

873 Broadway
2nd floor south
New York, N.Y. 10003
October 30, 1970

TO ALL BRANCH ORGANIZERS AND FINANCIAL DIRECTORS

Dear Comrades,

October 1970 Financial Notes

Several branches spoke to us at Oberlin about obtaining an edited version of the Militant slide show to be shown with sound track at banquets this fall or winter. The final stages of editing the show are now being done and it should be ready for use by early November. The edited version of "How The Militant Is Produced" will run about 30 minutes and could be a good basis for a fund pitch at your next banquet. Let us know well in advance if you want to borrow the show since there is only one copy of it available. The charge for borrowing it will be \$1.00 to cover postage and handling.

* * *

Branch leaderships that are thinking about tuning up the financial functioning of the various branch departments should keep in mind the findings of Boston and the Twin Cities on how bookstore functioning relates to branch finances. Boston reports that their bookstore with \$600/month sales can pay \$50/month rent to the branch plus increase their stock at the rate of \$100/month. Their bookstore has no staff expenses and does this amount of business though it is not a storefront operation.

Twin Cities has found a similar situation to be true: with \$300/month business they estimate they can pay \$25 or more rent per month to the branch.

* * *

We are enclosing a copy of the Detroit branch's working budget. The approach Detroit has used of comparing their projection with actual performance each month and then redrawing the budget for the following month on that basis seems to be working out well for them.

We think that it's especially good to keep an eye on the "break even" departments in the branch budget as Detroit does to see if they really do break even or not. These "break evens" are one place where a number of branches slip into a financial hole. Bringing the facts on their functioning to the attention of the membership each month should give us a more realistic view of how they are doing. It's perfectly okay for a branch to consciously decide to subsidize their election campaign \$100 a month, for example. The key to it lies in consciously deciding to do it rather than assuming the campaign will "break even" and then finding out after the fact

that the branch is left assuming a large debt for the campaign that hadn't been planned on.

* * *

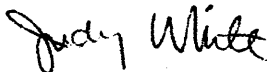
The debt of branches to the national office has risen during October from \$10,350 at the end of September to \$12,096. A survey of the branches' performance on sustainers to the national office shows that the only branches which are paid up with no sustainer arrears to the party as of the end of this month are Austin, Boston, Cleveland, Detroit, Portland, and Washington, D.C.

In addition, Denver, Oakland-Berkeley, San Diego and Seattle have not sent in a single payment on their sustainer during this month.

In a period of party activity such as we are in now, we need conscious direction from the branch leadership to deal with this kind of situation. Faced with a downturn in branch financial functioning, the leadership must at a minimum immediately take steps to prevent further deterioration of this underpinning of our functioning.

A step that has been taken in some areas to turn the tide has been the decision to place priority on keeping current each month with the major financial obligations of the branch to The Militant, ISR, Pathfinder and the N.O. Close supervision of the day-to-day financial functioning in the branch by the collective leadership is necessary to successfully meet this goal, but, if such a step is taken in time, it can help halt a downward trend and give the leadership time to work toward solving the larger problem of eliminating back debts.

Comradely,



Judy White
National Financial Director

COPY

COPY

COPY

SEPTEMBER PROJECTION:

ACTUALITY

Income

1088.00	sustainer
10.00	kitchen
<u>1098.00</u>	

1124.00	sustainer
31.68	kitchen
<u>1145.68</u>	

Militant	} break even??	1.34	profit
ISR		2.91	deficit
Forum		41.92	profit
Election Campaign		<u>102.77</u>	deficit
		<u>62.42</u>	deficit

Expenses

400.00	NO sustainer
60.00	rent
200.00	YSA organizing expense
200.00	campaign organizing exp.
50.00	phone
12.00	electric
20.00	paper
15.00	postage
<u>957.00</u>	

440.00	Sept, sustainer
100.00	rent
200.00	YSA organizing expense
200.00	campaign organizing exp.
47.71	phone
12.67	electric

22.00	postage
<u>1022.38</u>	

.....

OCTOBER BUDGET PROJECTION:

Income

1352.50	sustainer
20.00	kitchen
60.00	forum
<u>1432.50</u>	

ISR	} break even??
Militant	

1432.50	in
1298.00	out
<u>134.50</u>	excess

Expenses

465.00	NO sustainer
120.00	rent
250.00	YSA organizing expense
250.00	campaign organizing exp.
13.00	electric
50.00	phone
25.00	postage
25.00	paper
100.00	election campaign
<u>1298.00</u>	