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New York, N.Y. 10014  
January 2, 1970

TO ALL FINANCIAL DIRECTORS AND BRANCH ORGANIZERS

Dear Comrades,

December 1970 Financial Notes

Several areas that are just beginning to tool up their regional work have asked for information on how branches and locals that have been doing regional work extensively have organized the finances for this work. It would be useful for next month's Notes to have some brief reports from branch financial directors on the particulars of how their branch has organized it. In some areas, comrades make a pledge to the work over and above their pledge to the branch or local. For instance, in the Bay Area, each branch and local pledges \$10/week to the regional apparatus plus each at-larger pledges \$1/week. This provides a minimum financial base for the work which is then augmented with honoraria and contributions obtained by the regional traveller. In this way the Bay Area has been able to sustain a comrade fulltime doing regional work -- a norm all branches want to work toward.

An important aspect of regional work in the areas where it has been successfully maintained is that it is viewed as a joint financial as well as joint political responsibility of the party and YSA. In discussions held during the course of the YSA convention, branch organizers and financial directors pointed to two mistakes that can be made in carrying out regional work. On the one hand, it is a mistake for a branch to view regional work as strictly YSA work -- politically directed and financed by the YSA alone. This approach cuts across the whole perspective we have for the party moving out into new geographical areas. Another mistake has been for the branch to take total responsibility for this work though the logical cadres to carry it out and the campuses we work on indicate the role the YSA locals can play in regional work. Though the branch may have to advance the initial funds to the regional committee, the perspective in branches that have been doing regional work is to make the regional committee close to self-sustaining as a financial unit.

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Houston and Austin have found it useful to include in their regular monthly budgeting a small amount for tour quotas. As the branch organizer in Austin reports, "Some months, of course, we will have no tour quotas while other months we will; the budget is set up to build up a reserve against tours that may occur at any time." This is a practice that other branches may want to institute. Now that the national apparatus of the party has expanded, we will be able to have more regular, on-the-spot consultation between the branch leadership and the leadership in the center through these tours -- many of which are strictly internal with no time scheduled for the branch to plan a public meeting to raise the tour quota.

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We noticed that with the end of the state election campaigns, many branches discussed the ways to transfer campaign levies comrades had been paying into the regular sustainer pledges to the branches.

It is a good idea to try and persuade comrades to continue making this increased contribution to the work of the revolutionary party, but it is unconstitutional to pass notions making it obligatory for comrades to contribute this money to the party. The only minimal financial obligations for membership in the party are \$2/month dues, \$1 initiation fee and convention assessments. The key to converting campaign levies into part of a comrade's sustainer pledge is to motivate politically and convince the comrades to voluntarily make this increased financial commitment.

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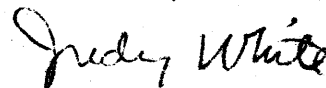
Last month's Notes pointed out the importance of devoting attention to the collection of the sustainer pledges comrades make for the carrying out of the work of the party. One way of making this point that has been used in Austin is to draw up comparative charts on the actual pledge income and what could be done if all comrades paid their pledges promptly and in full. Charts have been prepared showing the allocation of sustainer income on a per capita basis (pledged and actuality). The branch organizer reports, "I thought if we could present the visual chart in this way, we could tell the members, 'If you paid your pledge promptly and in full, see: we could raise our n.o. sustainer to \$6 per cap/mo, we could contribute the requested \$2 per cap/mo for regional, we could fix up the headquarters, more adequately supply our office, build up an emergency fund, etc.'"

Any devices that can break down our financial needs into smaller, more concrete units for each comrade tend to make more of an impact than having comrades consider only the total budget of which their individual contribution makes up a small part. We have to continually impress on comrades the role of each member's contribution to the functioning of the party. That is the bedrock of our day-to-day work.

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The national office is in the process of opening a new bank account because we moved. From now on, financial directors should make out checks and money orders to "National Office SWP" to ensure proper crediting to our account.

Comradely,



Judy White  
National Financial Director