

ACCION International

April 1, 1966

TO: THE BOARD OF DIRECTORS
FROM: EXECUTIVE DIRECTOR
SUBJECT: REPORT ON ACTIVITIES OF ACCION INTERNATIONAL
FOR FIRST QUARTER OF 1966 - JANUARY 1 - MARCH 31, 1966

- I. BOARD OF DIRECTORS MEETING
- II. BRAZIL
- III. VENEZUELA
- IV. ADMINISTRATION
- V. RECRUITING
- VI. FUND RAISING
- VII. BLATCHFORD'S ITINERARY
- VIII. REQUESTED BOARD ACTION

ATTACHEMENTS:

- A. Report on Survey Trip to Brazil
and Project Proposal - J. H. Blatchford
- B. Recruiting Report - J. A. Losty
- C. Administration Report - K. D. Weiss
- D. Fund Raising Report - W. B. Crossley
- E. 1965 Audit - Price Waterhouse & Co.

I. BOARD OF DIRECTORS MEETING

The Board met during the first quarter on January 26th. An operations budget of \$150,773 was approved, plus an expenditure of \$3,850 to bring the top Venezuelan workers to the States for three weeks during the first half of 1966.

The Executive Director was authorized to make a survey trip to Brazil. The budget for a pilot project there was approved, with the provision that the funds were not to be expended until the Board has seen and approved the pilot plan.

A fund raising goal was set at \$200,000 for 1966 campaign.

Milton Rose officially joined the Board of Directors. Berent Friele's name was also recommended. The Executive Director has Mr. Friele's permission to submit his name officially at the next Board Meeting.

The next Board Meeting is set for June. Members will shortly receive notice of the exact date.

II. BRAZIL

My survey trip to Brazil - January 30th to February 13th - left me very impressed with the interest shown by Brazilian and American executives in launching and supporting an ACCION program in Brazil this year.

I will return to Brazil on April 9th to help set up the program. It was unfortunate that a Board Meeting could not have been arranged before my announced return since I will have to make commitments for ACCION International on furnishing people to the new Brazilian organization and I will need Board approval. I will talk with some of you individually on the phone about this before I leave. The copy of the report is attached.

III.

VENEZUELA

- A. 1965 Results: More than 5,000 self-help projects were organized. This brings the 1964-65 total to over 10,000 projects. As for the multiplier effect of materials and supplies donated to the barrio projects by government and industry, the value of donations increased by 68% in 1965, making the 1964-65 total \$1,275,000 in donations in kind and in services to the barrio projects. Half was supplied by the barrio people themselves, one-quarter by private companies and one-quarter by the local government.
- B. Oil Meeting: ACCION EN VENEZUELA Board called a meeting of the presidents of the oil companies on March 7th. A request was made for a development grant of Bs. 1,250,000 over four years to cover operating needs during this period of growth and institutionalization.

In addition, the oil companies were asked to increase their contributions to the program by 16% each year to keep pace with the growth of the movement and with the increased contributions of other sectors such as foreign non-oil companies (47% last year) and the Venezuelan companies (27%). The oil industry did not increase last year.

A plan and survey, complete with aerial photos, was also presented as a proposed project based on self-help, to completely remodel two Caracas barrios. This would represent the contribution of the oil companies to the 400th Anniversary of Caracas next year.

- C. Film: The 25 minute color film on ACCION EN VENEZUELA is finished, and copies are available in 16 mm in Spanish. The English sound track will be available in about six weeks.
- D. Special Projects Department: Small industry program - Professor Jacob Frankel of UCLA has agreed to spend four months with ACCION EN VENEZUELA in Caracas setting up the small industry development program. Harvard and Dartmouth Business School graduates are being recruited to work with Professor Frankel in making feasibility studies and launching the pilot industries.

We are currently looking for grants to cover the salaries of these Business grads and a stipend in dollars for a man to run the Projects Department under Frankel's guidance. One difficulty is that the graduates are available in June. I didn't think it would be difficult to get the grant, but I have to decide on the applicants before receiving a decision on the grant. Therefore, I am requesting authorization from the Board to commit up to \$4,000 from ACCION International to help Venezuela finance the business students this year. If we lose this opportunity, we have to wait a year for the next graduating class. This would make Frankel's visit for four months this summer almost useless, since there would not be people to follow through.

If the grant is received as expected, it will cover the students, and ACCION International will be reimbursed.

IV. ADMINISTRATION

The balance at the end of the first quarter reads as follows:

Income	\$56,926.50
Expenditures	\$37,019.78
Balance in bank as of April 1, 1966 (including January 1st balance)	\$25,895.14

Expenditures for the first quarter are slightly under the amount budgeted.

See attached Administrative Report and 1965 Audit.

V. RECRUITING

North American recruiting has produced 65 completed applications.

The department is at full force; as this is the peak season, many

more applications are expected in the next six weeks. There are now full-time people recruiting in the West, Midwest, New England, and New York.

Orientation is scheduled for June 20 through July 8 at Fletcher School of Law and Diplomacy in Medford, Massachusetts. Requests have been submitted to foundations in the Boston area for \$12,000 to cover all costs of orientation.

Great Britain: The Assistant Director of Graduate Service Overseas of the National Union of Students, (ACCION International's recruiting arm in Great Britain) visited ACCION EN VENEZUELA in January. People are currently being recruited to go to Venezuela this summer. The Executive Director will go to Great Britain from May 22nd to May 28th, to give recruiting talks and interview candidates.

Continent: There are several countries in Europe which have volunteer service organizations. They have received requests for field workers in vocations training and small industry promotion from ACCION EN VENEZUELA. Those that respond favorably will be visited by J.H. Blatchford during the week of May 30th-June 4th.

Spain: Several of ACCION International's sponsors and friends have suggested that ACCION International seek recruits and financial backing in Spain. Mr. Thornton, President of The Lummus Company, which is building the Esso Refinery in Spain, and Mr. Nicholas Duke Biddle, whose cousin is the present U.S. Ambassador, are both certain that Spain's present economic boom is causing Spain to look abroad for greater contact. There persists

an intense desire to improve the Spanish image in Spanish-American countries and a great fascination by Spaniards to go to Latin America. We have received one application from Madrid which looks good. I plan to go to Madrid for one week, June 5-12, to interview candidates, give talks at the University and before private groups, and seek financial backing for various special projects in Venezuela. I would appreciate it if any Board members who have plants or offices in Spain would write to the respective managers and inform them of my trip. Please send a copy of your letter to the New York office. I will have the film in Spanish with me.

VI.

FUND RAISING

The income from fund raising is considerably ahead of income at the same time last year. \$53,511 has been received from twenty-one companies and from the Scaife Family of Pittsburgh, which made a contribution of \$15,000, toward general operations of ACCION International. However, almost all the income comes from contacts made last year and from Board Member's companies. Many new contributions have been made, but only \$4,300 has been received from contributors contacted this year. Because of a greater budget and new commitments to Brazilian operations this year, we will depend heavily on contributions from new contacts. I strongly urge Board Members to make follow-up calls and letters to new prospects in hopes of getting favorable decisions in the second quarter. The

attached report and lists by Mr. Crossley give a breakdown on all pending requests. Your help is both needed and appreciated.

A series of foundation proposals are being prepared and will soon be submitted with accompanying letters from Board Members. Mrs. M. J. Noldø has been employed as the new Assistant to the Director. Mrs. Noldø has the professional background and experience that ACCION International needs to expand our activities in the foundation field.

VII. BLATCHFORD'S ITINERARY

April 10 - May 21	Rio/Sao Paulo
May 22 - 27	London
May 28 - June 3	Continent
June 4 - 10	Madrid
June 11 - July 9	New York and East Coast

VIII. REQUESTED BOARD ACTION

1. Authorization to make commitment to Brazilian organization to send ACCION International field workers and staff to Brazil this year. The expenditures will not exceed the \$40,186 already approved for 1966.

2. Authorization to commit up to \$4,000 for helping small business program get started in Venezuela.
3. Follow-up calls and letters to new contacts for 1966 fund raising campaign.
4. Letters to Brazil and Madrid to subsidiaries or other contacts of Board Members introducing ACCION and introducing me.