

FILE  
COPY

ACCION International

MEETING OF THE BOARD OF DIRECTORS

Tuesday, January 25, 1966

12:30 P.M.

AGENDA

Discussion of Minutes of Board Meeting of November 30, 1965

ACCION International Relations with ACCION EN VENEZUELA

Administrative and Legal Matters:

Employee Benefits

New York State Unemployment Insurance

Banking

Budget for 1966

Fund Campaign for 1966

Expansion of Board of Directors

Brazil

1/21/66

Copies of the attached sent to the following:

Messrs. Kendall  
Delafield  
de Rosso  
Fenton  
Gross  
Lindsay  
Rockefeller  
Seybolt  
Sims  
Wilkinson  
Mendez-Capote  
Inglis  
Rose

File  
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Arturo Pardo )  
Sue Beach ) Caracas

James Hunt London  
(plus Kennedy publicity)

Guillermo Espinosa  
Caracas (AEV)

To: Board of Directors - ACCION International

From: Joseph H. Blatchford

Date: January 20, 1966

In anticipation of next Tuesday's Board of Directors Meeting, I am submitting the following summary of operations for your consideration. This will be brief, since a more extensive report on activities in the last half of 1965 was sent to you for the November 30, 1965 meeting.

I Venezuela

The fund raising drive raised Bs. 325,000 more than in 1964. However, the drive still fell short of meeting the budgeted needs to cover expenses. The organization had to draw on 1966 income to cover December expenses.

At present there are discussions being carried on by the oil companies about a possible merger with IVAC, another community action organization working in the countryside, whereby ACCION EN VENEZUELA would take over the operations of IVAC and in return receive a far greater support from the oil companies. At present 95% of IVAC's support comes from the oil companies, whereas only 27% of ACCION EN VENEZUELA's funds come from the oil sector. The oil companies comprise 70% of the Venezuelan economy.

Field operations are going well. There are 90 full time community workers in the field; the majority of them Venezuelan. There are 43 non-Venezuelans who have been placed there by ACCION International. This year the Executive Committee has decided to concentrate on one or two barrios in each zone and make them "model communities", expanding and intensifying the work already being carried on there. As a tribute to the 400th anniversary of Caracas, a group of oil companies are seriously considering donating around one million dollars (\$1,000,000) to ACCION EN VENEZUELA to completely renovate, through self-help and community action, two barrios in Caracas.

The two pilot technical training centers will soon be completed and a plan calls for ten a year for three years, to have initial impact as a demonstration project throughout the country. ACCION EN VENEZUELA is therefor seeking help of ACCION International in getting foundation support and specialists and experts to set up and staff some of the centers. An agreement has been reached for the Venezuelan Government to buy the services of those trained by the center, so that each center will be self-supporting after the first year. Machinery is also needed for the centers. Detailed requests and specifications will be forthcoming from Caracas,

II Argentina

I feel that there is further need for ACCION International to clarify its policy toward giving assistance to C.A.B.E.

This policy was discussed at the last Board Meeting, but I feel it should be determined, clearly stated and added to the minutes. As I understand it, C.A.B.E. is seeking, through the discussions the C.A.B.E. President had with Mr. Wilkinson last November, ACCION International's assistance in fund raising in the U.S., among American companies. There was a feeling in the ACCION International Board that we should not actively solicit funds for the Argentine program unless a definite agreement can be reached between ACCION International and C.A.B.E. as to ACCION International's participation. Until that time, ACCION International offices and directors can give out information on C.A.B.E. and pass on contributions received, but should not actively seek support from here.

We have, however, continued to correspond and have sent them promotion materials and fund raising advice.

III Brazil

Since the Board decision on November 30, 1965 to explore all possibilities toward setting up an organization in Brazil, I have contacted several people with the following results. In Washington I spoke with Jack Vaughn, Assistant Secretary of State for Latin America and with Walt Rostow, U.S. Ambassador to the Committee for the Alliance for Progress. I also talked with the Brazilian desk officer. All felt that the time is ripe for beginning a program there. Most emphasized the need for a program in Rio de Janeiro and also felt that this was the place where a program would have the most impact on a pilot base.

I spoke with Berent Friele, the personal assistant to Nelson Rockefeller, a long time resident of Brazil and former Director of I.B.E.C. He has been helpful in opening doors in this country to people of influence in Brazilian affairs. I met with a Brazilian Senator and a United Nations Delegate. I also talked in Toronto with the President of Brazilian Traction, Light & Power, Brazil's largest foreign company. The Senator and U.N. man stressed the need for work in Sao Paulo and the growing industrial complex between Sao Paulo and Rio. This is also the area of operation of the Brazilian Power Company and they pledged their full support for my trip and offered all facilitative help. All parties I have talked with agreed the moment is ideal for getting Brazilians into community action work in the favelas, through an ACCION program.

I will depart for Rio on January 29th to spend two weeks in Rio and Sao Paulo. After that I will return to New York to give a full report and make recommendations. I would appreciate it if each Board Member would write to contacts or local subsidiaries in Rio or Sao Paulo, informing them of ACCION and of my trip to Brazil, and asking for their cooperation.

## IV

Europe

The Assistant Director for the agency in Great Britain responsible for sending volunteers overseas, recently visited Venezuela to see ACCION EN VENEZUELA and talk with the British field workers. Great Britain plans on sending more people this year for community action work and also specialists to work in the training centers. Britain pays travel of the person and ACCION EN VENEZUELA pays expenses within the country.

The agency in Holland that sends people abroad has been reorganized and has written us again of their interest in sending people to work in Venezuela in starting small industries.

Germany has repeatedly promised to send a team to Venezuela. The group was to arrive in November, but there has been no word from them and no one has seen them. This is one in a series of organizational difficulties that we have encountered in dealing with the German agency. The government has sent staff members on two different occasions to visit ACCION EN VENEZUELA and each time promised to send highly qualified workers, but without results.

We are presently writing to make requests of European agencies and sending them recruiting materials. We are in touch with over 200 agencies in Europe. I will go to Europe in May for two weeks to give talks and make final selection of candidates and to make arrangements for cooperation in the future.

## V

U.S. Recruiting

We have set our tentative goals for 1966 for 25 field workers for Venezuela and 25 for another country. I would appreciate Board comment and approval on these goals. They are, of course, dependent on arranging a program in Brazil or another country.

## VI

Financial Report

A full time accountant, Mr. Roy Thwaite, has been hired and is currently preparing the books for an audit to be done by Price Waterhouse & Company.

ACCION International began the year with approximately \$6,200 in the black.

## VII

U.S. Fund Raising

The 1965 campaign netted \$105,139 in cash contributions, plus 40 air tickets, round trip to Caracas, and donations in kind in materials and supplies, furniture, etc. Our goal had been \$105,000. \$56,585 was raised from corporations. Key foundation grants were responsible for 43% of the income, the major one coming from the Donner Foundation. Bill Crossley, in his seven months in the United States, has made 123 personal calls and written a slew of letters of introduction for the Board Members to sign and letters of follow-up to his visits.

VIII 1966 Budget for ACCION International

I am submitting for your attention a budget of \$150,773 for operations of ACCION International during the year, including air transportation. Special projects are also budgeted and total \$1,024,306.

IX Special Projects and Grants

I would appreciate comments and approval on bringing four of the most successful and dedicated Venezuelan field workers to the United States next month for three weeks. This will bring great new horizons to the Venezuelan corps. They will get a chance to meet the staff of ACCION International, help in recruiting by giving talks at the Spanish Departments, and see other projects in this country. They will return to Venezuela for the national convention the last week in March in time to report on their trip. The cost will be about \$3,800 but I believe it will be a tremendous boon to the Venezuelan program.

X Fund Raising Campaign 1966

I believe we should set a goal of \$200,000 to cover operations and preparation for a Brazilian project, and allow us a small cushion into 1967. I feel we must be able to count on corporations to support the majority of this, especially if we are to begin operations in Brazil this year, a country with heavy foreign investment.

Bill Crossley has made a Master List of U.S. companies doing business in Latin America, especially those operating in Venezuela and Brazil. Your assistance in contacting these companies and other possible sources of financial assistance will be essential to the success of the 1966 campaign.

ACCION International

1966 Budget

Operations:

Recruiting	\$68,698	
Project Development, Information, Fund Raising, Public Relations, Administration	65,835	
International Travel	<u>16,240</u>	
Total Operations		<u>\$150,773</u>

Special Projects:

Brazilian Project	\$40,186	
Technical Training	914,270	
Small Industry	60,000	
Venezuelans to U.S.	3,850	
Miscellaneous	<u>6,000</u>	
Total Special Projects		<u>\$1,024,306</u>

Recruiting

	<u>National Office (New York, N.Y.)</u>	<u>Cambridge Office</u>	<u>California Office</u>	<u>TOTAL</u>
Salaries	\$ 17,200	\$ 10,800	\$ 9,300	\$37,300
F.I.C.A. Tax	348	326	304	978
Travel and Entertainment	1,900	2,600	1,550	6,050
Furniture and Equipment	280	270	490	1,040
Telephone and Telegraph	1,500	1,000	700	3,200
Postage	1,000	600	300	1,900
Office Supplies	1,050	400	400	1,850
Promotion and Publicity material	1,000	1,000	400	2,400
Rent	1,200	960	600	2,760
Electricity	40	100	100	240
Reproduction	400	500	150	1,050
Maintenance	60	250	250	560
Insurance	10	-0-	-0-	10
Orientation	7,800	-0-	-0-	7,800
Disability	40	-0-	320	360
Special Recruiters (2) - 4 weeks	<u>1,200</u>	<u>-0-</u>	<u>-0-</u>	<u>1,200</u>
Total Recruiting	<u>\$35,028</u>	<u>\$18,806</u>	<u>\$14,864</u>	<u>\$68,698</u>

Project Development, Information, Fund  
Raising, Public Relations, Administration.

International Travel

Employee-related Expenses:

Salaries	\$45,590	
FICA taxes	2,350	
Compensation and Disability	195	
Extra Secretarial help	400	
Moving Vice President for Recruitment	<u>1,000</u>	
Total Employee-related Expenses		\$49,535

Office Expenses:

Furniture and Equipment, purchase	\$ 1,200	
Furniture and Equipment, rental	140	
Telephone and Telegraph	2,100	
Postage	800	
Office supplies	1,100	
Rent	5,100	
Electricity	160	
Reproduction	700	
Cleaning and waxing	360	
Insurance	40	
Miscellaneous	<u>200</u>	
Total Office Expenses		\$11,900

Public Relations:

Printing and mailing brochure	\$ 560	
Printing and sending Christmas cards	200	
Printing and sending Newsletters	<u>840</u>	
Total Public Relations		\$ 1,600

Domestic Travel and Representation	\$ 2,800	
Total Project Development, Information, Fund Raising, Public Relations, Administration		<u>\$65,835</u>

International Travel:

Transportation of foreign workers to and from Caracas (\$180.00 X 65)	\$11,700	
Visits to CAEE and AEW by ACCION International staff members	3,640	
Blatchford trip to Europe	<u>900</u>	

Total Cost of International Travel		<u>\$16,240</u>
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## Special Projects

### Preparation for Brazilian Project:

Blatchford travel to and in Brazil (3 trips, 20 days each)	\$ 2,961	
Orientation	2,000	
Language Training	5,400	
20 tickets (1-way) to Rio de Janeiro	6,600	
Translation of training materials	1,400	
Partial salaries of non-Brazilian advisors (15 advisors X \$200.00 X 6 months)	18,000	
1-way tickets for advisors	<u>3,825</u>	
Total Cost of project		\$ 40,186

### Establishing 10 Technical Training Centers in Venezuela:

Equipment, tools, furniture, etc.	\$ 266,600	
Construction of Buildings	222,200	
ACCION special workers (10)	45,550	
ACCION general workers (20)	82,200	
Instructors salaries and benefits	240,000	
Consumer materials and supplies	22,200	
Administration and Maintenance	<u>35,520</u>	
Total cost of program		\$914,270

### Providing 10 Fellowships for U.S. School graduates to work in Venezuela:

Recruiting, selection, orientation	\$ 2,000	
Transportation and incidentals	4,000	
Language and Community action training	2,000	
Maintenance in Venezuela ( \$400.00 x 10 workers x 12 months)	48,000	
Transportation in Venezuela	<u>4,000</u>	
Total cost of program		\$ 60,000

### Bringing four Venezuelan Field Workers to the United States:

Intrnl transportation and incidentals	\$ 1,600	
Reception upon arrival	300	
Transportation in United States	320	
Living expenses (4 X \$16.00 X 20 days)	1,280	
ACCION International staff member	<u>350</u>	
Total cost of program		\$ 3,850

Miscellaneous special grants  
(as authorized by Board of Directors) \$ 6,000

Total cost of Special Projects \$1,024,306

ACCION INTERNATIONAL  
CONTRIBUTORS - 1965 PROGRAM

A. <u>Contributions (\$500 or more)</u>		
American Can Company Foundation	\$1,000	
American & Foreign Power Company, Inc.	1,000	
Anonymous Foundation	1,000	
Arthur Anderson & Company	750	
Mary Reynolds Babcock Foundation, Inc.	5,000	
Chesebrough-Pond's International Ltd.	1,000	
Continental Can Co., Inc.	1,000	
Corn Products International	1,000	
Council for Latin America	2,500	
William H. Donner Foundation, Inc.	25,000	
Bradford M. Endicott	1,000	
Ernst & Ernst International	500	
First Federal Savings & Loan Ass'n. of Puerto Rico	625	
Ford Motor Co.	2,500	
General Foods International	2,000	
General Motors Overseas Operations	2,500	
General Services Foundation	2,000	
The Gillette Company	1,000	
Haskins & Sells	750	
J.M. Huber de Venezuela	500	
I.B.E C.	2,250	
IBM World Trade Corporation	1,000	
Int'l Flavors & Fragrances Foundation, Inc.	500	
International Harvester Co.	1,500	
Johnson & Higgins	500	
Koppers Co., Inc.	1,000	
Carl M. Loeb, Rhoades & Co.	500	
Lummus Company	750	
Carl Marks Foundation	1,000	
Merck Sharp & Dohme International	1,000	
Mobil Latin America, Inc.	2,000	
New York Foundation	2,500	
Oberlin College	660	
The Ottinger Foundation, Inc.	750	
PepsiCo., Inc.	4,900	
Pfizer International, Inc.	4,000	
Price Waterhouse & Co.	1,200	
Public Welfare Foundation	5,000	
Puerto Rican Cement Co., Inc.	1,000	
Quaker Oats Co.	500	
Bennie C. Reagan	1,200	
Barbara O. Rockefeller	1,000	
Rodman C. Rockefeller	1,000	
Rockefeller Brothers Fund	3,000	
Rockwell Manufacturing Co.	500	
Schering Foundation, Inc.	500	
Smith Kline & French Laboratories	1,000	
Standard Oil Company (N.J.)	5,000	
The Tinker Foundation	1,000	
U.S. Steel Foundation	2,500	
Louis B. Warren (Homeland Foundation)	500	\$102,335
B. <u>Miscellaneous (Less than \$500)</u>		
		2,804
<u>Total</u> .....		<u>\$105,139</u>

over...

ACCION INTERNATIONAL  
CONTRIBUTORS TO DATE - 1965 PROGRAM (Con'td)

C. Contributions in Kind

Delta Air Lines, Inc. )	10 passages
Pan American World Airways)	10 passages - U.S. - Venezuela - U.S.
VIASA Air Lines	20 passages
Wm. Underwood Co.	1 passage
Standard Oil Company (N.J.)	Office Furniture and Equipment
PepsiCo. Inc.	Furniture
Mobil Latin America, Inc.	Office Equipmngt

Reproduction Work:

Standard Oil Company (N.J.)  
 Corn Products International  
 Pfizer International, Inc.

ACCION INTERNATIONAL  
PUNDING 1963-65

	<u>1963</u>	<u>1964</u>	<u>1965</u>	<u>Total</u>
American Can Foundation	\$2,000	\$2,000	\$1,000	\$ 5,000
American & Foreign Power Co.Inc.	1,000	1,000	1,000	3,000
Anonymous Foundation		1,000	1,000	2,000
Arthur Anderson & Co.			750	750
Mary Reynolds Babcock Foundation, Inc.			5,000	5,000
Bothlehem Steel Corp.	2,500	2,500	-	5,000
Borden Foods Co.	-	500	-	500
Chesebrough-Pond's Int'l Ltd.	-	-	1,000	1,000
A.E. Chew & Co.	-	1,945	-	1,945
A.B. Clark Foundation	-	500	-	500
Continental Can Co., Inc.	-	-	1,000	1,000
Corn Products International	-	-	1,000	1,000
Council for Latin America	2,500	-	2,500	5,000
Deering Milliken Foundation	10,000	1,000	-	11,000
Wm. H. Donner Foundation, Inc.	-	27,700	25,000	52,700
Bradford M. Endicott	-	-	1,000	1,000
Ernst & Ernst International	-	-	500	500
First Federal Savings & Loan Ass'n of Puerto Rico	-	-	625	625
Ford Motor Co.	-	1,100	2,500	3,600
General Foods International	1,000	-	2,000	3,000
General Motors Overseas Operations	-	1,500	2,500	4,000
General Services Foundation	-	-	2,000	2,000
The Gillette Co.	-	-	1,000	1,000
Albert Gordon Benevolent Fund	1,250	-	-	1,250
W.R. Grace Foundation	3,300	-	-	3,300
Haskins & Seils	-	-	750	750
J.M. Huber de Venezuela	-	-	500	500
I.B.E.C.	2,000	2,250	2,250	6,500
I.B.M. World Trade Corp.	-	1,110	1,000	2,110
International Flavors & Fragrances Foundation, Inc.	-	-	500	500
International Harvester Co.	-	1,000	1,500	2,500
Johnson & Higgins	500	500	500	1,500
Kenyon & Eckhardt, Inc.	-	500	-	500
Kidder Peabody	1,250	-	-	1,250
Koppers Co., Inc.	-	-	1,000	1,000
Carl M. Loeb, Rhoades & Co.	-	-	500	500
Lunnus Company	750	750	750	2,250
Carl Marks Foundation	-	-	1,000	1,000
Merck Sharp & Doame Int'l.	500	1,500	1,000	3,000
Minneapolis Milling Co.	1,000	-	-	1,000
Mobil Latin America, Inc.	-	1,650	2,000	3,650
New York Foundation	-	-	2,500	2,500
Oberlin College	-	-	660	660
The Ottinger Foundation, Inc.	-	-	750	750
PepsiCo., Inc.	3,300	4,900	4,900	13,100
Pfizer International, Inc.	-	2,500	4,000	6,500
Price Waterhouse & Co.	-	-	1,200	1,200
Public Welfare Foundation	6,000	4,000	5,000	15,000
Puerto Rican Cement Co., Inc.	500	1,200	1,000	2,700
Quaker Oats Co.	-	500	500	1,000

ACCION INTERNATIONAL  
FUNDING 1963-65 (Cont'd)

	<u>1963</u>	<u>1964</u>	<u>1965</u>	<u>Total</u>
Bennie C. Reagan	\$1,300	\$1,500	\$1,200	\$ 4,000
Barbara C. Rockefeller	1,000	1,000	1,000	3,000
Norman C. Rockefeller	1,500	1,500	1,000	4,000
Rockefeller Brothers Fund	7,000	5,000	3,000	15,000
Rockefeller Center, Inc.	-	1,500	-	1,500
Rockwell Manufacturing Co.	-	500	500	1,000
Schering Foundation, Inc.	-	-	500	500
Sinclair Venezuelan Oil Co.	-	500	-	500
Smith Kline & French Laboratories	-	-	1,000	1,000
Standard Oil of California	900	-	-	900
Standard Oil Company (N.J.)	-	3,125	5,000	8,125
Texaco, Inc.	-	500	-	500
The Tinker Foundation	-	-	1,000	1,000
U.S. Steel Foundation	2,500	2,500	2,500	7,500
Louis B. Warren (Homeland Foundation)	-	-	500	500
Miscellaneous Contributions - (Response to Reader's Digest Article)	893	-	-	893
Miscellaneous (Less than \$500)	<u>2,692</u>	<u>2,200</u>	<u>2,804</u>	<u>7,696</u>
<u>T o t a l s</u>	<u>\$57,125</u>	<u>\$83,020</u>	<u>\$105,139</u>	<u>\$245,284</u>

Percentage Increase

46%

27%

ACCION International  
Comparative Figure Analysis  
Funding 1964-1965

Corporations - Individuals \$500 and Up			
Statistical Classification	1964	1965	% Change
Number	28	41	+ 46
Cash Income	41,620	56,585	+ 37
% Total Cash Income	50	54	+ 8
Average Grant	1,480	1,368	-7
Foundations			
Statistical Classification	1964	1965	% Change
Number	6	10	+ 66
Cash Income	39,200	45,750	+ 15
% Total Cash Income	47	43	-9
Average Grant	6,533	4,575	-29
Miscellaneous Less than \$500			
Statistical Classification	1964	1965	% Change
Number	22	37	+ 68
Cash Income	2,200	2,804	+ 27
% Total Cash Income	3	3	0
Average Grant	100	76	-24
T o t a l s			
Statistical Classification	1964	1965	% Change
Number	56	88	+ 57
Cash Income	83,020	105,139	+ 27
Average Grant	1,480	1,193	-19