cultural resources in New York. Some 1,043 people facing AIDS were given a respite from their struggles through Recreation Services in 1984, in a program led by 15 trained volunteers in 209 separate events.

Moving to new quarters in fall 1984 afforded GMHC an opportunity to begin showing Friday night movies for recreation groups. Having a warm, carpeted home for these and other gatherings has become an invaluable asset for the entire community, certainly for those who are ill.

Favorite outings for Recreation Services have become going to the theater, restaurant lunches and parties hosted by generous and concerned community leaders who have opened their homes to GMHC and its people. By reducing the loneliness and fear so many people who have AIDS inevitably face, GMHC has been fortunate to have been allowed the honor to light an otherwise darkened period.

Financial Advocacy Services

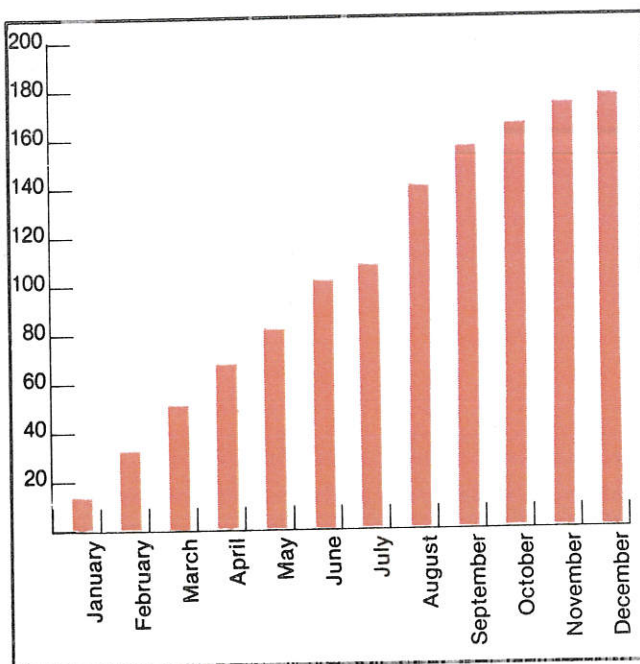
Tremendous growth during 1984 transformed GMHC's Financial Advocacy division into a major component of the entire foundation. More than 450 cases were registered, a figure that does not include random inquiries from people all over the U.S. seeking advice about public entitlement programs.

These services are extended by two full-time staff members, Audrey Hassell and Fred Tripp, and 18 volunteer counselors, the latter contributing some 340 hours a month of their time.

Volunteers attend a three-day CWI training session and a day-long Financial Advocacy training seminar. Ongoing training sessions were begun in 1984 to keep volunteers abreast of rapid changes in public entitlement programs such as New York State Disability, Social Security Disability, Supplemental Security Income, Medicaid, Welfare programs and Food Stamp programs.

To give proper attention to a growing number of cases, financial counselors established a clinic at GMHC to encourage those who are able to visit GMHC offices, thereby freeing volunteers to make visits to those confined to home or hospital. From five to ten persons attend the financial clinic each week at GMHC.

Further, liaisons were established with Medicaid and food stamp officials, thereby speeding the application process or hastening



Care Partners registered with GMHC in 1984, by month.

help for people already entered into these massive bureaucratic systems. Links have been established with agencies outside New York City so that GMHC clients living outside the city will be given faster service.

A program to document so-called "illegal aliens" was begun in 1984, affording access to federal social benefits for those otherwise unable to obtain them.

One critically important service GMHC began providing in 1984 was the Emergency Grant program whereby first-time grants of at least \$200 were given to 86 people found to be in severe financial distress. Together with four second-time grants, the total funded in 1984 to the community from GMHC was \$17,000.

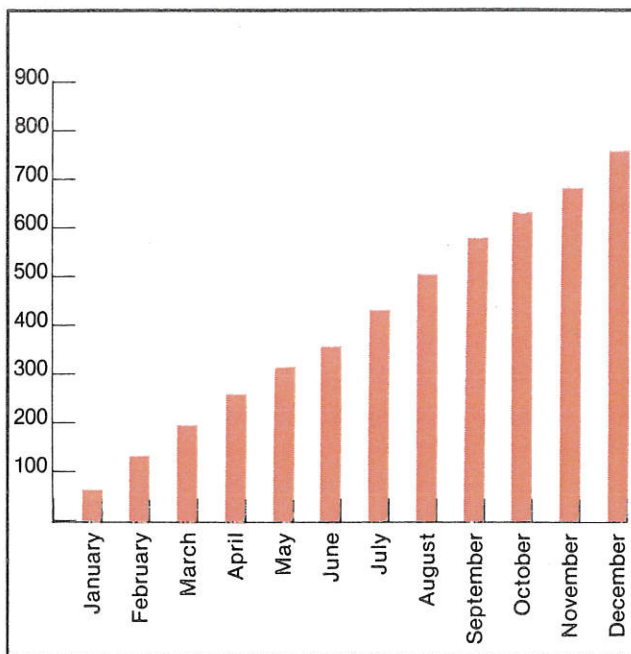
Education: Keeping the community informed

Educating the public about a little-understood and controversial disease was the first order of business when GMHC was founded. It remains the foundation's most powerful tool against the spread of infection and illness. To that end, the GMHC Department of Education grew enormously in 1984 in an expanding panoply of programs and services designed to reach every level and group in the nation's most complex city.

GMHC continued to publish recommendations for reducing risk of infection, as it was the first to do two years before. These guidelines were formulated by members of New York Physicians for Human Rights, the gay and lesbian community's own medical leaders. (As new information arose in April 1985 concerning the natural history of AIDS, these recommendations were revised by the physicians group, subject to adoption by the GMHC Board of Directors.)

Information and education programs designed in concert with other community groups were deployed in 1984 to educate those at risk for AIDS, not only among gay men (who remain three out of four cases of the disease) but among other risk groups as well. Especially important has been the GMHC effort to shed light on superstition and fear concerning how the disease is contracted or transmitted. Public information programs have led to increased concern and responsibility among gay men for protecting their health; declining rates of sexually transmitted diseases reported in New York City confirm the effectiveness of this major effort.

The Department of Education also led national and even international efforts to provide correct information about AIDS to the general public, often in the face of conflicting and sometimes dangerous reports in the mass media.




Crisis Intervention Workers (CIWs) and Buddies registered with GMHC in 1984, by month.

WARNING
 The federal government has approved widespread testing of
 men in blood for the virus believed to cause AIDS. It is
 to have your blood tested, you may face certain risks
 and health insurance. GMHC asks you to request
 carefully so that you can make the most
 uncertain and rapidly ch-

MEDICAL ANSWERS ABOUT AIDS

"I have AIDS"



Gay Men's Health Crisis New York
Health Letter / 3
 May 1984

A free advisory published by the Department of Education,
 Federico González, Director
 Gay Men's Health Crisis / Box 274 / 132 West 24th Street

Interferon studies un-

Síntomas

No existen síntomas definidos que identifiquen la enfermedad, pero generalmente
 manifiestarse con:

- Cansancio profundo que puede ser acompañado por dolores leves de cabeza, no atribuibles a causas lógicas.
- Fiebres persistentes o sudores inexplicables durante las horas de sueño.
- Pérdida de apetito o peso.
- Tos seca y persistente o dolor de garganta no relacionados al hábito de fumar: friados comunes.
- Nódulos, placas o crecimientos en la piel y las membranas mucosas.
- Diarrea persistente.
- Heridas o hemorragias leves.

GMHC publications covered a wide range of topics in 1984.

With the announcement in April 1984 that "the cause of AIDS has been found," according to officers of the U.S. Public Health Service, major shifts were put in place immediately to revise and re-educate the public about AIDS, led again by GMHC's education team. This work was especially critical in 1984 owing to the apparent lack of concern at the federal level to support general public education about AIDS, thus leaving the GMHC and similar organizations the job of clearing up misconceptions about the disease.

Information directed at health care professionals has been published by GMHC, and hundreds of seminars and workshops held by the foundation have been attended by outside consultants and medical personnel. Thousands of educational packets have been sent free, by request, to individuals and groups all over the world. These packets contain up-to-date advisories about not only the medical but also social, psychological, legal and financial aspects of AIDS.

Community Information

Especially targeted toward reaching sectors of the community that might not otherwise be informed, GMHC's Community Information teams rely on a wide range of tools and services to ensure that reliable information is available to all who request it. Barry Davidson directs this division.

Central to this plan is the GMHC Hotline, which in 1984 was never closed and was staffed live weekdays until 9 PM and three hours each Saturday. Trained volunteers receive telephone calls from all over the U.S. and even overseas; among them are people who themselves have been diagnosed with AIDS, available upon request to field questions. The Hotline took more than 25,000 calls during the year.

Beyond its Hotline, GMHC fielded teams to the Community Health Project at the Community Center in Greenwich Village, where they answered questions about AIDS or recommended referrals to various services. These teams also set up tables loaded with GMHC publications for weekend outreach efforts in neighborhoods all over New York. Often, it is this person-to-person contact established by trained volunteers that is the face of GMHC the public knows best.

Anchored by its Hotline, Community Information has served as a special model for other organizations started to combat AIDS. The GMHC Hotline Protocol is kept on a word processor and continually updated and has been requested as the leading document of its kind for hotline services in the U.S. and Western Europe.

Publications

GMHC's Department of Education published its first comprehensive and authoritative summary of information, *Medical Answers About AIDS*, in August 1984. Written by Lawrence Mass, M.D., one of the six founders of GMHC, this free booklet remains the single most popular publication the foundation has ever

produced. (It is being revised by Dr. Mass for a wholly new second edition, scheduled to appear one year after the original was published.) Through the rest of 1984, 50,000 copies of *Medical Answers About AIDS* were distributed throughout the world, and parts of its copyrighted contents have been excerpted by other groups. The booklet is registered with the Library of Congress.

Further numbers of GMHC's periodic *Health Letter* also appeared in 1984, providing information on new developments in research on AIDS. Directed primarily at a high reading level, the *Health Letter* has proved popular with professionals, educators, government officials and the general public as a source of reliable reports on the disease. It is distributed automatically to more than 22,000 names on the general mailing list.

In addition, GMHC has published occasional "emergency" leaflets, such as the "Warning" advisory concerning risks and benefits of the advent of a federally approved blood screening test for antibody to the virus that causes AIDS. This important leaflet was written, typeset, printed and delivered to the Postal Service within three working days, proof that GMHC can strike quickly when developing events dictate fast action. GMHC also has published literature in Spanish and Haitian Créole.

Other publications continuing through 1984 are *The Volunteer*, produced and edited for the hundreds of men and women who generously give their time to help GMHC as it helps the community.

One part of GMHC's publications program that expanded vastly in 1984 is the ongoing collection of reports on AIDS from the general press, broadcast media, medical literature and gay and lesbian press. These reports, which include transcripts and videotapes of major televised documentary programs, form a unique archive of more than 7,000 pieces. An informal network of contributors in key cities around the world has helped create the largest known depository of recorded information about AIDS.

Additionally, the Department of Education in 1984 began regular weekly appearances on the Gay Cable Network, broadcast Thursday nights on Manhattan Cable TV. "Conversations With GMHC," moderated by Education Director Federico González, has proved a popular feature of that program.

Legal Services: Defending the individual

The Legal Services program at GMHC grew enormously in 1984, like all divisions, in response to a growing caseload. As nearly 45 new clients a month called upon the foundation for legal assistance, new programs were instituted with the help of the Pro Bono Panel of the Bar Association for Human Rights of Greater New York, a group

of gay and lesbian attorneys. This association began a biweekly clinic at GMHC for attorneys to volunteer their services in writing legal instruments often required for those who have AIDS, such as wills or powers-of-attorney.

Another demand for legal help has come from undocumented U.S. residents who require papers to qualify for social service benefits from government agencies.

Legal Services attorneys often join with the Disability Rights Project of Legal Aid in a new program designed to help people avoid eviction from their homes in landlord/tenant actions. Other matters often handled by Legal Services include discrimination against people either who have AIDS or are even suspected of being ill, many times involving jobs or housing, but also involving public accommodation or transportation.

Because health insurance is often difficult to obtain or to hold in force when AIDS is involved, GMHC has collaborated with attorneys with the Lambda Legal Defense and Education Fund, Inc., to form a group of attorneys qualified to deal with matters involving disability, life or medical insurance benefits.

Funding

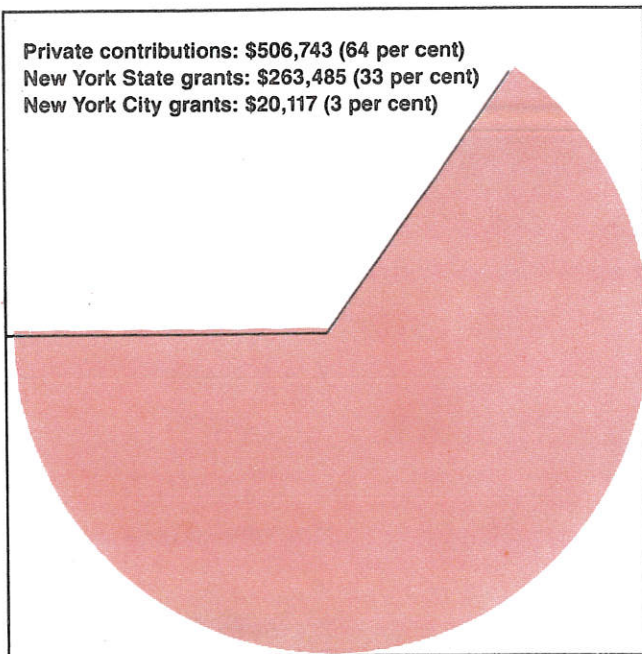
When GMHC was begun in 1982, its founders resolved to ensure that responsible planning would secure the long-range financial stability necessary to support the work of safeguarding the health of the community GMHC serves.

As the foundation grew in response to a worsening epidemic, it suffered enormous stresses. Demands made on GMHC services have escalated sharply. Contributions have not. Government sources of funding in 1984 remained relatively constant, although in 1985 further government assistance is promised.

GMHC was born and remains a phenomenon of community action, overwhelmingly funded by individual contributors in that community, their friends and families. Our 1984 budget was largely enriched by fund-raising events GMHC itself mounted. Among the major successes were the Phillips art auction, which brought in \$149,000; a direct-mail campaign that raised \$47,000; and a cabaret benefit, "Thirty Sing the Thirties," that brought GMHC \$15,000. Further, the South Fork Aid for AIDS Fund, a Long Island group, raised and contributed \$75,000.

Perhaps most valued of all contributions are the hours of voluntary effort given in 1984 to the foundation that has become in a deeper sense the property of countless volunteers. The value of these hours is estimated in 1984 alone at \$8,600,000, a remarkable testament to the scope of New York's concern.

A report from the Treasurer that follows reflects GMHC's second full year of operation. GMHC continues in its resolve to work even harder, do even more, to achieve the benefits of good health and security. With your help, this work must continue. Gay Men's Health Crisis will endure.



Sources of funding for GMHC in 1984, in percentages.

Letter from the Treasurer

Income amounting to \$753,000 was received by Gay Men's Health Crisis during Fiscal Year 1984. While government grants accounted for 37.5 per cent of this total, public contributions and fund-raising events held by and for your foundation accounted for the largest part of our income. We would like to express our gratitude to our many contributors, especially those who worked tirelessly to raise funds on our behalf.

Your foundation is very pleased to report that our strict budget and financial controls worked extremely well once again. Not only did revenues exceed our expectations, but expenses were kept well within budget. The establishment of a GMHC Endowment Fund this year represents another very important element toward financial stability.

With continuing public financial support, we will be able to meet the challenges which surely lie ahead.

A handwritten signature in cursive script that reads "Joe Paschek". The signature is fluid and elegant, with a large initial "J" and a long, sweeping underline.

Joe Paschek, *Treasurer*

Joseph R Concilio

Certified Public Accountant


250 W 57th Street Suite 930 New York New York 10107 212 307 1710

BOARD OF DIRECTORS
GAY MEN'S HEALTH CRISIS, INC.
NEW YORK, NEW YORK

I have examined the Statement of Assets, Liabilities and Fund Balances arising from the cash transactions for Gay Men's Health Crisis, Inc. at December 31, 1984 and the related Statements of Public Support, Revenue Received and Expenses and Changes in Fund Balances for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying Statements present fairly the Assets, Liabilities and Fund Balances of Gay Men's Health Crisis, Inc. at December 31, 1984, arising from cash transactions, and the Public Support, Revenue Received and Expenses and Changes in Fund Balances during the year then ended, on a basis consistent with that of the preceding year.

New York, New York
March 30, 1985



**Statement of support, revenue received and expenses
and changes in fund balance
Gay Men's Health Crisis, Inc.
Year ended December 31, 1984**

	Restricted Fund	Unrestricted Fund	Total All Funds
PUBLIC SUPPORT AND REVENUE RECEIVED			
Public Support			
Contributions	\$ 10,204	\$ 102,082	\$ 112,286
Newsletter Solicitation		2,215	2,215
Coinbox Solicitation		7,464	7,464
Established Memorial Funds		38,718	38,718
Outside Benefits		122,753	122,753
Special Events, Net of Direct Costs of \$61,972		186,353	186,353
Government Grants	<u>283,603</u>		<u>283,603</u>
TOTAL PUBLIC SUPPORT	\$ 293,807	\$ 459,585	\$ 753,392
Revenue Received			
Investment Income		<u>34,452</u>	<u>34,452</u>
TOTAL REVENUE RECEIVED		<u>34,452</u>	<u>34,452</u>
TOTAL PUBLIC SUPPORT AND REVENUE RECEIVED	<u>293,807</u>	<u>494,037</u>	<u>787,844</u>
EXPENSES			
Program Services			
Research		25,315	25,315
Persons with AIDS and Clinical Services	175,515	128,538	304,053
Public Information and Education	<u>40,661</u>	<u>198,281</u>	<u>238,942</u>
TOTAL PROGRAM SERVICES	<u>216,176</u>	<u>352,134</u>	<u>568,310</u>
Supporting Services			
Management and General	<u>77,871</u>	<u>69,037</u>	<u>146,908</u>
TOTAL SUPPORTING SERVICES	<u>77,871</u>	<u>69,037</u>	<u>146,908</u>
Fundraising		<u>4,745</u>	<u>4,745</u>
TOTAL FUNDRAISING		<u>4,745</u>	<u>4,745</u>
TOTAL EXPENSES	<u>294,047</u>	<u>425,916</u>	<u>719,963</u>
EXCESS OF PUBLIC SUPPORT AND REVENUE RECEIVED OVER EXPENSES	(240)	68,121	67,881
Fund Balance as of January 1, 1984	8,989	497,899	506,888
Establishment of GHC Endowment Fund	<u>51,000</u>	(51,000)	
FUND BALANCE AS OF DECEMBER 31, 1984	<u>59,749</u>	<u>515,020</u>	<u>574,769</u>

**Statement of functional expenses
Gay Men's Health Crisis, Inc.
Year ended December 31, 1984**

	Program Services			Supporting	Fundraising	Total Expenditure
	Research	Persons with AIDS and Clinical Services	Public Information and Education	Management and General		
Staff Compensation		\$ 150,407	\$ 109,216	\$ 84,433		\$ 344,056
Employee Benefits		7,010	4,939	3,983		15,932
Payroll Taxes		12,623	8,893	7,172		28,688
Supplies and Stationery		5,456	4,123	5,942	\$ 628	16,149
Telephone		14,183	7,643	2,303		24,129
Postage and Shipping		9,079	16,211	3,610	2,298	31,198
Occupancy		22,430	15,803	12,745		50,978
Printing and Publications		19,107	33,298	12,584	408	65,397
Travel		6,336	6,265	1,844		14,445
Advertising		698	491	397		1,586
Grants and Allocations	\$ 25,315			1,606		26,921
Hotline Expenses			7,281			7,281
Volunteer Related Costs		7,367				7,367
Clinical Services Expenses		726				726
Direct Financial Aid and Recreational Activities - Persons with AIDS		30,523				30,523
Direct Education and Informational Expenses			2,170			2,170
Public Forums and Expenses			9,852			9,852
Professional Fees		1,548	1,090	880		3,518
Miscellaneous		9,236	6,507	5,248	1,411	22,402
TOTAL EXPENSES BEFORE DEPRECIATION	25,315	296,729	233,782	142,747	4,745	703,318
Depreciation		7,324	5,160	4,161		16,645
TOTAL EXPENSES	\$ 25,315	\$ 304,053	\$ 238,942	\$ 146,908	\$ 4,745	\$ 719,963

**Statement of assets, liabilities and fund balances
Gay Men's Health Crisis, Inc.
Year ended December 31, 1984**

ASSETS

CURRENT ASSETS

Cash, including amounts restricted for
specific purposes of \$59,749 \$ 387,541

OTHER ASSETS

Fixed assets--at cost--net of accumulated
depreciation of \$19,210 \$ 197,722
Deposits 7,675 205,397

TOTAL ASSETS \$ 592,938

LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES

Payroll taxes payable \$ 4,971
Installment obligations 13,198

TOTAL CURRENT LIABILITIES 18,169

FUND BALANCES

Restricted \$ 59,749
Unrestricted 515,020 574,769

TOTAL LIABILITIES AND FUND BALANCES \$ 592,938

Notes to financial statements, Gay Men's Health Crisis, Inc.

Note A: Organization

Gay Men's Health Crisis, Inc. ("GMHC") was incorporated under New York State law on June 25, 1982, and created for the purpose of advancing the scientific and public knowledge and treatment of diseases associated with defects in the body's immune system affecting the gay community, including support for medical research aimed at curing and treating such diseases, support for clinical programs for the medical and psychological treatment of persons affected with such diseases, and providing information to the public about such diseases and their treatment.

Note B: Summary of significant accounting policies

The financial statements have been prepared in accordance with the American Institute of Certified Public Accountants' industry audit guide, *Audits of Voluntary Health and Welfare Organizations*.

Note C: Financial commitments

Subsequent to December 31, 1983, GMHC entered into a lease for premises with minimum annual rental commitment under said operating lease of:

1984—1989	\$174,000
1989—1994	204,000
1994—1999	<u>252,000</u>
	<u>\$630,000</u>

Note D: Donated services

No amounts have been reflected in the statements for donated services inasmuch as no objective basis is available to measure the value of such services; however, a substantial number of volunteers donated significant amounts of their time to the foundation's program services.

Note E: Tax-exempt status

GMHC has obtained an advance ruling from the Internal Revenue Service which states that it has qualified to operate as a publicly supported organization as defined by the Internal Revenue Code and is exempt from taxation under Section 501(c)(3) of the Code. The advance ruling period terminated on December 31, 1984. GMHC has applied for permanent tax-exempt status under the Code and is awaiting notification by the IRS on this matter.

