

International Socialists

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Dear Comrades,

As you probably know by now the organization is in serious financial trouble. We are spending roughly twice as much money as we are taking in. Although we are doing everything we can do to reduce expenses, if we reduced our spending to the level of our income we would cripple our work. Therefore we have to start doing fund raising in a serious way.

Serious fund raising will have to be the task of the whole organization not just the NO. The NO will try to co-ordinate and often initiate fund raising efforts, but without continual help and information from other comrades, we will not get very far.

We are asking all of you to share whatever contacts, sources, information or experience you may have. Likewise if you know other comrades who should be approached drop a note to Sandy at the NO.

If you know of any foundation that has given money in the past to anything that is even remotely similar to any area of our work (TPU, other union work, Red Tide, South Africa etc.) send whatever information you have to the NO. In particular we want to know the name and address of the foundation, any contributions you know about, anything you know about who the executive director is, who's on the board etc. and especially any possible in, you or any other comrade might have with anyone connected with the foundation.

You may know the names of some individuals in your area who have contributed substantially (\$100) and over, to radical and or liberal causes in the past. We need to know their names, addresses, phone numbers if possible and above all whatever you know about their politics and their past giving. Remember even if they don't look like a good prospect for any of our current work they may contribute to something we will get involved with in the future.

Or perhaps you know someone who has done fund raising for liberal or radical causes in the past. If so, please let the NO know so that we can carefully explore with you whether there is a way to involve this person in one of our projects.

It is even possible that some comrades may have access to contributor's lists from other organizations or campaigns or lists of foundations who made contributions. By all means send a copy of any such lists to the NO. Even lists that are several years old can be invaluable to us.

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Last but by no means least, many comrades have run successful rummage sales, parties, benefits, raffles, etc. We will have to run many more of such events in the future. Please write up a brief how to do it guide based on your experience so comrades in other branches can learn how to successfully organize these events.

Finally if you are planning to approach a foundation or individual for a substantial contribution it is imperative that you communicate with Sandy in the NO first. The purpose of this is not to discourage local fund raising initiatives or rip off your sources for the NO. The purpose is to supplement the information you already have with information from other sources and help you work out the best approach based on that information. Also we want to avoid making a number of possible contradictory approaches to the same source.

Please get this information to us as soon as you possibly can. While all of you have many other political responsibilities, communicating this information, like fund raising in general, has to be treated as a very high political priority.

At this point our ability to develop successful fund raising abilities is a key ingredient for the future of the organization.

Comradely,

Gay S, Sandy B.