

A C O A Executive Board Meeting - December 16, 1957.

Present: Donald Harrington, Chairman; Nelson Bengston, Dorothy Dunbar Bromley, George E. Haynes, Elizabeth Landis, Frank C. Montero, Elliott Newcomb, Bayard Rustin, Adelaide Schulkind, George W. Shepherd, William Sorsby, Robert S. Trentlyon, Peter Weiss. Staff: George M. Houser, Gilbert Jonas, Catharine Raymond.

Declaration of Conscience: George Houser gave a brief report of some of the responses to the Declaration of Conscience, including accounts of action taken in many parts of the world as well as in this country.

Finances: Two finance reports were presented and accepted: one from Robert Trentlyon based mostly on actual income and on incurred expenses, and one from Catharine Raymond based on actual income and on actual expenditures. It was felt that the Trentlyon report was simpler and easier to understand, and it was agreed that this should go with the minutes.

Two reports from the finance committee were presented: a majority report signed by the chairman, Dr. Haynes, and by Robert Trentlyon and Phyllis Susskind; and a minority report signed by Nelson Bengston and William Scheinman; these reports had been sent out to the Board members prior to this meeting. The discussion revolved around a possible contract with Oram, Inc., for 1958; it was pointed out that the actual amount of the budget will depend on whether such a contract is signed.

The main arguments in favor of signing the contract follow:

1. During the past year the ACOA has received wonderful help from the Oram organization. The mailing list has expanded more than it was estimated.
2. Without the Oram help the Board members would have to do a great deal more about fund-raising than they have done in the past.
3. Non-fund-raising aspects of our relationship with Oram have been fully as valuable as the fund-raising aspects.
4. Everyone agreed heartily that Gilbert Jonas, who has been working on the account part-time, has done an excellent job, along with others on the Oram staff who have helped, especially his secretary, to whom the Board felt we owed a special vote of thanks.

The main arguments against signing the contract follow:

1. Though Oram is recognized as one of the best men in the country on mail appeals, it might be better not to receive such a high percentage of our income from mail.
2. The estimates of how next year's money would be raised were thought by some to be too dangerous, and the percentage of expenses too high.
3. It was felt that although the Oram services were valuable they cost too much in our present circumstances.
4. There was feeling that there would be better coordination in the work

of the Committee if fund-raising was done by the staff; that as long as we were under contract to Oram we would not be adding to our staff and that this was not healthy.

5. Although the mailing list has grown phenomenally over the past year, it was felt that now we should be adding to our program rather than to the mailing list, and that for this we needed new staff; that George Houser had been spending too much time on fund-raising and not enough on program.

6. Though we have just passed through a very lucrative period we are badly in debt, with no prospects of getting out under the present arrangement.

The finance committee recommended trying to negotiate a 1958 contract with Oram, Inc. Adelaide Schulkind had left before the vote, as had William Sorsby. Sorsby, however, had left an affirmative vote. Also Phyllis Susskind had stopped in at the beginning of the meeting just long enough to write a note voting affirmatively. It was ruled by the Chair that these in absentia votes should count, as also William Scheinman's negative vote. The vote was 6 to 7 against negotiating a contract, but the Chair cast an affirmative vote, deadlocking the issue. The Chair ruled that the present contract will be allowed to lapse unless the Board reverses this in a subsequent meeting before December 31. A meeting was set for Monday, December 23.

George Houser suggested saving money by attempting for the next few weeks or months to raise money with the present staff. However, this was not felt to be sound procedure, and a personnel committee consisting of Peter Weiss, chairman, Nelson Bengston, and Elliott Newcomb was appointed to explore alternatives.

FINANCE REPORT
November, 1957

	<u>INCOME</u>	<u>EXPENSES</u>
GENERAL INCOME:		
Contributions:		
Mailings:	5,471.97	3,606.61
Other	219.90	
Income through foreign exchange	<u>.67</u>	
	5,692.54	
 ADMINISTRATION AND OVERHEAD EXPENSE:		
Rent	250.00	
Salaries	1,238.94	
Additional office help	61.35	
Postage	142.00	
Petty cash	26.44	
Electricity	14.35	
Telephone and telegraph	95.70	
Fund-raising fee	1,000.00	
Lists and reg. add.	12.80	
Stationery and supplies	26.68	
Interest on loan (approx)	<u>15.50</u>	
		2,883.76
 PROGRAM:		
South Africa campaign	1,089.48	
Public relations fee	1,000.00	
Africa Today	703.35	100.80
Literature		27.20
South Africa Defense Fund	<u> </u>	<u>533.88</u>
Overhead		<u>2,792.83</u>
	6,354.42	9,283.20

NET WORTH
November 30, 1957

Accounts Payable	7,390.54
Long term bank loan	<u>2,832.30</u>
TOTAL DEBT	10,222.84
Cash	<u>1,857.98</u>
NET DEBT	8,364.86

Robert S. Trentlyon
Assistant Treasurer