

P.O. Box 471 Cooper Station  
New York, N.Y. 10003

March 21, 1972

TO ALL ORGANIZERS, NC MEMBERS, AND FINANCIAL DIRECTORS

Dear Comrades,

This communication deals with an important change in the national fund drive quota. It is based on a report approved by the National Executive Committee on March 15. The contents of the report should be communicated to executive committee and local meetings.

Attached is the latest fund drive scoreboard.

Comradely,

*Terry Hardy*

Terry Hardy  
YSA Financial Director

FUND DRIVE REPORT

Since the quotas for the spring fund drive were initially proposed to YSA locals, the total of the locals' quotas and the at-large quota has dropped significantly. At this time the quotas total \$44,055, nearly \$2,000 lower than the original goal of \$46,000 set at the YSA convention.

Some locals' quotas were adjusted during the financial tours as local organizers and financial directors and the comrades on tour went over the locals' budgets and came to the conclusion that the original proposed quotas were too high. Others have been changed since the financial tours. In these cases, it was experience in beginning to implement the budgets that made it clear to locals that some adjustments in their quotas were necessary.

In all cases in which fund drive quotas have been changed, the changes were made in consultation with the National Office on the basis of specific budget projections.

We have noticed that two significant factors played a role in many of these locals' decisions to lower their quotas: 1) the size of the locals compared to their membership during previous fund drives; and 2) the interrelationship between campaign fund raising and YSA fund raising.

The YSA and campaign committees in many areas were planning to utilize many of the same fund raising projects. In some cases this cut into the number of projects -- socials, book sales, rummage sales, etc. -- that the YSA can plan for this spring. Every area has also had to work out a division on such sources of income as honoraria and donations so that both the YSA and SWP election campaign will have the necessary funds. Because of the great increase in campaign activities and campaign needs this spring, it was not possible to work out such a division until recently. This has been reflected in the fact that some locals have only recently come to the conclusion that a fund drive quota they originally thought was feasible was not in fact a realistic goal.

In this connection it is important to note that the amount of money that our movement as a whole is raising this spring far surpasses anything we have accomplished in the past. However, the importance of the election campaign for building the revolutionary movement dictates that a large proportion of this money must go to the campaign.

The fact that adjustments that both the locals and the National Office felt were necessary have brought the total quota below \$46,000 raises the question of what should be considered the fund drive goal at this time. One possibility would be to leave the national goal at \$46,000 and ask locals to try to make up the difference by going over their quotas at the end of the drive. The National Office does not feel that this would be a realistic approach. Even if it were conceivable that locals could find some way to raise this extra money, we think, on

the basis of past experience, that the effort required to try to do so would seriously imbalance the locals' work and might end up forcing the locals into debt in other areas.

We feel that it is necessary to be more flexible regarding the fund drive quota, and that the best approach would be to take as the total national quota the total of all the local quotas plus the at-large quota. That is, we have come to the conclusion that the \$46,000 goal originally set is not a realistic one for the YSA at this time, but we do not want to be locked into a quota that is definitely set at \$45,000 or \$44,000, either.

There will undoubtedly be further minor changes in the quota. We hope these will primarily be in an upward direction, as new locals are formed and take on quotas. We have recently been in communication with all the regional center locals, and they do not anticipate further major adjustments in quotas. By now, of course, locals have had at least one month of experience operating on their spring budgets, and all locals should have an accurate idea of how much they can contribute to the fund drive.

At the same time, we must recognize that locals are aiming at very high quotas -- up to almost \$4,000 -- and maintain a flexible attitude toward the national quota.

It should be clear that this change in our approach to the national fund drive quota will have a serious effect on the finances of the National Office. Since the original projection of a \$46,000 fund drive was based on the amount of money the National Office needed in order to function this spring, this change will necessitate certain cutbacks in activities projected by the National Office -- particularly in terms of publications and the size of the N.O. staff. Any further reductions in quotas would accentuate this problem.

Our approach to the fund drive quotas involves achieving the correct balance between the needs of the YSA nationally and the locals' needs and ability to raise money. Building a strong center and national apparatus is vital to building the YSA, and locals should plan out budgets that will allow them to contribute as much as possible to the national fund drive. At the same time, locals should not be forced into a position of trying to make fund drive quotas that are not realistic, because this situation leads to imbalance in the locals' work and can miseducate and demoralize comrades.

Finally, I want to restate the attitude we are now going to take on the fund drive quota: The total national goal is no longer \$46,000 but rather is the total of all the locals' quotas plus the at-large quota. At this time that total is \$44,055.

SPRING FUND DRIVE SCOREBOARD

<u>REGION AND LOCAL</u>	<u>QUOTA</u>	<u>PAID</u>	<u>%</u>
<u>TEXAS-LA.-OKLAHOMA</u>	<u>\$2900</u>	<u>\$1005.65</u>	<u>35</u>
Austin	1500	900	60
Houston (Baton Rouge, La.)	1400	105.65 (2)	8
<u>NEW YORK-NEW JERSEY</u>	<u>4980</u>	<u>948.15</u>	<u>19</u>
New Brunswick	150	75	50
Lower Manhattan	1380	432.15	31.
Upper West Side	1400	225	16
Brooklyn	1500	225	15
Binghamton	250	0	0
Long Island	150	0	0
New Haven (Webster, N.Y.)	150	0 (.50)	0
<u>UPPER MIDWEST</u>	<u>2000</u>	<u>294.90</u>	<u>15</u>
Twin Cities	2000	294.90	15
<u>SOUTHEAST</u>	<u>2150</u>	<u>294</u>	<u>14</u>
Tallahassee	250	55	22
Atlanta	1400	219	16
Nashville	150	20	13
Knoxville	200	0	0
Miami	150	0	0
<u>PENNSYLVANIA</u>	<u>1900</u>	<u>240</u>	<u>13</u>
Philadelphia (Pittsburg)	1900	240 (8)	13
<u>ROCKY MOUNTAIN</u>	<u>1600</u>	<u>214</u>	<u>13</u>
Denver	1200	194	16
Boulder (Logan, Utah)	400 (20)	20 (0)	5 (0)
<u>MARYLAND-VIRGINIA</u>	<u>1700</u>	<u>190</u>	<u>11</u>
College Park	300	100	33
Washington D.C.	1400	90	6

<u>NEW ENGLAND</u>	<u>4925</u>	<u>431.15</u>	<u>9</u>
Amherst	150	20	13
Boston	1950	233.65	12
Cambridge	1750	147.50	8
Worcester	500	30	6
Providence	425	0	0
Kingston	150	0	0
(Manchester, N.H.)		(5.50)	
(Durham, N.H.)	(100)	(0)	(0)
<u>SOUTHERN CALIFORNIA</u>	<u>4050</u>	<u>326</u>	<u>8</u>
Santa Barbara	150	76	50
Los Angeles	2650	250	9
San Diego	350	0	0
Phoenix	250	0	0
Tucson	250	0	0
Claremont	200	0	0
Riverside	200	0	0
<u>MICHIGAN</u>	<u>2250</u>	<u>172.25</u>	<u>8</u>
Detroit	2100	172.25	8
Ann Arbor	150	0	0
(Mt. Pleasant)	(40)	(10)	(25)
<u>OHIO-KENTUCKY</u>	<u>2700</u>	<u>181.90</u>	<u>7</u>
Edinboro	200	24	12
Cleveland	2350	157.90	7
Columbus	150	0	0
<u>MIDWEST</u>	<u>4000</u>	<u>213.70</u>	<u>5</u>
Madison	250	60	24
Chicago	3000	153.70	5
Bloomington	300	0	0
DeKalb	200	0	0
Carbondale	150	0	0
Kansas City	100	0	0
(St. Louis, Mo.)	(60)	(44)	(68)
(Glendale, Mo.)	(10)	(1)	(10)
(Pittsburg, Kan.)	(40)	(0)	(0)
(Elmwood, Ill.)		(.50)	
(Hagerstown, Ind.)		(.50)	
<u>NORTHERN CALIFORNIA</u>	<u>5800</u>	<u>239.45</u>	<u>4</u>
Oakland-Berkeley	3700	239.45	6

NORTHERN CALIFORNIA (cont.)

San Francisco	2100	0	0
(Modesto)		(9.50)	
(Santa Rosa)		(.50)	

WASHINGTON 1200 30 2

Seattle	1200	30	2
(Pullman)		(3)	

OREGON 900 0 0

Portland	750	0	0
Eugene	150	0	0

TOTAL AT-LARGE 1000 85 8

SPECIAL CONTRIBUTIONS 27

TOTAL 44,055 4893.15 11

SHOULD BE 17,620 40

SCOREBOARD COMPILED MARCH 20, 1972