

ACCION International/AITEC
Board of Directors Annual Meeting
May 11, 1976

AGENDA

- A. President's Introduction
- B. Approval of Minutes of Board of Directors Meeting Of October 22nd.
- C. Election of Board of Directors
- D. Election of Officers
- E. Election of Executive Committee
- F. Financial Report
- G. President's Report on Executive Committee Activities
- H. Fifteenth Anniversary Comments
- I. Special Presentations

PROPOSED BOARD OF DIRECTORS

Paulo Ayres Filho
Edmundo Penna Barbosa da Silva
Roberto de Oliveira Campos
John C. Duncan
Berent Friele
Jarvis M. Freymann
Henry R. Geyelin
James Nelson Goodsell
James R. Greene
Robert C. Helander
Terry M. Holcombe
Walter Hunnewell, Jr.
Peter T. Jones
Thomas D. Lumpkin
B. J. McGill
Forrest D. Murden, Jr.
Hans Neumann
Crocker Nevin
Katherine Ockenden
Roderick O'Connor
Paul N. Rosenstein-Rodan
Roger D. Stone
Joaquín Tamariz

PROPOSED EXECUTIVE COMMITTEE

John C. Duncan

Jarvis M. Freymann

Robert C. Helander

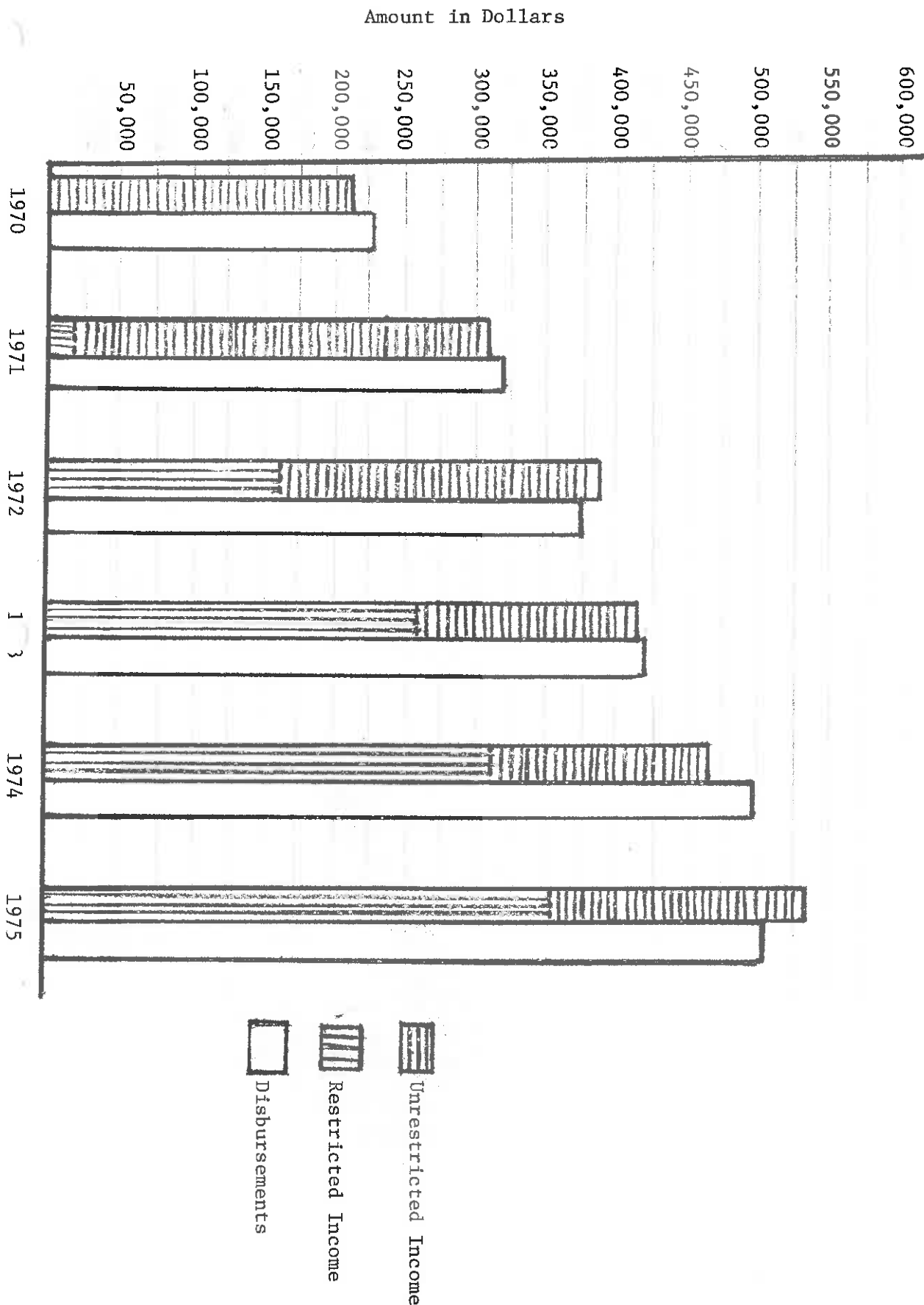
James R. Greene

Katherine Ockenden

Roger D. Stone

ACCION INTERNACIONAL/AITTEC
INCOME AND DISBURSEMENTS

1970 - 1975



PRESIDENT'S REPORT

Introduction

I am very pleased to see such an excellent attendance by both Board members and Special Guests. Instead of introducing all of you, I refer you to our guest list; I would only introduce those members who have come from Latin America: Joaquín Tamariz of Ecuador; Paulo Ayres and Frank Sa from Brazil; and Bruce Tippet is also up from Brazil.

This gathering is unusual for us -- first, it is not merely a meeting of the Board of Directors, but much more. We plan to move quickly through our business meeting to turn to focus on Brazil -- on ACCION's projects in that country as well as on the economic developments of Brazil. We want to stimulate discussion and I understand that the non-Board members have received some information on UNO in the past week.

Turning quickly to the business meeting:

A. The Board members have copies of the minutes of the past meeting of the Directors. Do I have a motion to approve the minutes?

B. Board of Directors: You also have before you a list of the proposed members of the Board of Directors for next year:

Paulo Ayres Filho
E. Penna Barbosa da Silva
Roberto de Oliveira Campos
John C. Duncan
Berent Friele
Jarvis M. Freymann
Henry R. Geyelin
James Nelson Goodsell
James R. Greene
Robert C. Helander
Terry M. Holcombe

Walter Hunnewell, Jr.
 Peter T. Jones
 Thomas D. Lumpkin
 B. J. McGill
 Forrest D. Murden, Jr.
 Hans Neumann
 Crocker Nevin
 Katherine Ockenden
 Roderick O'Connor
 Paul N. Rosenstein-Rodan
 Roger D. Stone
 Joaquín Tamariz

C. Election of Officers: We propose the following officers for 1976-77:

Chairman - Crocker Nevin
 Vice Chairmen - Paulo Ayres Filho
 Hans Neumann
 President - John C. Duncan
 Vice Presidents - James R. Greene
 Robert C. Helander
 Treasurer - Katherine Ockenden
 Secretary - Roger D. Stone

D. Election of the Executive Committee: We propose the following Executive Committee:

John C. Duncan
 Jarvis M. Freymann
 Robert C. Helander
 James R. Greene
 Katherine Ockenden
 Roger D. Stone

E. Financial Report: Kitty Ockenden, our Treasurer, will present the financial report.

F. President's Report on Executive Committee Activities: The Executive Committee has formally met twice since our October meeting of the Board of Directors. There have been a number of informal meetings in conjunction with our activities. I would like to summarize our actions: First, we have concentrated on fund-raising. As you know, the fall is the crucial time for fund-raising for the up-coming year. We have been active, exploring new corporate

supporters. We have had the valuable support of our new members, especially in expanding our base to other cities throughout the country.

Second, we decided to mark our 15th year anniversary with an award to one of our most distinguished Board members, Berent Friele. We have established the ACCION International Berent Friele Distinguished Service Medal to be given periodically by ACCION to recognize individual commitment to the socio-economic development of Latin America, the well-being of its peoples, and the improvement of inter-American relations. In his honor, we have invited the Vice President of the United States, Nelson Rockefeller, to present the medal to Berent this evening here at the Center. For this event we have had Berent's full cooperation and our committee's work was complemented by work by Forrest Murden, Jim Goodsell and Terry Holcombe. To them we offer our thanks.

Third, we have witnessed some staff changes in this period. Bill Burrus, who worked closely with us all, has left for Costa Rica, where he is now Evaluation Officer and Regional Coordinator. He will be working closely with John in providing even more follow-up to our programs. Hired to replace him in Cambridge was Liz Lyons, who already knows most of you through her funding visits. She has thus far been to Latin America twice for ACCION -- to Ecuador briefly and to Costa Rica.

Fourth, we have defined over this period our strategy for Venezuela. You will recall our discussion at the last full Board meeting. ACCION en Venezuela has suffered a dramatic cut in budget and is

continuing its work on a reduced scale. Following Hans Neumann's advice, we have proceeded to finish our current work. The Neumann Foundation will publish a book we've just finished on the employment status of women. The Neumann Foundation has agreed to pay for most of the costs of placing an AITEC person in Caracas, beginning in September. This person would: evaluate the Neumann Foundation and hopefully develop an AITEC project with the Government and private sector.

Fifth, we have continued to review operational progress in the field -- Mexico, Costa Rica, the Dominican Republic, Colombia and Brazil. It now appears certain that the Mexico project will be launched -- AITEC will provide short term technical assistance to the Mexico Development Foundation in rural small business development.

Sixth and last, we have approved a conservative budget for 1976, a balanced budget of \$484,304. I believe you have a copy of the summary of the budget -- listing income and expenses. This is assured income: there are several pending projects which, if they are approved, such as Mexico, will increase the total volume of the budget. But in these new project we project that income will balance with expenses.

Discussion.

Motion: to approve the action of the Executive Committee.

G. Special Presentation: I have the pleasure of introducing our main event of today. We have asked James Greene, Frank Sa and Paulo Ayres to say a few words about ACCION, UNO and Brazil. Our objectives are: 1) to inform our Board and the supporters of ACCION here present; 2) to stimulate discussion on the economic trends in Brazil; and 3) to have some feedback from you on ACCION's work. So, with that I turn the meeting over to Jim who will moderate the discussion.

H. Adjournment.

TREASURER'S REPORT

I direct your attention to the financial page of the Report on Activities. You will note two pie charts -- reflecting income and expenditures for 1975. ACCION has been able to maintain its strong unrestricted corporate and foundation support. Last year 59 corporations and individuals gave to ACCION in the U.S. Our largest foundation supporters were the Scaife Family Charitable Trusts and the Lilly Endowment. Last year for the first time ACCION received income directly from USAID -- accounting for 6% of our budget. This is a reflection of the Development Program Grant to fortify our programming and evaluation capability. Most of our funds were restricted for technical assistance contracts. The largest of these were financed by PACT, Private Agencies Collaborating Together, primarily in Brazil and Ecuador, and the Municipal Development Institute of Costa Rica. We are proud that we have a strong diversified funding base of corporations, foundations, contracts and U.S. government.

Four-fifths of our expenses were in Latin American projects, primarily in Costa Rica, Brazil, Ecuador, Colombia, Venezuela and Bolivia. Of the 8.5% of administration costs -- 3.5% are due to our continuing 10-year New York City lease on our old offices. Last year we lost approximately \$15,000 in this, but since we have been able to sublet the space, we will reduce the loss substantially this year.

On the next pages of the report you will note the financial picture for 1975, prepared by Price Waterhouse. Total income last year was \$532,107; total expenditures were \$506,501, giving us a

surplus of income over expenses of \$25,606. This favorable picture is a direct consequence of management decisions taken in the spring and summer of last year. John and I have before us a more detailed Price Waterhouse breakdown of income and expenses. We would be more than happy to answer any questions you may have.

The Report on Activities also summarizes corporate gifts over the past 15 years. 99 corporations and foundations are listed. 28 have contributed to ACCION for more than 10 years. Our largest contributors in 1975 were Continental Can, Alcoa, Exxon, Caterpillar Tractor, Chase Manhattan, Owens-Illinois and PepsiCo.

Finally, I direct your attention to the graph depicting ACCION's finances for the past five years, with income broken down further into restricted and unrestricted donations. Notice that the budget has grown consistently in the past five years, that our restricted income has grown substantially, and that we have been able to maintain between \$100,000 and \$200,000 each year from unrestricted sources.

MUDGE ROSE GUTHRIE & ALEXANDER

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NICHOLAS J. CAPOZZOLI, JR.
J. D. CLAYTON
THOMAS S. CURRIER
JOSEPH C. DALEY
FREDERICK M. DANZIGER
MARTIN J. DOCKERY
C. BROOKE DORMIRE
GOLDTHWAITE H. DORR
THOMAS W. EVANS
RICHARD S. FARROW
ROBERT E. FERDON
JAMES G. FRANGOS
GERRIT GILLIS
RANDOLPH H. GUTHRIE
JOHN P. HEDERMAN
MATTHEW G. HEROLD, JR.
JOHN J. KIRBY, JR.
WILLIAM J. KRAMER
WILLIAM B. LANDIS
FRANKLIN B. LINCOLN, JR.
WILLIAM A. MADISON
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April 13, 1976

Mr. John C. Hammock
ACCION International
10 C Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

Enclosed herewith is an Affidavit of Service of Notice of Meeting of the Board of Directors which I have prepared in connection with the up-coming meeting on May 11. I have marked the date on my calendar and am planning to attend the meeting and look forward with interest to learning of the recent activities of ACCION International.

With best regards,

Sincerely,

Dana W. Hiscock

DWH:bl
Enclosure


April 12, 1976

Dear Sirs:

The Postponed Annual Meeting of the Board of Directors of ACCION International will be held on Tuesday, May 11th, 1976, at the Center for Inter-American Relations, 680 Park Avenue, New York, New York at 12:30 o'clock in the afternoon, for the purpose of transacting any and all business that may properly come before said meeting.

Please advise Mr. John C. Hammock, the Executive Director, whether or not you will be present by completing the lower portion of this notice and forwarding it to Mr. Hammock at 10-C Mount Auburn Street, Cambridge, Massachusetts 02138.

Please complete the attached form even if you have already responded to Mr. Hammock's previous letter of invitation.



Dana W. Hiscock
Assistant Secretary

I will))
I will not)) be present.
