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- MINUTES -

ASSISTANT CAMPAIGN DIRECTORS MEETING
SATURDAY, MARCH 4, 1972 at 9:30 A.M.
THE HILTON HOTEL - ROOM 510
=====

The following were present:

Henry Bassuk
Irving Bernstein (joined group 11:45 a.m.)
Albert Eller
Alfred Ellis
Joel Friedman
Alvin Gillens
Robert Pearlman
Martin Peppercorn
Eugene Pollock
Herman Rosen
Samuel Sablosky
Marc Tabatchnik
Howard Turchin
Philip Weintraub

Mr. Peppercorn pointed out that after a great deal of study, it was determined that the best fundraisers, namely, the Assistant Campaign Directors were not being used in the most productive manner. He felt that much of the time and effort of this group was being used supervising field staff, instead of direct fundraising.

General discussion developed and the consensus was that if the Assistant Campaign Directors were relieved of field staff supervision, more intensive effort could be made in the communities.

Mr. Peppercorn said that he had reached the same conclusion sometime ago and, therefore, his thinking was to increase the direct fundraising assignment of the Assistant Campaign Directors and to relieve them of supervising field staff. He planned to turn the supervision of all smaller communities, with the exception of the West Coast, Virginia and Carolinas, and the Tri-State Area, to Hank Rosen who would have assistance.

Mr. Tabatchnik pointed out that approximately \$15 million is raised in about 600 small communities; that 68 communities (outside of New York City) raised \$212 million in 1971.

Minutes - Assistant Campaign Directors Meeting

Page 2.

He noted that the plan to relieve Assistant Campaign Directors of supervision of field staff would allow them to:

1. Do a more intensive job in the larger campaigns.
2. Permit great concentration of effort in the most productive fundraising area.
3. Establish better rapport with top lay and professional leadership throughout the country.

Mr. Peppercorn indicated that the Assistant Campaign Directors would continue to be responsible to him and that he is planning to call Friday meetings each week to review assignments and to discuss campaign problems. Mr. Colwin, he said, would continue to have responsibility for budgeting and for booking lay leadership. Mr. Peppercorn then began a community status review which was interrupted by the arrival of Mr. Bernstein.

Mr. Bernstein made the following points:

1. \$270 million is the cash goal this year. Despite all advice to the contrary, he said, he is determined that UJA make that sum available to Israel.
2. The professional staff must continue to grow to keep pace with the new, young, well-informed lay leadership who have come to the fore in recent years.
3. The staff is neither making proper use of lay leadership nor keeping record of those leaders who are used.
4. The 1972 Campaign is proceeding too slowly. Proper use has not been made of the Russian immigration nor of Sadat's presentation of a year-end ultimatum.
5. Staff should help IEF seek out new sources of potential big gifts.
6. Staff should be aware of the meeting with heads of various National organizations, and promote such meetings in local communities to help achieve 100 per cent UJA participation of National organization membership.

Minutes - Assistant Campaign Directors Meeting

Page 3.

7. Russians should be used extensively, and Mr. Bernstein noted after checking upcoming meetings that additional Russians can be used throughout the country.

The meeting adjourned at 1:30 p.m.



HER

*Campaign
progress
report*

13

MEMORANDUM

Date February 23, 1972

To Mr. Irving Bernstein

From Philip M. Waxberg

Subject RECENT LARGE INCREASES IN BIG GIFTS

Following is a list of gifts which have shown significant increases, and which have been received in this office within the last two weeks:

<u>NAME</u>	<u>COMMUNITY</u>	<u>1971</u>	<u>1972</u>
Arnold Barron	Boston	0	10,000
Albert Frank	Chicago	10,000	25,000
Harry Isenstein	Chicago	10,000	20,000
Estate of Jack Levinson	Chicago	250,000	500,000
Herbert Manning	Chicago	13,000	35,000
Joseph Kirshbaum	Los Angeles	36,000	75,000
Standard Paints—Greenberg	Los Angeles	67,500	250,000
Eli Broad	Los Angeles	15,000	50,000
Joseph Handelman	Miami	50,000	100,000
Miller Brothers	Miami	35,000	105,000
Nick Morley	Miami	0	25,000
Harold Goldfarb	Miami	10,000	25,000
David Pearlman	Miami	400	26,000
Jacob Rifkind	Miami	5,000	25,000
Morton Hill	Miami	0	100,000

PMW:RF

CC: MP, PBC, DHK

*file
campaign progress
reports
HAF*

MEMORANDUM

Date February 25, 1972

To Mr. Martin Penpercorn

From Philip M. Waxberg

Subject STATUS OF 1972 CAMPAIGN (BIG GIFTS)

With 1,274 gifts in, the status of the 1972 Campaign is as follows:

	<u>1972</u>	<u>1971</u>
NYC	\$14,000,000	\$10,294,000
National	73,228,950	57,943,500
	<u>\$87,228,950</u>	<u>\$68,237,500</u>

This represents an increase of \$18,991,450 over 1971 or 27.8%.

The overall status of the 1972 Campaign, as reported by the computer on February 21st is:

<u>1972</u>	<u>1971</u>
\$123,904,100	\$95,664,500

This represents an increase of \$28,239,600 over 1971 or 29.6%

PM:md

cc: IB, HAF, PBC, HER, AHG, DHK, HMW. MT

MEMORANDUM

HAF
file

Date May 16, 1972

To Mr. Martin Peppercorn

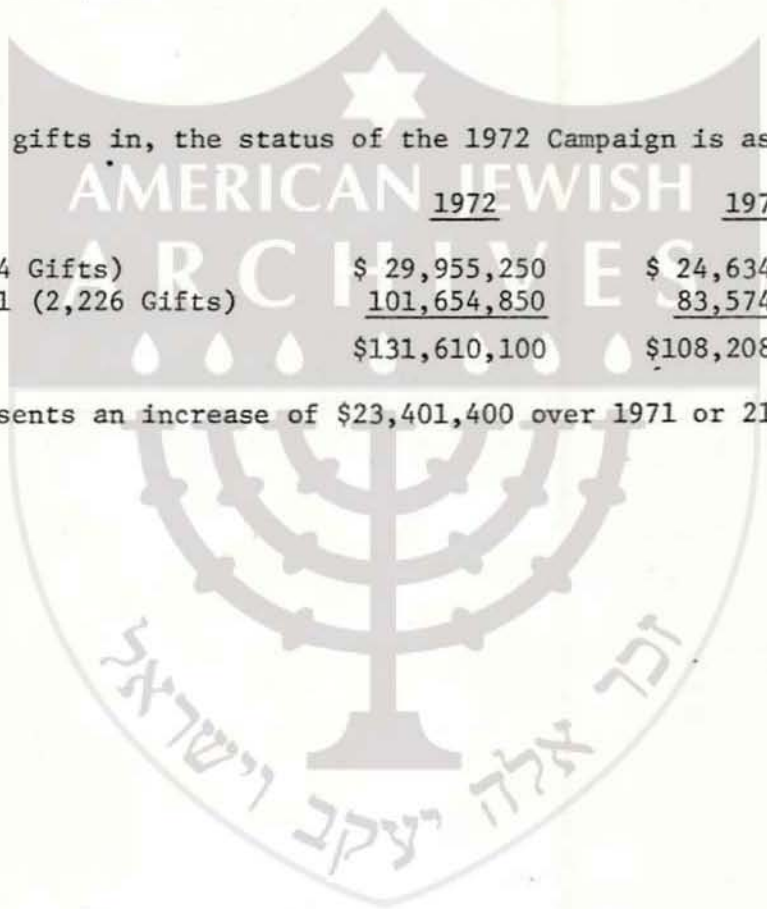
From Philip M. Waxberg

Subject STATUS OF 1972 \$10,000 AND OVER CONTRIBUTIONS

With 2,800 gifts in, the status of the 1972 Campaign is as follows:

	<u>1972</u>	<u>1971</u>
NYC (574 Gifts)	\$ 29,955,250	\$ 24,634,250
National (2,226 Gifts)	<u>101,654,850</u>	<u>83,574,450</u>
	\$131,610,100	\$108,208,700

This represents an increase of \$23,401,400 over 1971 or 21.6%.



PMW:md

cc: IB, HAF, PBC, HER, AHG, DHK, HMW, MT

CAMPAIGN STATUS OF BIG BOARD COMMUNITIES

5/16/72

CATEGORY I - HEADQUARTER COMM.	\$10,000 & OVER	IN	OUT	EST. F.F. 1971	TOTAL RAISED	%
						INCR

CATEGORY I - HEADQUARTER COMM.	\$10,000 & OVER	IN	OUT	EST. F.F. 1971	TOTAL RAISED	%
						INCR
NEW YORK CITY		574		76,000,000	1972- 29,955,250 1971- 24,634,250	
ATLANTA		39	31	5,254,000	1972- 2,547,950 1971- 2,771,750	
BALTIMORE		88	3	8,553,000	1972- 3,908,550 1971- 4,186,050	
BOSTON		133	30	12,383,000	1972- 5,111,000 1971- 5,019,600	
CHICAGO		132	77	18,850,000	1972- 6,363,350 1971- 5,297,750	
CINCINNATI		7	20	2,800,000	1972- 295,000 1971- 236,500	
CLEVELAND		102	60	14,377,000	1972- 5,698,150 1971- 5,295,400	
DALLAS		23	21	3,164,000	1972- 1,719,500 1971- 1,371,000	
DETROIT		134	37	13,312,000	1972- 6,771,100 1971- 5,932,000	
ESSEX COUNTY		55	45	7,750,000	1972- 2,596,000 1971- 1,933,950	
HARTFORD		48	13	5,225,000	1972- 3,064,850 1971- 3,008,050	
KANSAS CITY		23	9	2,461,000	1972- 1,007,500 1971- 850,700	
LOS ANGELES		148	120	26,000,000	1972- 9,777,200 1971- 9,161,450	
MIAMI		86	47	6,839,000	1972- 4,579,750 1971- 2,119,850	
MILWAUKEE		54	5	5,027,000	1972- 2,579,050 1971- 2,217,400	
MINNEAPOLIS		16	31	3,324,000	1972- 1,177,000 1971- 813,300	
PHILADELPHIA		118	61	12,303,000	1972- 4,405,700 1971- 3,629,950	
PITTSBURGH		44	28	4,510,000	1972- 1,805,700 1971- 1,529,650	

CATEGORY I - HEADQUARTER COMM.	\$10,000 & OVER		EST. F.F. 1971	TOTAL RAISED	% INCR.
	IN	OUT		1972- 1971-	
ST. LOUIS	60	23	4,777,000	1972- 1971-	1,704,250 1,271,950
SAN FRANCISCO	49	12	6,000,000	1972- 1971-	3,974,850 3,228,400
WASHINGTON	45	29	6,200,000	1972- 1971-	2,512,800 2,190,000

CATEGORY II-
\$1,000,000 & OVER

AKRON	8	11	1,031,000	1972- 1971-	217,000 143,500
ALBANY	16	11	1,263,000	1972- 1971-	280,000 238,000
ALLENTOWN	15	4	1,065,000	1972- 1971-	524,500 448,000
BRIDGEPORT	1	6	1,100,000	1972- 1971-	10,000 250
BUFFALO	18	7	1,850,000	1972- 1971-	455,000 321,200
CAMDEN	16	4	1,323,000	1972- 1971-	616,500 498,000
COLUMBUS	20	3	1,982,000	1972- 1971-	799,500 714,000
DAYTON	4	12	1,540,000	1972- 1971-	450,000 422,000
DENVER	26	5	2,500,000	1972- 1971-	3,688,000 1,320,000
ENGLEWOOD	13	13	1,917,000	1972- 1971-	1,264,400 1,036,600
HARRISBURG	19	6	1,480,000	1972- 1971-	715,000 757,850
HOUSTON	21	21	2,567,000	1972- 1971-	835,000 525,500
INDIANAPOLIS	23	7	1,355,000	1972- 1971-	834,500 547,000
LOUISVILLE	19	3	1,300,000	1972- 1971-	470,400 347,800
LYNN	11	3	1,350,000	1972- 1971-	547,000 549,000
MEMPHIS	4	5	1,217,000	1972- 1971-	358,000 330,000

CATEGORY II - \$1,000,000 & OVER	\$10,000 & OVER		EST. F.F. 1971	TOTAL RAISED		% INCR
	IN	OUT		1972-	1971-	
NASHVILLE	6	8	1,051,000	1972-	354 364,250	
				1971-	268,650	
NEW HAVEN	12	1	1,036,000	1972-	244,400	
				1971-	145,500	
NEW ORLEANS	15	6	1,375,000	1972-	435,000	
				1971-	407,050	
NORFOLK	18	15	1,638,000	1972-	732,500	
				1971-	537,750	
OAKLAND	9	4	1,250,000	1972-	247,000	
				1971-	156,000	
OMAHA	4	7	1,521,000	1972-	530,000	
				1971-	454,000	
PATERSON	14	3	1,425,000	1972-	566,250	
				1971-	402,600	
RICHMOND	10	14	1,115,000	1972-	323,500	
				1971-	230,500	
SAN DIEGO	14	4	1,131,000	1972-	341,000	
				1971-	250,500	
SCRANTON	8	9	1,020,000	1972-	276,600	
				1971-	234,000	
SEATTLE	10	11	1,400,000	1972-	233,000	
				1971-	128,000	
SPRINGFIELD	12	4	1,147,000	1972-	363,350	
				1971-	291,500	
ST. PAUL	6	10	1,469,000	1972-	102,500	
				1971-	85,900	
TOLEDO	10	8	1,025,000	1972-	221,150	
				1971-	171,700	
TULSA	22	1	1,146,000	1972-	1086 926,250	
				1971-	821,200	
WORCESTER	13	16	1,350,000	1972-	310,000	
				1971-	245,000	

CATEGORY III -
\$500,000 - \$999,999\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
INCR

CATEGORY III - \$500,000 - \$999,999	\$10,000 & OVER IN	\$10,000 & OVER OUT	EST. F.F. 1971	TOTAL RAISED	% INCR
ATLANTIC CITY	9	1	685,000	1972- 225,650 1971- 162,850	
BINGHAMTON	2	2	638,000	1972- 140,000 1971- 107,000	
BIRMINGHAM	15	3	992,000	1972- 447,100 1971- 342,750	
CANTON	6	3	559,000	1972- 241,000 1971- 207,350	
CHARLESTON	4	8	533,000	1972- 107,000 1971- 71,000	
DES MOINES	8	11	884,000	1972- 280,300 1971- 250,500	
EASTERN UNION CO.	16	0	700,000	1972- 379,500 1971- 168,000	
FLINT	6	10	755,000	1972- 147,000 1971- 126,000	
GREENSBORO	9	4	591,000	1972- 229,000 1971- 278,750	
HOLLYWOOD	10	8	796,000	1972- 218,000 1971- 169,250	
NEW BRUNSWICK	11	2	731,000	1972- 211,500 1971- 147,000	
PASSAIC	10	4	721,000	1972- 184,000 1971- 130,000	
PHOENIX	10	1	695,000	1972- 416,000 1971- 132,000	
PLAINFIELD	4	2	500,000	1972- 52,500 1971- 28,500	
PORTLAND, ORE.	9	2	900,000	1972- 260,000 1971- 223,000	
READING	5	4	504,000	1972- 209,500 1971- 193,000	
SAN ANTONIO	12	6	806,000	1972- 249,500 1971- 211,500	
SOUTH BEND	1	2	520,000	1972- 25,000 1971- 16,000	
STAMFORD	3	7	821,000	1972- 360,000 1971- 280,000	

CATEGORY III - \$500,000 - \$999,999	\$10,000 & OVER		EST. F.F. 1971	TOTAL RAISED	% INCR
	IN	OUT			
SYRACUSE	8	6	835,000	1972- 1971-	215,950 193,500
TEANECK	5	5	770,000	1972- 1971-	110,000 93,500
TRENTON	2	2	732,000	1972- 1971-	70,000 80,000
TUCSON	7	0	550,000	1972- 1971-	140,000 77,600
WILKES-BARRE	8	7	936,000	1972- 1971-	176,800 142,500
WILMINGTON	3	4	659,000	1972- 1971-	45,000 42,700
YOUNGSTOWN	8	5	792,000	1972- 1971-	194,800 180,000

CATEGORY IV -
\$250,000 - \$499,999

BANGOR	0	2	389,000	1972- 1971-	
CHARLOTTE	8	0	377,000	1972- 1971-	379,000 216,500
CHATTANOOGA	4	2	379,000	1972- 1971-	177,500 124,000
COLUMBIA	3	1	261,000	1972- 1971-	132,506 110,000
DAVENPORT	0	1	270,000	1972- 1971-	
EL PASO	3	2	265,000	1972- 1971-	90,000 25,000
ERIE	3	0	253,000	1972- 1971-	45,300 36,150
FORT LAUDERDALE	3	1	250,000	1972- 1971-	87,500 107,000
FORT WORTH	5	1	323,000	1972- 1971-	82,500 74,000
JACKSONVILLE	1	1	364,000	1972- 1971-	20,000 40,000
LAS VEGAS	1	3	471,000	1972- 1971-	25,000 24,000

CATEGORY IV-
\$250,000 - \$499,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
INC

	IN	OUT	EST. F.F. 1971	1972- 1971-	TOTAL RAISED	% INC
LONG BEACH	0	0	493,000	1972- 1971-		
MADISON	2	2	307,000	1972- 1971-	30,000 50,000	
NEWPORT NEWS	5	4	418,000	1972- 1971-	100,200 76,700	
NORTH HUDSON	2	0	305,000	1972- 1971-	106,000 90,000	
NORTHWEST INDIANA	5	2	415,000	1972- 1971-	90,000 82,500	
ORANGE COUNTY	1	0	423,000	1972- 1971-	20,000 5,000	
ORLANDO	4	2	302,000	1972- 1971-	100,000 66,500	
PALM SPRINGS	11	2	460,000	1972- 1971-	395,500 110,500	
PEORIA	1	0	370,000	1972- 1971-	215,000 200,000	
PERTH AMBOY	2	2	255,000	1972- 1971-	32,000 30,000	
PORTLAND, MAINE	2	3	288,000	1972- 1971-	30,000 18,000	
PUERTO RICO	5	4	355,000	1972- 1971-	180,500 156,500	
ROCKFORD	5	0	251,000	1972- 1971-	142,500 147,500	
ROCKLAND COUNTY	3	0	499,000	1972- 1971-	90,000 85,000	
SACRAMENTO	0	1	252,000	1972- 1971-		
SALT LAKE CITY	0	4	361,000	1972- 1971-		
SAN JOSE	3	2	345,000	1972- 1971-	49,000 40,300	
SAVANNAH	1	5	430,000	1972- 1971-	10,000 10,000	
SCHENECTADY	1	2	278,000	1972- 1971	25,200 25,200	

CATEGORY IV - \$250,000 - \$499,999	\$10,000 & OVER		EST. F.F. 1971	TOTAL RAISED	% INC
	IN	OUT			
SHREVEPORT	3	7	359,000	1972- 1971-	92,500 36,000
SOUTHERN ILLINOIS	3	3	409,000	1972- 1971-	55,000 44,500
UTICA	0	4	354,000	1972- 1971-	
WATERBURY	3	1	417,000	1972- 1971	95,000 135,000
WEST PALM BEACH	6	2	410,000	1972- 1971-	113,500 124,000
WESTFIELD			327,000	1972- 1971-	

CATEGORY V -
\$100,000 - \$249,999

ALBUQUERQUE	0	1	186,000	1972- 1971-	
ALTOONA	2	2	183,000	1972- 1971-	28,000 24,000
ASBURY PARK	0	0	147,000	1972- 1971-	
AUGUSTA	0	1	118,000	1972- 1971-	
BAYONNE	1	0	129,000	1972- 1971-	10,000 7,500
BEAUMONT	0	4	239,000	1972- 1971-	
BROCKTON	3	1	230,000	1972- 1971-	120,000 61,000
BUTLER	1	0	126,000	1972- 1971-	45,000 80,000
CHESTER	2	0	137,000	1972- 1971-	50,000 44,000
COLUMBUS, GA.	0	1	123,000	1972- 1971-	
CORPUS CHRISTI	4	0	203,000	1972- 1971-	84,500 84,500
DULUTH	0	0	163,000	1972- 1971	

CATEGORY V - \$100,000 - \$249,999 \$10,000 & OVER EST. F.F. 1971 TOTAL RAISED % INCR.

	IN	OUT	EST. F.F. 1971	1972- 1971-	TOTAL RAISED	% INCR.
ELMIRA	0	1	110,000	1972- 1971-		
FORT LEE	4	4	224,000	1972- 1971-	85,000 82,000	
FORT WAYNE	1	1	192,000	1972- 1971-	20,000 15,000	
FRESNO	1	1	104,000	1972- 1971-	10,000 10,000	
HACKENSACK	1	0	112,000	1972- 1971-	11,350 10,000	
HAZLETON	2	1	167,000	1972- 1971-	29,000 32,000	
HOLYOKE	0	2	120,000	1972- 1971-		
JERSEY CITY	0	0	245,000	1972- 1971-		
JOHNSTOWN	2	0	216,000	1972- 1971-	65,000 55,000	
LEWISTON	0	2	149,000	1972- 1971-		
LOWER BUCKS CO.	0	1	133,000	1972- 1971-		
MANCHESTER	2	2	228,000	1972- 1971-	35,500 35,000	
METUCHEN	0	0	120,000	1972- 1971-		
MOBILE	6	0	246,000	1972- 1971-	137,500 114,500	
MONROE	0	1	113,000	1972- 1971-		
MONTGOMERY	2	1	225,000	1972- 1971-	60,000 40,000	
NEW BEDFORD	2	0	224,000	1972- 1971-	32,200 23,500	
NEW BRITAIN	3	0	242,000	1972- 1971-	67,000 52,000	
NEW LONDON	2	0	135,000	1972- 1971-	20,000 15,000	

CATEGORY V -
\$100,000 - \$249,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
INCR.

	IN	OUT	EST. F.F. 1971	1972- 1971-	TOTAL RAISED	% INCR.
NORRISTOWN	0	1	141,000	1972- 1971-		
NORWALK	0	0	118,000	1972- 1971-		
OKLAHOMA CITY	2	2	172,000	1972- 1971-	31,000 30,000	
PITTSFIELD	0	0	135,000	1972- 1971-		
PORTSMOUTH	1	1	189,000	1972- 1971-	25,000 16,000	
PRINCETON	1	0	135,000	1972- 1971-	20,000 15,000	
ROANOKE	2	5	184,000	1972- 1971-	60,000 55,000	
SIOUX CITY	1	1	228,000	1972- 1971-	16,000 8,000	
ST. PETERSBURG	3	1	232,000	1972- 1971-	56,000 49,500	
TROY	1	0	112,000	1972- 1971-	14,000 12,000	
TYLER	1	2	112,000	1972- 1971-	25,000 25,000	
WASHTENAW COUNTY	1	2	150,000	1972- 1971-	20,000 20,000	
WESTPORT	0	2	204,000	1972- 1971-		
YORK	2	2	207,000	1972- 1971-	42,500 20,000	

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2,215,200
1,106,600

UNITED JEWISH APPEAL, INC.

file

MEMORANDUM

CONFIDENTIAL

Date June 8, 1972

To Rabbi Herbert Friedman

From Herbert Rosenstein

Subject AGENCY REPORT

Attached hereto is a schedule of statistics as of May 31, 1972.

HR:ae
Encls.

[Handwritten signature]



RECEIPTS AND ALLOCATIONS
ALL CAMPAIGNS
MAY 31, 1972

	1972	1971	1970
<u>RECEIPTS THRU MAY 31, 1972</u>			
<u>REGULAR & SPECIAL</u>	\$31,072,624.91	\$28,463,124.06	\$27,927,379.49
<u>EMERGENCY FUNDS</u>			
<u>1972 EMERGENCY FUND</u>	\$21,351,016.74	\$ -	\$ -
<u>1971 EMERGENCY FUND</u>	\$20,798,957.19	\$20,181,864.78	\$ -
<u>1970 EMERGENCY FUND</u>	\$ 5,196,536.35	\$21,552,303.70	\$14,013,294.23
<u>1969 EMERGENCY FUND</u>	\$ 1,202,673.57	\$ 2,912,975.52	16,537,146.94
<u>1968 EMERGENCY FUND</u>	\$ 316,727.60	\$ 346,662.51	\$ 1,416,704.26
<u>1967 EMERGENCY FUND</u>	\$ 88,477.88	\$ 44,117.87	\$(25,042.24)
<u>TOTAL</u>	\$80,027,014.24	\$73,501,048.44	\$59,869,482.68

ALLOCATIONS THRU MAY 31
REGULAR & SPECIAL

<u>ALLOCATED TO JDC</u>			
Cash	\$ 6,968,092.87	\$ 8,245,724.79	\$ 7,349,017.48
Bonds	538,287.97	633,365.05	780,716.08
<u>Total</u>	\$ 7,506,380.84	\$ 8,879,089.84	\$ 8,129,733.56

ALLOCATED TO UIA

Cash	\$19,531,603.33	\$18,012,764.57	\$17,001,937.41
Bonds	2,771,054.03	1,833,092.20	1,960,709.42
<u>Total</u>	\$22,302,657.36	\$19,845,856.77	\$18,962,646.83

ALLOCATED TO OTHERS

	\$ 393,120.00	\$ 500,000.00	\$ 675,100.00
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TOTAL REG & SPEC ALLOCATIONS

	\$30,202,158.20	\$29,224,946.61	\$27,767,480.39
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EMERGENCY FUND ALLOCATIONS TO UIA

1972 EMERGENCY FUND

Cash	\$16,714,624.60
Bonds	270,792.50
<u>Total</u>	\$16,985,417.10

1971 EMERGENCY FUND

Cash	\$23,261,349.05	\$16,528,059.79
Bonds	1,825,335.79	176,820.00
<u>Total</u>	\$25,086,684.84	\$16,704,879.79

1970 EMERGENCY FUND

Cash	\$ 4,690,448.00	\$23,686,314.35	\$10,933,200.36
Bonds	1,850,639.38	1,311,555.21	43,175.00
<u>Total</u>	\$ 6,541,087.38	\$24,997,869.56	\$10,976,375.36

1969 EMERGENCY FUND

Cash	\$ 1,072,185.00	\$ 3,364,194.12	\$18,364,023.57
Bonds	480,033.00	1,127,786.90	1,323,598.57
<u>Total</u>	\$ 1,552,218.00	\$ 4,592,981.02	\$19,687,622.14

1968 EMERGENCY FUND

Cash	\$ 311,900.00	\$ 330,000.00	\$ 1,589,500.00
Bonds	10,833.33	112,242.64	677,805.68
<u>Total</u>	\$ 322,733.33	\$ 442,242.64	\$ 2,267,305.68

1967 EMERGENCY FUND

Cash	\$ 80,000.00	\$ 85,000.00	\$ 20,500.00
Bonds	11,506.00	41,299.00	259,338.25
<u>Total</u>	\$ 91,506.00	\$ 126,299.00	\$ 279,838.25

EMERGENCY FUND ALLOCATIONS TO JDC

1971 EMERGENCY FUND

	\$ 975,000.00	\$ -	\$ -
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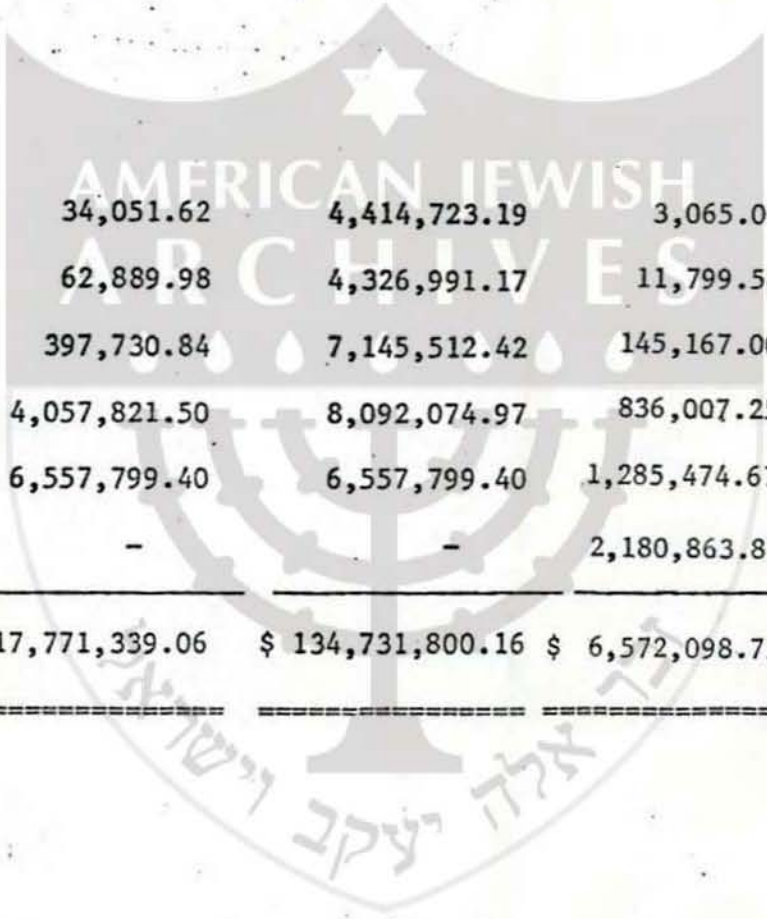
1970 EMERGENCY FUND

	\$ 325,000.00	\$ -	\$ -
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ISRAEL BOND RECEIPTS

CALENDAR YEARS

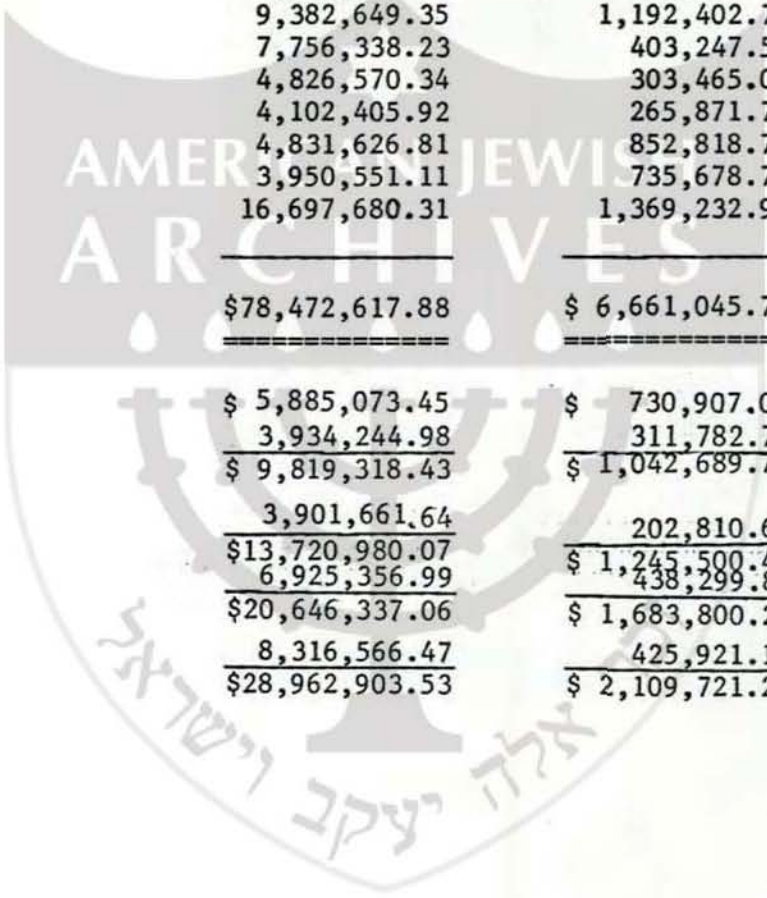
	<u>TOTAL</u> 1952-1970	<u>1971</u>	<u>SUB-TOTAL</u> <u>THROUGH</u> <u>12/31/71</u>	<u>1972</u>	<u>CUMULATIVE</u> <u>THROUGH</u> <u>MAY 31, 1972</u>
eg & pec	\$ 97,533,653.29	\$ 6,661,045.72	\$ 104,194,699.01	\$ 2,109,721.38	\$ 106,304,420.39
merg unds					
967	4,380,671.57	34,051.62	4,414,723.19	3,065.00	4,417,788.19
968	4,264,101.19	62,889.98	4,326,991.17	11,799.58	4,338,790.75
969	6,747,781.58	397,730.84	7,145,512.42	145,167.00	7,290,679.42
970	4,034,253.47	4,057,821.50	8,092,074.97	836,007.25	8,928,082.22
971	-	6,557,799.40	6,557,799.40	1,285,474.67	7,843,274.07
972	-	-	-	2,180,863.87	2,180,863.87
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
	\$116,960,461.10	\$17,771,339.06	\$ 134,731,800.16	\$ 6,572,098.75	\$ 141,303,898.91
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>



ANALYSIS OF RECEIPTS

FROM ALL REGULAR AND SPECIAL CAMPAIGNS

	<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
<u>Jan 1, Dec. 31, 1971</u>	<u>\$78,472,617.88</u>	<u>\$ 6,661,045.72</u>	<u>\$85,133,663.60</u>
Jan 1971	\$ 5,447,901.13	\$ 757,855.39	\$ 6,205,756.52
Feb 1971	3,755,261.94	111,286.59	3,866,548.53
Mar 1971	4,428,316.03	254,071.41	4,682,387.44
Apr 1971	5,980,270.69	157,804.11	6,138,074.80
May 1971	7,313,046.02	257,310.75	7,570,356.77
June 1971	9,382,649.35	1,192,402.75	10,575,052.10
July 1971	7,756,338.23	403,247.50	8,159,585.73
Aug 1971	4,826,570.34	303,465.06	5,130,035.40
Sept 1971	4,102,405.92	265,871.75	4,368,277.67
Oct 1971	4,831,626.81	852,818.79	5,684,445.60
Nov 1971	3,950,551.11	735,678.71	4,686,229.82
Dec 1971	16,697,680.31	1,369,232.91	18,066,913.22
	<u>\$78,472,617.88</u>	<u>\$ 6,661,045.72</u>	<u>\$ 85,133,663.60</u>
Jan 1972	\$ 5,885,073.45	\$ 730,907.00	\$ 6,615,980.45
Feb 1972	3,934,244.98	311,782.75	4,246,027.73
	<u>\$ 9,819,318.43</u>	<u>\$ 1,042,689.75</u>	<u>\$ 10,862,008.18</u>
Mar 1972	3,901,661.64	202,810.66	4,104,472.30
	<u>\$13,720,980.07</u>	<u>\$ 1,245,500.41</u>	<u>\$ 14,966,480.48</u>
Apr 1972	6,925,356.99	438,299.84	7,363,656.83
	<u>\$20,646,337.06</u>	<u>\$ 1,683,800.25</u>	<u>\$ 22,330,137.31</u>
May 1972	8,316,566.47	425,921.13	8,742,487.60
	<u>\$28,962,903.53</u>	<u>\$ 2,109,721.28</u>	<u>\$ 31,072,624.91</u>



ANALYSIS OF ALLOCATIONS

FROM ALL REGULAR AND SPECIAL CAMPAIGNS

		<u>J. D. C.</u>	<u>U. I. A.</u>	<u>OTHERS</u>	<u>TOTAL</u>
<u>Jan 1, Dec. 31, 1971</u>		<u>\$23,109,003.02</u>	<u>\$55,261,982.07</u>	<u>\$ 995,316.89</u>	<u>\$ 79,366,301.98</u>
Jan	1971	\$ 2,487,561.42	\$ 5,532,128.22	\$ 50,000.00	\$ 8,069,689.64
Feb	1971	1,226,761.29	2,823,950.71	50,000.00	4,100,712.00
Mar	1971	1,405,449.90	3,082,685.20	325,000.00	4,813,135.10
Apr	1971	1,794,516.21	4,317,294.79	-	6,111,811.00
May	1971	1,964,801.02	4,089,797.85	75,000.00	6,129,598.87
June	1971	2,757,893.66	6,737,985.11	85,000.00	9,580,878.77
July	1971	2,381,725.43	5,689,668.28	50,000.00	8,121,393.71
Aug	1971	1,522,258.48	3,264,860.95	50,200.00	4,837,319.43
Sept	1971	1,496,815.99	3,616,693.49	-	5,113,509.48
Oct	1971	1,181,539.92	3,229,687.20	255,050.66	4,666,277.78
Nov	1971	1,358,105.45	3,785,386.85	5,066.23	5,148,558.53
Dec	1971	3,531,574.25	9,091,843.42	50,000.00	12,673,417.67
		<u>\$23,109,003.02</u>	<u>\$55,261,982.07</u>	<u>\$ 995,316.89</u>	<u>\$79,366,301.98</u>
Jan	1972	\$ 2,716,810.36	\$ 5,617,911.96	\$ 50,000.00	\$ 8,384,722.32
Feb	1972	805,418.25	4,505,128.21	50,000.00	5,360,546.46
		<u>\$ 3,522,228.61</u>	<u>\$10,123,040.17</u>	<u>\$ 100,000.00</u>	<u>\$13,745,268.78</u>
Mar	1972	1,004,062.35	3,006,186.40	43,120.00	4,053,368.75
		<u>\$ 4,526,290.96</u>	<u>\$13,129,226.57</u>	<u>\$ 143,120.00</u>	<u>\$17,798,637.53</u>
Apr	1972	1,388,782.21	3,932,983.29	-	5,321,765.50
		<u>\$ 5,915,073.17</u>	<u>\$17,062,209.86</u>	<u>\$ 143,120.00</u>	<u>\$23,120,403.03</u>
May	1972	1,591,307.67	5,240,447.50	250,000.00	7,081,755.17
		<u>\$ 7,506,380.84</u>	<u>\$22,302,657.36</u>	<u>\$ 393,120.00</u>	<u>\$30,202,158.20</u>

ANALYSIS OF RECEIPTS

FROM ALL REGULAR CAMPAIGNS

		<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
<u>Jan 1, - Dec 31, 1971</u>		\$78,477,795.37	\$ 6,658,097.72	\$85,135,893.09
Jan	1971	\$ 5,447,886.13	\$ 757,855.39	\$ 6,205,741.52
Feb	1971	3,754,861.94	110,638.59	3,865,500.53
Mar	1971	4,425,113.40	254,613.41	4,679,726.81
Apr	1971	5,994,289.48	157,804.11	6,152,093.59
May	1971	7,313,046.02	257,310.75	7,570,356.77
June	1971	9,377,649.35	1,192,402.75	10,570,052.10
July	1971	7,756,338.23	403,247.50	8,159,585.73
Aug	1971	4,826,570.34	300,623.06	5,127,193.40
Sept	1971	4,102,405.92	265,871.75	4,368,277.67
Oct	1971	4,831,518.14	852,818.79	5,684,336.93
Nov	1971	3,950,551.11	735,678.71	4,686,229.82
Dec	1971	16,697,565.31	1,369,232.91	18,066,798.22
		<u>\$78,477,795.37</u>	<u>\$ 6,658,097.72</u>	<u>\$85,135,893.09</u>
Jan	1972	\$ 5,885,073.45	\$ 730,907.00	\$ 6,615,980.45
Feb	1972	3,928,184.21	311,782.75	4,239,966.96
		\$ 9,813,257.66	\$ 1,042,689.75	\$10,855,947.41
Mar	1972	3,901,061.64	202,256.24	4,103,317.88
		\$13,714,319.30	\$ 1,244,945.99	\$14,959,265.29
Apr	1972	6,925,356.99	438,299.84	7,363,656.83
		\$20,639,676.29	\$ 1,683,245.83	\$22,322,922.12
May	1972	8,316,566.47	425,921.13	8,742,487.60
		\$28,956,242.76	\$ 2,109,166.96	\$31,065,409.72

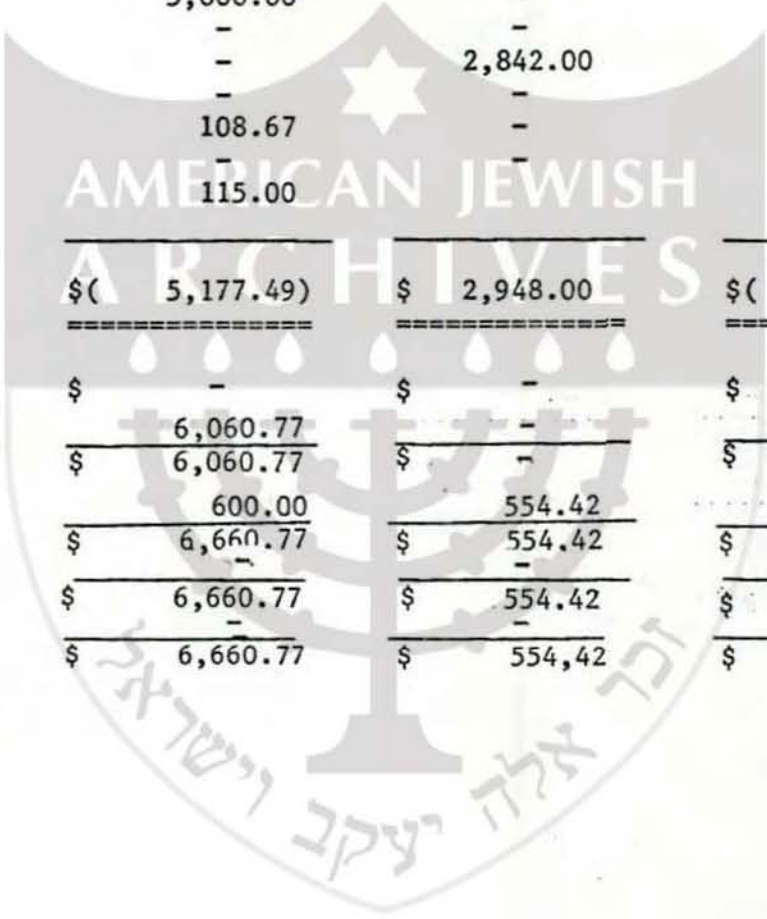
FROM ALL REGULAR CAMPAIGNS

		<u>J. D. C.</u>	<u>U. I. A.</u>	<u>OTHERS</u>	<u>TOTAL</u>
<u>Jan 1, Dec 31, 1971</u>		<u>\$23,104,433.72</u>	<u>\$55,243,079.07</u>	<u>\$ 995,316.89</u>	<u>\$79,342,829.68</u>
Jan	1971	\$ 2,487,561.42	\$ 5,532,128.22	\$ 50,000.00	\$ 8,069,689.64
Feb	1971	1,226,761.29	2,805,047.71	50,000.00	4,081,809.00
Mar	1971	1,400,989.27	3,082,685.20	325,000.00	4,808,674.47
Apr	1971	1,794,516.21	4,317,294.79	-	6,111,811.00
May	1971	1,964,801.02	4,089,797.85	75,000.00	6,129,598.87
June	1971	2,757,893.66	6,737,985.11	85,000.00	9,580,878.77
July	1971	2,381,725.43	5,689,668.28	50,000.00	8,121,393.71
Aug	1971	1,522,258.48	3,264,860.95	50,200.00	4,837,319.43
Sept	1971	1,496,815.99	3,616,693.49	-	5,113,509.48
Oct	1971	1,181,431.25	3,229,687.20	255,050.66	4,666,169.11
Nov	1971	1,358,105.45	3,785,386.85	5,066.23	5,148,558.53
Dec	1971	3,531,574.25	9,091,843.42	50,000.00	12,673,417.67
		<u>\$ 23,104,433.72</u>	<u>\$55,243,079.07</u>	<u>\$ 995,316.89</u>	<u>\$79,342,829.68</u>
Jan	1972	\$ 2,716,810.36	\$ 5,617,911.96	\$ 50,000.00	\$ 8,384,722.32
Feb	1972	805,307.36	4,505,128.21	50,000.00	5,360,435.57
		<u>\$ 3,522,117.72</u>	<u>\$10,123,040.17</u>	<u>\$ 100,000.00</u>	<u>\$13,745,157.89</u>
Mar	1972	1,004,062.35	3,006,186.40	43,120.00	4,053,368.75
		<u>\$ 4,526,180.07</u>	<u>\$13,129,226.57</u>	<u>\$ 143,120.00</u>	<u>\$17,798,526.64</u>
Apr	1972	1,388,782.21	3,932,983.29	-	5,321,765.50
		<u>\$ 5,914,962.28</u>	<u>\$17,062,209.86</u>	<u>\$ 143,120.00</u>	<u>\$23,120,292.14</u>
May	1972	1,591,307.67	5,240,447.50	250,000.00	7,081,755.17
		<u>\$ 7,506,269.95</u>	<u>\$22,302,657.36</u>	<u>\$ 393,120.00</u>	<u>\$30,302,047.31</u>

ANALYSIS OF RECEIPTS

FROM ALL SPECIAL CAMPAIGNS

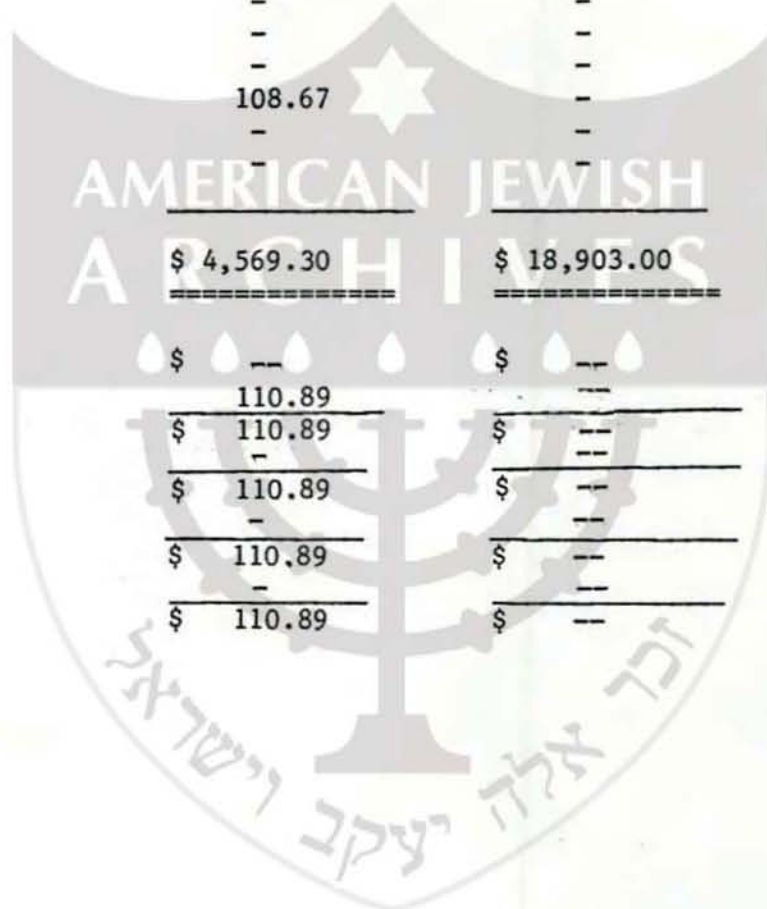
		<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
<u>Jan 1, Dec 31, 1970</u>		\$ (5,177.49)	\$ 2,948.00	\$ (2,229.49)
Jan	1971	\$ 15.00	-	\$ 15.00
Feb	1971	400.00	648.00	1,048.00
Mar	1971	3,202.63	(542.00)	2,660.63
Apr	1971	(14,018.79)	-	(14,018.79)
May	1971	-	-	-
June	1971	5,000.00	-	5,000.00
July	1971	-	-	-
Aug	1971	-	2,842.00	2,842.00
Sept	1971	-	-	-
Oct	1971	108.67	-	108.67
Nov	1971	-	-	-
Dec	1971	115.00	-	115.00
		<u>\$ (5,177.49)</u>	<u>\$ 2,948.00</u>	<u>\$ (2,229.49)</u>
Jan	1972	\$ -	\$ -	\$ -
Feb	1972	6,060.77	-	6,060.77
		<u>\$ 6,060.77</u>	<u>\$ -</u>	<u>\$ 6,060.77</u>
Mar	1972	600.00	554.42	1,154.42
Apr	1972	\$ 6,660.77	\$ 554.42	\$ 7,215.19
		<u>\$ 6,660.77</u>	<u>\$ 554.42</u>	<u>\$ 7,215.19</u>
May	1972	\$ 6,660.77	\$ 554.42	\$ 7,215.19



ANALYSIS OF ALLOCATIONS

FROM ALL SPECIAL CAMPAIGNS

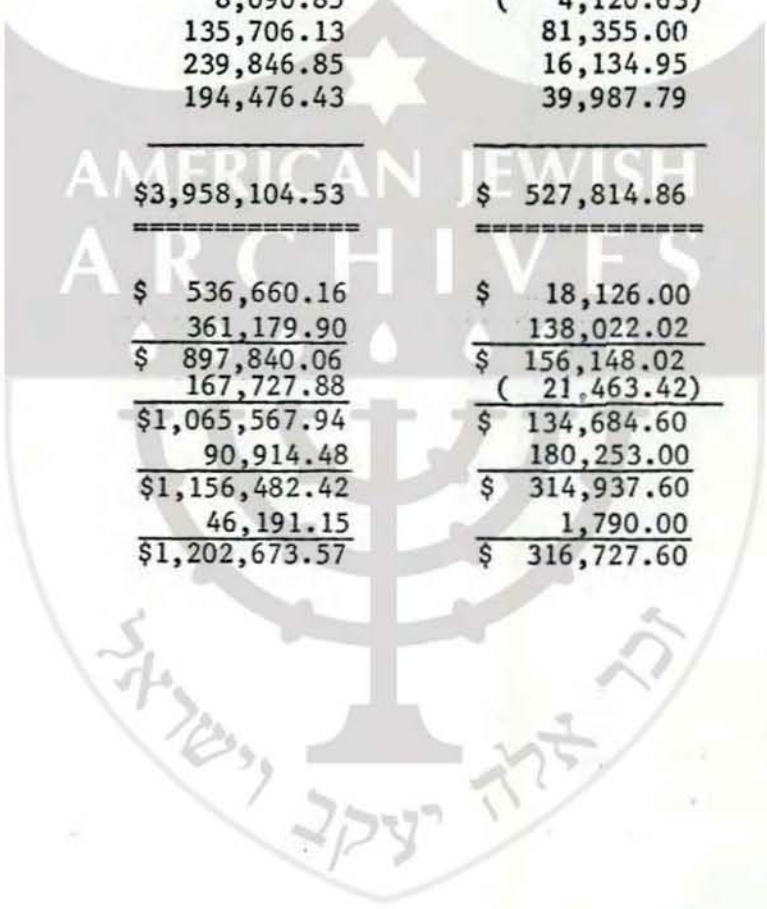
		<u>J. D. C.</u>	<u>U. I. A.</u>	<u>TOTAL</u>
<u>Jan 1, Dec 31, 1971</u>		\$ 4,569.30	\$18,903.00	\$ 23,472.30
Jan	1971	\$ -	\$ -	\$ -
Feb	1971	-	18,903.00	18,903.00
Mar	1971	4,460.63	-	4,460.63
Apr	1971	-	-	-
May	1971	-	-	-
June	1971	-	-	-
July	1971	-	-	-
Aug	1971	-	-	-
Sept	1971	-	-	-
Oct	1971	108.67	-	108.67
Nov	1971	-	-	-
Dec	1971	-	-	-
		<u>\$ 4,569.30</u>	<u>\$ 18,903.00</u>	<u>\$ 23,472.30</u>
Jan	1972	\$ -	\$ -	\$ -
Feb	1972	110.89	-	110.89
Mar	1972	\$ 110.89	\$ -	\$ 110.89
Apr	1972	-	-	-
May	1972	\$ 110.89	\$ -	\$ 110.89
		\$ 110.89	\$ -	\$ 110.89



ANALYSIS OF RECEIPTS

EMERGENCY FUNDS
1967-1969

		<u>1969 E. F.</u>	<u>1968 E. F.</u>	<u>1967 E. F.</u>
Jan	1971	\$ 475,233.63	\$ 57,527.08	\$ 19,389.28
Feb	1971	751,000.17	69,452.27	39,059.59
Mar	1971	473,201.86	35,811.41	(41,596.00)
Apr	1971	997,289.84	152,935.25	6,598.00
May	1971	216,250.02	30,936.50	20,667.00
June	1971	180,037.72	12,002.59	12,218.14
July	1971	178,165.28	16,352.65	13,673.84
Aug	1971	108,805.75	19,440.00	3,125.00
Sept	1971	8,090.85	(4,120.63)	4,376.44
Oct	1971	135,706.13	81,355.00	15,833.50
Nov	1971	239,846.85	16,134.95	13,320.09
Dec	1971	194,476.43	39,987.79	403.49
		<u>\$3,958,104.53</u>	<u>\$ 527,814.86</u>	<u>\$ 106,768.37</u>
Jan	1972	\$ 536,660.16	\$ 18,126.00	\$ 6,071.62
Feb	1972	361,179.90	138,022.02	56,465.15
Mar	1972	\$ 897,840.06	\$ 156,148.02	\$ 62,536.77
		167,727.88	(21,463.42)	(579.89)
		<u>\$1,065,567.94</u>	<u>\$ 134,684.60</u>	<u>\$ 61,956.88</u>
Apr	1972	90,914.48	180,253.00	93.00
		<u>\$1,156,482.42</u>	<u>\$ 314,937.60</u>	<u>\$ 62,049.88</u>
May	1972	46,191.15	1,790.00	26,428.00
		<u>\$1,202,673.57</u>	<u>\$ 316,727.60</u>	<u>\$ 88,477.88</u>



ANALYSIS OF RECEIPTS

EMERGENCY FUNDS
1970-1972

		<u>1972 E. F.</u>	<u>1971 E. F.</u>	<u>1970 E. F.</u>
Jan	1971	\$ -	\$ 2,849,083.97	\$ 4,550,073.83
Feb	1971	-	1,518,186.46	4,626,655.41
Mar	1971	-	3,703,099.90	4,055,044.47
Apr	1971	-	5,783,912.70	3,716,918.17
May	1971	-	6,327,581.75	4,603,601.82
June	1971	-	12,739,714.81	3,451,610.63
July	1971	-	5,288,283.06	763,065.61
Aug	1971	-	5,140,613.74	667,011.42
Sept	1971	-	5,913,368.48	579,836.33
Oct	1971	-	6,315,871.64	674,959.58
Nov	1971	-	5,921,806.76	1,557,025.99
Dec	1971	-	28,651,027.87	3,464,488.21
		<u>\$ -</u>	<u>\$90,152,551.14</u>	<u>\$32,710,301.47</u>
Jan	1972	\$ 5,094,553.43	\$ 5,762,547.47	\$ 1,988,843.64
Feb	1972	3,002,129.62	3,830,644.33	1,449,589.77
		<u>\$ 8,096,683.05</u>	<u>\$ 9,593,191.80</u>	<u>\$ 3,438,433.41</u>
Mar	1972	3,111,627.93	2,364,636.67	661,955.20
		<u>\$11,208,310.98</u>	<u>\$11,957,828.47</u>	<u>\$ 4,100,388.61</u>
Apr	1972	4,219,847.59	4,965,663.39	915,282.87
		<u>\$15,428,158.57</u>	<u>\$16,923,491.86</u>	<u>\$ 5,015,671.48</u>
May	1972	5,922,858.17	3,875,465.33	180,864.87
		<u>\$21,351,016.74</u>	<u>\$20,798,957.19</u>	<u>\$ 5,196,536.35</u>

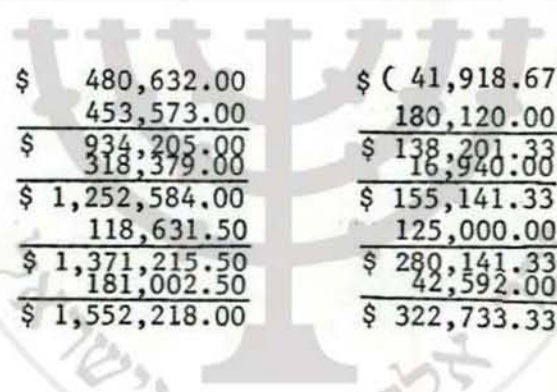
ANALYSIS OF ALLOCATIONS

EMERGENCY FUNDS

1967-1969

		<u>1969 E. F.</u>	<u>1968 E. F.</u>	<u>1967 E. F.</u>
Jan	1971	\$ 991,538.50	\$ 69,400.00	\$ 70,150.00
Feb	1971	1,047,580.01	121,523.99	56,000.00
Mar	1971	676,125.25	10,732.00	-
Apr	1971	1,091,552.14	181,739.65	149.00
May	1971	583,355.28	58,847.00	-
June	1971	236,432.00	36,921.00	-
July	1971	286,091.00	35,000.00	12,116.00
Aug	1971	331,172.00	34,200.00	20,000.00
Sept	1971	44,799.24	-	-
Oct	1971	130,997.72	50,000.00	25,000.00
Nov	1971	868,954.70	164,015.24	17,000.00
Dec	1971	232,565.51	27,983.00	2,540.00
		<u>\$ 6,521,153.51</u>	<u>\$ 790,361.88</u>	<u>\$ 202,955.00</u>
Jan	1972	\$ 480,632.00	\$ (41,918.67)	\$ -
Feb	1972	453,573.00	180,120.00	67,500.00
		<u>\$ 934,205.00</u>	<u>\$ 138,201.33</u>	<u>\$ 67,500.00</u>
Mar	1972	318,379.00	16,940.00	-
		<u>\$ 1,252,584.00</u>	<u>\$ 155,141.33</u>	<u>\$ 67,500.00</u>
Apr	1972	118,631.50	125,000.00	-
		<u>\$ 1,371,215.50</u>	<u>\$ 280,141.33</u>	<u>\$ 67,500.00</u>
May	1972	181,002.50	42,592.00	24,006.00
		<u>\$ 1,552,218.00</u>	<u>\$ 322,733.33</u>	<u>\$ 91,506.00</u>

AMERICAN JEWISH ARCHIVES



ANALYSIS OF ALLOCATIONS

SCHEDULE E-2(b)

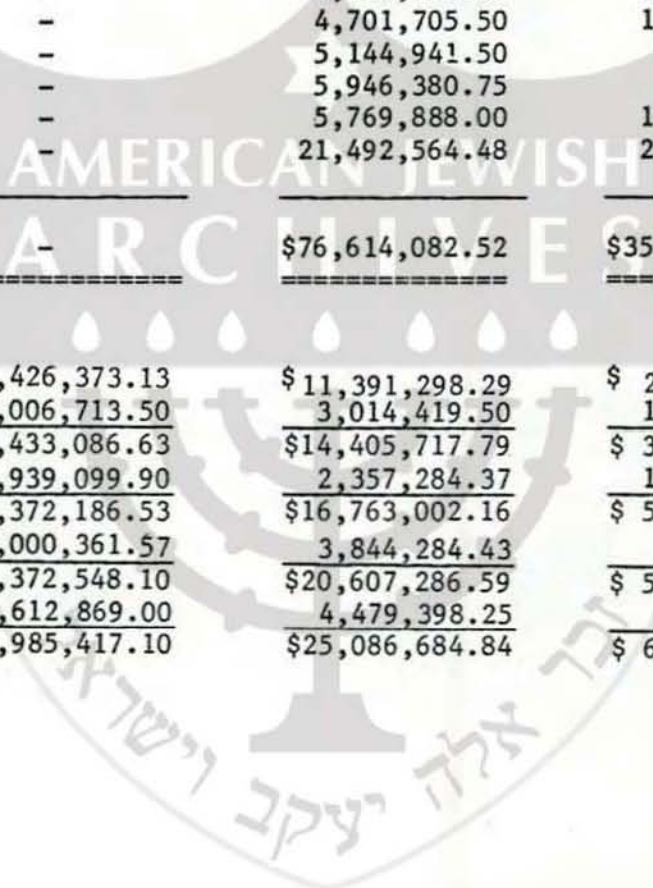
EMERGENCY FUNDS

1970-1972

		<u>1972 E. F.</u>	<u>1971 E. F.</u>	<u>1970</u>
Jan	1971	\$ -	\$ 1,959,285.50	\$ 7,606,864.35
Feb	1971	-	1,045,345.50	5,185,931.25
Mar	1971	-	2,697,028.00	4,145,526.25
Apr	1971	-	5,000,478.54	4,176,294.46
May	1971	-	6,002,742.25	3,883,253.25
June	1971	-	9,411,214.00	3,394,479.75
July	1971	-	7,442,478.50	1,277,722.50
Aug	1971	-	4,701,705.50	1,137,966.50
Sept	1971	-	5,144,941.50	519,398.76
Oct	1971	-	5,946,380.75	743,177.50
Nov	1971	-	5,769,888.00	1,328,789.81
Dec	1971	-	21,492,564.48	2,143,791.00

		<u>\$ -</u>	<u>\$76,614,082.52</u>	<u>\$35,543,195.38</u>
--	--	-------------	------------------------	------------------------

Jan	1972	\$ 3,426,373.13	\$ 11,391,298.29	\$ 2,314,568.13
Feb	1972	3,006,713.50	3,014,419.50	1,616,765.50
Mar	1972	\$ 6,433,086.63	\$14,405,717.79	\$ 3,931,333.63
		1,939,099.90	2,357,284.37	1,079,996.00
Apr	1972	\$ 8,372,186.53	\$16,763,002.16	\$ 5,011,329.63
		3,000,361.57	3,844,284.43	875,942.00
May	1972	\$11,372,548.10	\$20,607,286.59	\$ 5,887,271.63
		5,612,869.00	4,479,398.25	653,815.75
		\$16,985,417.10	\$25,086,684.84	\$ 6,541,087.38



ANALYSIS OF ALLOCATIONS

EMERGENCY FUNDS

J. D. C.

	<u>1971 E. F.</u>	<u>1970 E. F.</u>
October 1970		\$ 250,000.00
December 1970		250,000.00
TOTAL		<u>\$ 500,000.00</u>
<u>1971</u>		
October 1971		\$ 115,000.00
November 1971		95,000.00
December 1971		215,000.00
		<u>\$ 425,000.00</u>
<u>1972</u>		
February 1972	\$405,000.00	\$ 75,000.00
March 1972	155,000.00	60,000.00
April 1972	140,000.00	75,000.00
May 1972	275,000.00	115,000.00
	<u>\$975,000.00</u>	<u>\$ 325,000.00</u>



HAF

MINUTES of CASH MEETING

Monday, March 13, 1972

Held in Irving Bernstein's Office

=====

Present were:

Irving Bernstein
Robert Herman
Martin Peppercorn
Herbert Rosenstein

Mr. Bernstein expressed his displeasure at our cash results to date. He stressed that in order to achieve our objective of \$270,000,000 for the year 1972, \$22,500,000 per month is required.

Mr. Herman projected that by the end of March we would be ahead by \$8,500,000 to \$9,000,000 over 1971.

Mr. Bernstein said that on this basis, by the end of March we will be behind on our total objective by \$20,000,000 and that it is essential that we figure out ways and means of getting this \$20,000,000 in. He asked whether we were doing everything we should be doing, and noted that there was nothing on cash in the Young Leadership's "Direct Line" and in the Women's Division "Record."

Mr. Bernstein directed Herbert Rosenstein to prepare a memo to all department heads stating that any general communication going out from any department must have a section on cash.

Robert Herman submitted a list compiled with the cooperation of Irving Kessler, representing accounts in Hartford that Herbert A. Friedman will write to from Israel. Other lists will be submitted containing names of people to whom a cash letter from HAF from Israel will have the greatest impact. RH said there would be more lists this week. There were seven names on the Hartford list, and RH noted that Irving Kessler thought that an HAF letter to these people would have impact.

Martin Peppercorn suggested a cash letter for general mailing from Paul Zuckerman when he is in Israel.

IB asked whether assignments had been given to the Cash Committee and when. RH said that the cash assignments went out on March 8th, which included every community with balances.

IB stressed that when field representatives report on meetings they should also report for each community what is happening on cash. IB then went through several memos and noted that there was little on cash. He added that the field representatives should be trained to be giving more information and more detail on cash. He said that the men still were not clued in on cash. IB stressed that there should always be a meaningful paragraph on cash.

MP said the reason we are making changes in the Field Department is to make the staff more responsive.

IB asked, "How do we know large cities are not holding on to cash?" MP replied that we are going to hold meetings in problem communities -- Philadelphia, Boston, and New York City.

IB asked who is following up on arrears owed by members of the UJA Executive Committee, and asked for a current list of the Executive Committee and what they owe.

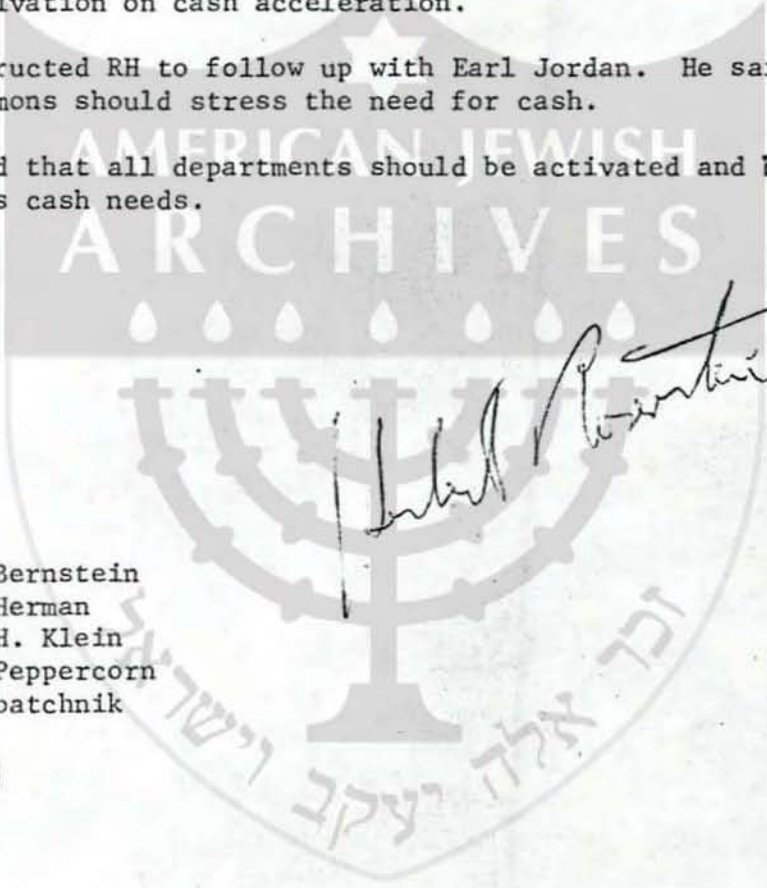
RH will follow up with the Young Leadership activity and Women's Division on their activation on cash acceleration.

IB also instructed RH to follow up with Earl Jordan. He said that Rabbis in their sermons should stress the need for cash.

It was agreed that all departments should be activated and be responsive towards UJA's cash needs.

HR:FF
3/14/72

cc - Irving Bernstein
Robert Herman
Donald H. Klein
Martin Peppercorn
Marc Tabatchnik



1972 RECEIPTS

Collections from All Campaigns January 1 thru March 29, 1972 totaled \$ 43,495,219 and were received on account of the following Campaigns:

	<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
1972 Regular	\$ 7,133,749	\$ 373,311	\$ 7,507,060
1971 Regular	4,865,908	668,026	5,533,934
1970 Regular	941,576	166,000	1,107,576
1969 Regular	445,910	27,256	473,166
1968 Regular	95,112	2,885	97,997
1967 Regular	198,256	5,737	203,993
Prior Regular	40,469	2,286	42,755
Total Regular	<u>13,720,980</u>	<u>1,245,501</u>	<u>14,966,481</u>
1972 EF	9,396,047	1,812,264	11,208,311
1971 EF	11,342,391	615,437	11,957,828
1970 EF	3,347,951	752,438	4,100,389
1969 EF	940,461	125,107	1,065,568
1968 EF	123,814	10,871	134,685
1967 EF	59,070	2,887	61,957
TOTAL	<u>\$ 38,930,714</u>	<u>\$ 4,564,505</u>	<u>\$ 43,495,219</u>

For the same period from January 1, 1971 collections totaled \$ 37,935,925
 From March 1, 1972 thru March 29, 1972 collections totaled \$ 10,388,378
 From March 1, 1971 thru March 29, 1971 collections totaled \$ 12,907,948

ANALYSIS OF COLLECTIONS BY MONTHS

	<u>1972</u>	<u>1971</u>
January	\$ 20,022,783	\$ 14,157,064
February	\$ 13,084,058	\$ 10,870,913
Cumulative - 2/29	\$ 33,106,841	\$ 25,027,977
March	\$ 10,388,378	\$ 12,907,948
Cumulative - 3/31	\$ 43,495,219	\$ 37,935,925
April	\$	\$ 16,795,730
Cumulative - 4/30	\$	\$ 54,731,655
May	\$	\$ 18,769,395
Cumulative - 5/31	\$	\$ 73,501,050
June	\$	\$ 26,970,634
Cumulative - 6/30	\$	\$ 100,471,684
July	\$	\$ 14,419,128
Cumulative - 7/31	\$	\$ 114,890,812
August	\$	\$ 11,069,029
Cumulative - 8/31	\$	\$ 125,959,841
September	\$	\$ 10,869,830
Cumulative - 9/30	\$	\$ 136,829,671
October	\$	\$ 12,908,172
Cumulative - 10/31	\$	\$ 149,737,843
November	\$	\$ 12,434,063
Cumulative - 11/30	\$	\$ 162,171,906
December	\$	\$ 50,417,298
Cumulative - 12/31	\$	\$ 212,589,204

Allocations from All Campaigns from Jan. 1, 1972 to March 29, 1972 totaled \$50,008,737

	<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
<u>Regular</u>			
JDC	\$ 4,189,870	\$ 337,673	\$ 4,527,543
UIA	11,521,603	1,610,166	13,131,769
NYANA	143,120	-	143,120
UHS	-	-	-
Total Regular	<u>\$ 15,854,593</u>	<u>\$ 1,947,839</u>	<u>\$ 17,802,432</u>
<u>Emergency Fund</u>			
UIA - 1972 EF	8,192,471	179,276	8,371,747
UIA - 1971 EF	15,647,583	1,115,420	16,763,003
UIA - 1970 EF	3,723,948	1,187,382	4,911,330
UIA - 1969 EF	972,985	269,599	1,242,584
UIA - 1968 EF	155,000	141	155,141
UIA - 1967 EF	60,000	7,500	67,500
JDC - 1971 EF	560,000	-	560,000
JDC - 1970 EF	135,000	-	135,000
TOTAL	<u>\$ 45,301,580</u>	<u>\$ 4,707,157</u>	<u>\$ 50,008,737</u>

CASH STATUS and ACCOUNTS RECEIVABLE

as of 2/29/72

	<u>NATIONAL</u>	<u>NEW YORK CITY</u>	<u>TOTAL</u>
I. <u>1967 EMERGENCY FUND</u>			
Pledges	\$128,700,000	\$44,300,000	\$173,000,000
Paid during 1967	\$113,613,000	\$38,170,000	\$151,783,000
Paid during 1968	12,301,000	5,190,000	17,491,000
Paid during 1969	2,235,000	701,000	2,936,000
Paid during 1970	345,000	119,000	464,000
Paid during 1971	52,000	55,000	107,000
Paid during 1972	17,000	45,000	62,000
Total Paid to 2/29/72	\$128,563,000	\$44,280,000	\$172,843,000
Balance Due 2/29/72	\$ 137,000	\$ 20,000	\$ 157,000
II. <u>1968 EMERGENCY FUND</u>			
Pledges	\$ 61,000,000	\$16,000,000	\$ 77,000,000
Paid during 1968	\$ 33,935,000	\$11,257,000	\$ 45,192,000
Paid during 1969	20,698,000	2,815,000	23,513,000
Paid during 1970	2,373,000	762,000	3,135,000
Paid during 1971	320,000	208,000	528,000
Paid during 1972	55,000	101,000	156,000
Total Paid to 2/29/72	\$ 57,381,000	\$15,143,000	\$ 72,524,000
Balance Due 2/29/72	\$ 3,619,000	\$ 857,000	\$ 4,476,000
III. <u>1969 EMERGENCY FUND</u>			
Pledges	\$ 77,000,000	\$18,000,000	\$ 95,000,000
Paid during 1969	\$ 40,955,000	\$13,387,000	\$ 54,342,000
Paid during 1970	24,743,000	2,431,000	27,174,000
Paid during 1971	3,472,000	486,000	3,958,000
Paid during 1972	659,000	239,000	898,000
Total Paid to 2/29/72	\$ 69,829,000	\$16,543,000	\$ 86,372,000
Balance Due 2/29/72	\$ 7,171,000	1,457,000	8,628,000
IV. <u>1970 EMERGENCY FUND</u>			
Pledges	\$ 98,500,000	\$21,500,000	\$120,000,000
Paid during 1970	\$ 52,090,000	\$14,814,000	\$ 66,904,000
Paid during 1971	29,394,000	3,316,000	32,710,000
Paid during 1972	3,188,000	250,000	3,438,000
Total Paid to 2/29/72	\$ 84,672,000	\$18,380,000	\$103,052,000
Balance Due 2/29/72	\$ 13,828,000	\$ 3,120,000	\$ 16,948,000
V. <u>1971 EMERGENCY FUND</u>			
Pledges	\$133,000,000	\$33,000,000	\$166,000,000
Paid during 1971	\$ 72,147,000	\$18,005,000	\$ 90,152,000
Paid during 1972	8,408,000	1,185,000	9,593,000
Total Paid to 2/29/72	\$ 80,555,000	\$19,190,000	\$ 99,745,000
Balance Due 2/29/72	\$ 52,445,000	\$13,810,000	\$ 66,255,000

CASH STATUS and ACCOUNTS RECEIVABLE as of 2/29/72 (Continued)

	<u>NATIONAL</u>	<u>NEW YORK CITY</u>	<u>TOTAL</u>
<u>VI. 1972 EMERGENCY FUND</u>			
Paid during 1972	\$ <u>5,941,000</u>	\$ <u>2,156,000</u>	\$ <u>8,097,000</u>
<u>VII. RE-CAP of CASH RECEIVED in 1972</u>			
1. 1967 Emergency Fund	\$ 17,000	\$ 45,000	\$ 62,000
2. 1968 Emergency Fund	55,000	101,000	156,000
3. 1969 Emergency Fund	659,000	239,000	898,000
4. 1970 Emergency Fund	3,188,000	250,000	3,438,000
5. 1971 Emergency Fund	8,408,000	1,185,000	9,593,000
6. 1972 Emergency Fund	5,941,000	2,156,000	8,097,000
7. 1970 and Prior Regular	950,000	482,000	1,432,000
8. 1971 Regular	2,343,000	1,921,000	4,264,000
9. 1972 Regular	4,107,000	1,059,000	5,166,000
	\$ <u>25,668,000</u>	\$ <u>7,438,000</u>	\$ <u>33,106,000</u>
<u>VIII. ACCOUNTS RECEIVABLE RE-CAP</u>			
1. 1967 Emergency Fund	\$ 137,000	\$ 20,000	\$ 157,000
2. 1968 Emergency Fund	3,619,000	857,000	4,476,000
3. 1969 Emergency Fund	7,171,000	1,457,000	8,628,000
4. 1970 Emergency Fund	13,828,000	3,120,000	16,948,000
5. 1971 Emergency Fund	52,445,000	13,810,000	66,255,000
6. 1970 and Prior Regular	8,218,000	2,046,000	10,264,000
7. 1971 Regular	15,135,000	6,427,000	21,562,000
	\$ <u>100,553,000</u>	\$ <u>27,737,000</u>	\$ <u>128,290,000</u>

HR:jy (3/1/72)

HERBERT A. FRIEDMAN

file

cash



x Breslau turned over a house
for sale. Now being appraised.
Brissman indicates worth of
approx 20,000.

1971 UJA EXECUTIVE COMMITTEE.

AS OF NOVEMBER 17, 1971

Updated
Jan. 28, '72

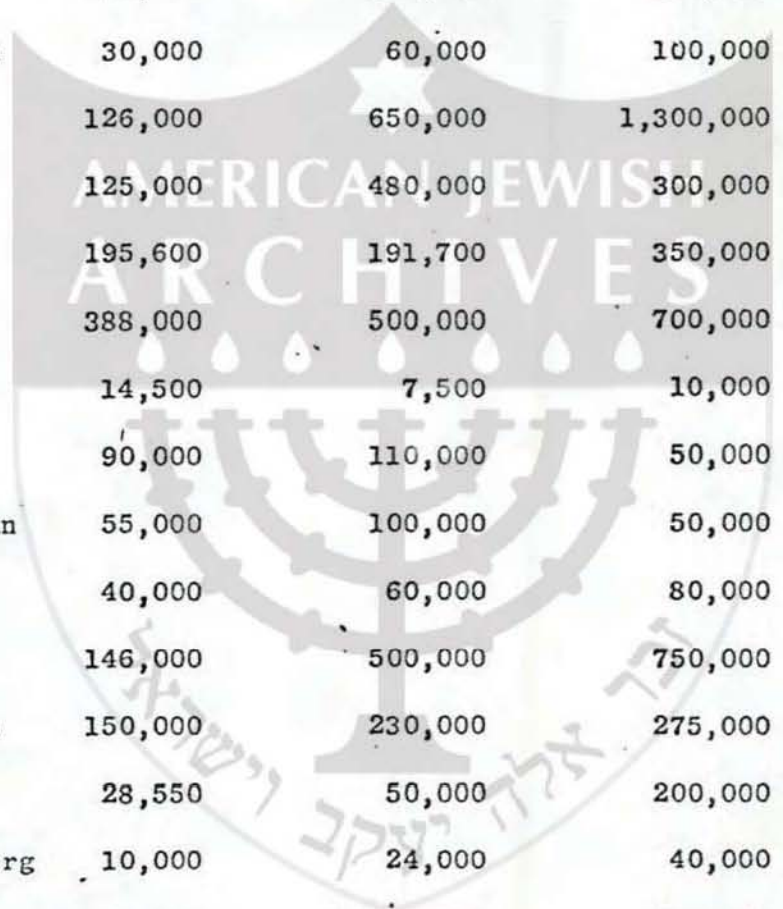
Red = as of 2/14/72

	<u>1967</u>	<u>1970</u>	<u>1971</u>	<u>Balance</u>	
Albert B. Adelman	62,000	67,000	90,000	124,000	26,100 •
Bernard H. Barnett	193,000	223,000	100,000 (incomplete)	550,000	550,000 •
Frank Beckerman	130,000	136,000	200,000	37,300	37,300 •
Leonard D. Bell	7,500	6,000	12,000	6,700	0
Charles J. Bensley	42,500	31,000	34,000	94,000	94,000 •
Herschel W. Blumberg	22,500	50,000	75,000	164,000	164,000 •
Isadore Breslau Joel S. Breslau	60,000	60,000	65,000	65,000	65,000 X
Louis Broido	10,500	15,000	21,000	37,000	37,000 •
Victor M. Carter	185,000	197,000	263,000	286,500	137,000
Lawrence M. Cohen	26,500	52,000	100,000	100,000	100,000 67,500
Gerald S. Colburn	18,400	46,000	75,000	87,000	68,297 •
Melvin Dubinsky	25,000	56,000	75,000	150,000	150,000 130,000
Sidney M. Edelstein	40,000	125,000	155,000	78,500	0
Raymond Epstein	14,500	30,000	50,000	10,000	0
Jacob Feldman	634,000	350,000	300,000	411,000	285,500 144,000
Israel D. Fink	55,000	175,000	21,500	9,000	9,000 •
Chester L. Firestein	475,900	662,000	1,046,805	243,759	200,000 • FDN 7,600 • PERS.
Personal- (14,900 incl. in above total)		(24,000 incl. in above total)	(50,000 incl. above total)	12,600	
Max M. Fisher	450,000	355,000	175,000	600,000	(IB expects \$400,000) 600,000
Ben Fixman	125,000	360,000	150,000	360,000	150,000 •
Larry M. Frank	18,000	35,000	61,000	0	0
Herbert J. Garon	4,500	5,600	5,800	7,800	7,600
Charles Ginsberg, Jr.) Edward Ginsberg)	112,000	150,000	210,000	174,000	69,000 •
Louis S. Goldman	70,000	125,000	250,000	425,000	375,000 •
Bram Goldsmith	58,500	85,500	141,000	80,000	21,709 •
(incl. 9,500 Per)		(incl. 50,000 Per)	(incl. 100,000)		

★ Lipson - on Feb 14
authorized sale of stock
approx \$400,000.

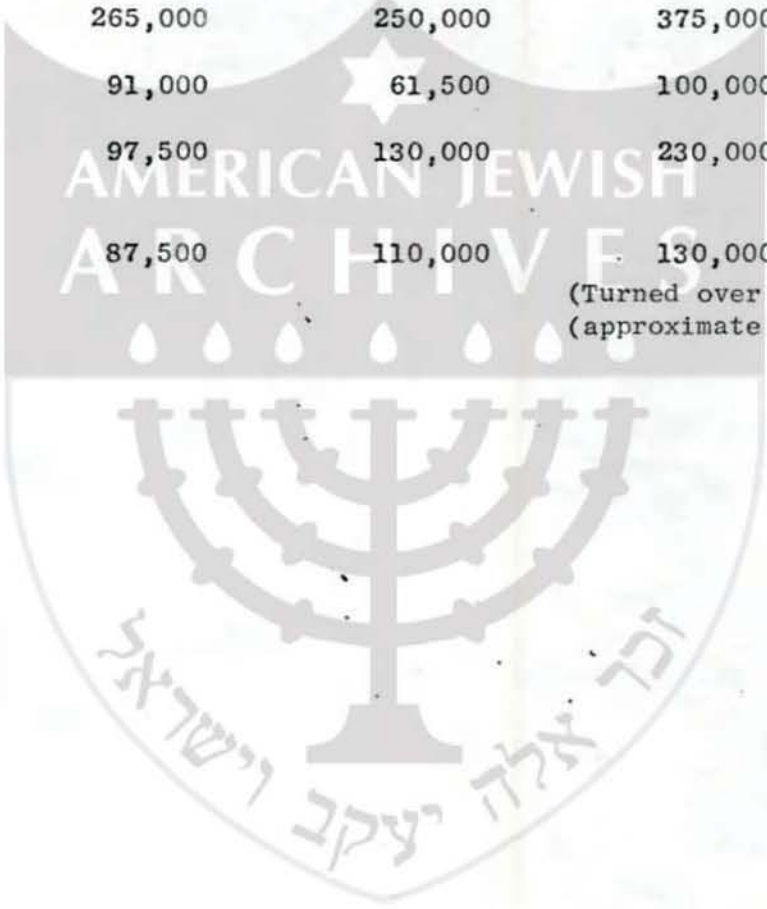
★★ Hoffberger - Solod suggests
call from P2 - no mention of
amount due - ask for payment "much
as ~~soon~~ possible now"

	<u>1967</u>	<u>1970</u>	<u>1971</u>	<u>Balance</u>	
Alexander Grass	45,500	151,500	325,000	325,000	213,000 •
Sheldon B. Guren	29,500	5,500	12,000	0	0
Merrill L. Hassenfeld	100,000	100,000	-	70,000	70,000
Leroy E. Hoffberger	689,500	525,000	750,000	1,632,000	1,324,000 •
Joseph H. Kanter	65,000	105,000	150,000	202,000	134,000 •
				(Miami)	
Max H. Karl	36,000	110,000	200,000	0	0
Jac J. Lehrman	250,000	340,000	350,000	50,000	0
Morris L. Levinson	30,000	60,000	100,000	50,000	0
Nathan I. Lipson	126,000	650,000	1,300,000	535,000	535,000 •
Joseph M. Mazer	125,000	480,000	300,000	525,000	525,000 •
Joseph Meyerhoff	195,600	191,700	350,000	0	0
Samuel H. Miller	388,000	500,000	700,000	0	0
James H. Nobil	14,500	7,500	10,000	25,000	0
				(Dec. pa)	
Albert Parker	90,000	110,000	50,000	210,000	155,000 •
Raymond G. Perelman	55,000	100,000	50,000	100,000	50,000 •
Bert Rabinowitz	40,000	60,000	80,000	95,000	61,000 •
Meshulam Riklis	146,000	500,000	750,000	750,000	600,000 •
Donald M. Robinson	150,000	230,000	275,000	0	0
Morris Rodman	28,550	50,000	200,000	0	0
Malcolm M. Rosenberg	10,000	24,000	40,000	40,000	15,000 •
William Rosenwald	341,300	1,000,000	250,000	0	0
Sam Rothberg	100,000	125,000	200,000	458,000	458,000 •
Robert Russell	15,000	62,000	10,000	69,000	15,000 •
				(holdin	
Alan Sagner	55,500	55,000	75,000	17,000	0
Edward Sanders	9,000	33,000	42,000	54,800	38,500
Lawrence Schacht	132,500	7,500	50,000	50,000	50,000 •
Mrs. Bernard Schaenen	17,100	42,800	50,000	0	0
Robert M. Schrayner	3,350	5,500	8,000	15,000	14,200
Philip S. Seltzer	60,000	110,000	150,000	542,000	542,000 •
				(Land gift D	



	<u>1967</u>	<u>1970</u>	<u>1971</u>	<u>Balance</u>	
Joseph D. Shane	36,000	43,000	<i>20,000</i>	53,000	53,000 •
Arant H. Sherman	16,000	100,000	200,000	0	0
Dewey D. Stone	100,000	125,000	<i>Net 100,000</i>	253,000	253,000
Joseph H. Strelitz)					
Leonard R. Strelitz)	35,000	95,000	170,000	35,000	0
Melvin Swig	230,000	249,998	375,000	314,000	0
Laurence A. Tisch	110,000	500,000	1,000,000	1,000,000	0
Edward M.M. Warburg	20,000	15,000	15,000	15,000	0
Jack D. Weiler	265,000	250,000	375,000	263,000	0
Gordon Zacks	91,000	61,500	100,000	144,000	130,000 129,000
Philip Zinman	97,500	130,000	230,000	188,000	0
Paul Zuckerman	87,500	110,000	130,000	205,000	205,000 •

(Turned over real estate for sale -
(approximate value \$175,000)



5/26/71
update 1/17/71
update 1/28/72

\$10,000 - 49,999

\$50,000 - 99,999

100,000 + over

Community	#	\$	#	\$	#	\$
Birmingham	13	281,000	2	118,000	0	—
Los Angeles	130	2,566,000	18	1,145,000	18	7,457,500
Oakland	10	201,000	0	—	0	—
San Diego	12	205,000	2	105,000	1	100,000
San Francisco	38	726,500	6	415,000	5	1,925,000
Denver	12	228,800	2	100,000	3	800,000
Bridgeport	3	50,000	1	65,000	1	140,000
Hartford	43	787,500	6	395,000	8	2,392,000
New Haven	9	132,500	0	—	0	—
Washington, D.C.	42	655,500	8	485,000	8	1,470,000
Miami	68	1,168,200	8	516,000	7	1,306,000
Atlanta	47	1,010,800	9	626,000	4	1,727,000
Chicago	108	2,017,100	10	676,000	15	2,878,500
Indianapolis	9	144,500	1	50,000	2	300,000
Louisville	11	259,200	1	50,000	0	—
New Orleans	14	258,000	1	50,000	2	200,000
Baltimore	54	1,020,000	9	592,500	9	2,610,000
Boston	121	1,813,000	15	930,000	15	2,620,000
Lynn	8	180,500	3	150,000	2	300,000
Springfield	9	143,500	0	—	2	272,000
Worcester	27	524,000	0	—	0	—
Detroit	139	2,771,800	15	925,000	17	3,229,000
Minneapolis	17	317,800	7	445,000	1	250,000
St Paul	12	215,300	1	50,000	1	100,000

10,000 - 49,999

50,000 - 99,999

100,000 + over

Community	#	\$	#	\$	#	\$
Kansas City ✓	22	406,700	3	191,000	1	300,000
St Louis ✓	39	676,000	10	572,500	1	168,000
Omaha \	4	103,500	0	—	2	350,000
Camden \	7	168,000	1	50,000	1	168,000
Englewood \	19	331,900	0	—	5	869,000
Essex County ✓	67	1,343,000	4	283,000	6	1,145,000
Paterson \	4	131,000	3	150,000	1	100,000
Albany \	13	227,500	4	200,000	0	—
Buffalo \	17	298,000	0	—	0	—
Akron \	8	151,500	1	50,000	0	—
Lincindati ✓	20	359,600	4	210,000	1	100,000
Cleveland ✓	93	2,013,000	11	743,500	19	3,849,300
Columbus \	17	363,000	2	132,000	2	250,000
Dayton \	11	213,800	1	67,500	2	400,000
Toledo \	15	286,000	1	53,000	0	—
Tulsa \	15	322,000	3	200,000	2	304,100
Allentown \	15	297,000	3	220,000	0	—
Harrisburg \	19	332,200	3	153,000	1	325,000
Philadelphia ✓	127	2,424,400	20	1,244,500	9	1,494,500
Pittsburgh ✓	48	926,500	6	335,000	4	650,000
Scranton \	13	248,500	2	107,000	0	—
Memphis \	4	94,000	2	122,800	3	357,500
Nashville \	11	231,400	3	242,000	0	—
Dallas ✓	32	592,800	7	418,500	4	675,000

10,000-49,999

50,000-99,999

100,000 + over

Community	#	\$	#	\$	#	\$
Houston	25	419,000	4	276,000	1	250,000
Norfolk	26	444,300	2	140,000	1	179,000
Richmond	18	339,500	3	175,000	0	—
Seattle	10	174,000	1	57,000	1	100,000
Milwaukee	25	533,000	5	350,000	5	1,150,000

AMERICAN JEWISH
ARCHIVES



COMMUNITY	QUOTA SETTING TEAM	QUOTA MEETING DATE	1970 TOTAL RAISED	1971 QUOTA	1971 EST. FINAL FIGURE	BIG NAMES SENT TO COMMUNITY DURING 1971 CAMPAIGN	1972 EST. FINAL FIGURE	1972 QUOTA SUGGESTION	REMARKS
NEW YORK CITY	ZUR, EBAN, LEVINSON	9/23	58,000,000	150,000,000	76,000,000 (73,000,000)	HAF, GARON, AVNER, BIRAN, BORENSTEIN, CHERRICK, EBAN, GUR, KIDAN, LEGUM, MENDLER, OFER, ROSOLIO, SHOHAT, TOMER, YARIV, ARGOV, MOUCHLY, HARMAN	+ +		NYC must increase to raise more
ATLANTA	ZUR, HAF	9/21	3,800,000	8,000,000	5,200,000 (5,240,000)	EDELSTEIN, M. ESHKOL, HOREV, SAPIR, YARIV	+ if Lipsun		If Lipsun at least repeats or doesn't cut much.
BALTIMORE	HOD, ARNON, EG	9/20	6,400,000	11,250,000	8,553,000 (8,553,000)	BELL, HAF, L. STRELITZ, ALMOGI, BORENSTEIN, HOREV, ROSOLIO, SHAPHIR, NAIM, HHH	+ +88		
BOSTON	YARIV, BEN NATAN, HAF, GARON, EG, LEVINSON	9/10	10,127,000	20,000,000	12,605,000 (12,383,000)	ADELMAN, HABER, GERBER, RATNER, ALMOGI, BORENSTEIN, ELAZAR, M. ESHKOL, PINCUS, TOMER, AMIR, ARGOV, BARMORE, COL. S. LEVY, NAIM, ZEIRA, MRS. RABIN, BAYH	+ substantially		
CHICAGO	HOD, PINCUS, HAF	9/21	17,375,000	50,000,000	19,500,000 (17,551,000)	EG, M. LEVINSON, COL. E. COHEN, EBAN, NOY GROUP, PERES, SHAPHIR, COL. S. LEVY, NAIM, HARMAN, BAYH, MC CARTHY	+ + 18.5		Chicago must
CINCINNATI	HOD, ROSOLIO, BARNETT, IB	9/27	2,000,000	4,000,000	2,800,000 (2,550,000)	J. BRESLAU, C. GINSBERG, S. MILLER, CHERRICK, GEN. A. LEVY, MENDLER, ROSOLIO, SHAPHIR, SHARONY, TOMER, HHH	+ + 2.7		Model is good they believe in solicitation
CLEVELAND	YARIV, BEN NATAN, EG	9/8	11,902,000	21,000,000	14,377,000 (14,377,000)	AVNER, ELAZAR, KOHANE, NOY GROUP, J. ALON, AVIAD, BARMORE, HHH, MUSKIE	? ?		
DALLAS	HOD, ZUR, DUBINSKY, HAF	9/22	3,004,000	6,000,000	3,100,000 (3,124,000)	FISHER, C. GINSBERG, EG, AVNER, SAPIR, RABIN	? + 3.3		
DETROIT	YARIV, PINCUS, ZUCKERMAN	9/16	11,635,000	21,000,000	13,312,000 (13,312,000)	ADELMAN, HAF, HABER, GERBER, AVNER, BIRAN, CHERRICK, R. DAYAN, ELAZAR, NOY GROUP, PERES, ROSOLIO, SHARONY, TEKOA, AGRONSKY	? + 13.8		
HARTFORD	YARIV, PINCUS, EG	9/14	3,559,000	7,500,000	5,200,000 (5,153,000)	HAF, PARKER, BORENSTEIN, LEGUM, GEN. A. LEVY, PERES, TALMOR	+ - 4.6		Irrespective of Rogov

COMMUNITY	QUOTA SETTING TEAM	QUOTA MEETING DATE	1970 TOTAL RAISED	1971 QUOTA	1971 EST. FINAL FIGURE	BIG NAMES SENT TO COMMUNITY DURING 1971 CAMPAIGN	FINAL FIGURE	QUOTA SUGGESTION	REMARKS
KANSAS CITY	PELED, LADOR, COLBURN	9/8	1,834,000	3,200,000	2,400,000 (2,173,000)	J. BRESLAU, FRANK, EG, HABER, C.M. NEWMAN, R. DAYAN, BARMORE, MRS. TEKOAH	+ + 2.3		
LOS ANGELES	ROSOLIO, PINCUS, HAF	9/17	17,254,000	50,000,000	27,000,000 (25,300,000)	HAF, EG, HABER, RIKLIS, ZUCKERMAN, E. BAR-LEV, CHERRICK, COL. E. COHEN, R. DAYAN, GALON, HOREV, IVRY, KOLLEK, LEGUM, GEN. A. LEVY, MENDLER, NEVO, NOY GROUP, OFER, M. PEARLMAN, ROM, ROSOLIO, SHAKKED, SHAPHIR, SHARONY, SHAVIT, TALMOR, TOMER, YARIV, ALEXANDRONI, Y. AVNER, MOUCHLY, RABIN, ZEIRA, HARMAN, HHH	? + same		
MIAMI	ZUR, BENSLEY, HAF	9/28	5,046,000	10,000,000	7,500,000 (6,864,000)	J. BRESLAU, I. BRESLAU, GOLDMAN, L. STRELITZ, ZUCKERMAN, L. JAVITZ, A. SEGAL, BREN, BIRAN, GUR, TALMOR, YARIV, Y. AVNER, BEILIN, GILON, HERMONI, ZEIRA, AGRONSKY, BAYH	+ + 8.5		Kronish will be chairman
MILWAUKEE	GORODISH, HARMAN, ADELMAN	9/16	3,970,000	7,500,000	5,200,000 (4,747,000)	DUBINSKY, RIKLIS, AVNER, BIRAN, CHERRICK, M. ESHKOL, BARMORE, BROSH, HARMAN	? + 5		
MINNEAPOLIS	HOD, EG, ADELMAN	9/25	2,625,000	5,000,000	3,200,000 (3,324,000)	HAF, GARON, NAIM	+ + 3.5		
NEWARK	YARIV, PINCUS, EG	9/15	6,500,000	11,500,000	7,500,000 (7,750,000)	IB, HAF, HABER, ZINMAN, GERBER, CHERRICK, ELAZAR, HOREV, KIDAN, LEGUM, GEN. A. LEVY, MENDLER, NOY GROUP, OFER, ROGOFSKY, SHARONY, RABIN, HHH, JAVITZ	+ + 8.5		
PHILADELPHIA		NONE	11,200,000		12,300,000 (12,304,000)	L. STRELITZ, WEILER, CHERRICK, PINCUS, J. ALON, YAVNER, BARMORE, BROSH, COL. S. LEVY, MOUCHLY, YEGAR, AMORY, BRINKLEY	+ + 13		
PITTSBURGH	GORODISH, DULZIN, ADELMAN	9/17	4,000,000	7,000,000	4,500,000 (4,469,000)	ALMOGI, CHERRICK, R. DAYAN, ELAZAR, M. ESHKOL, GORODISH, NOY GROUP, J. ALON, BEILIN, MC CARTHY	? + 4.7		

COMMUNITY	QUOTA SETTING TEAM	MEETING DATE	TOTAL RAISED	1971 QUOTA	FINAL FIGURE	BIG NAMES SENT TO COMMUNITY DURING 1971 CAMPAIGN	FINAL FIGURE	QUOTA SUGGESTION	REMARKS
ST. LOUIS	GORODISH, BEN NATAN, DUBINSKY	9/14	4,000,000	7,250,000	4,800,000 (4,777,000)	ADELMAN, HAF, GOLDMAN, HABER, ALMOGI, BORENSTEIN, GEN. A. LEVY, M. PEARLMAN, TEKOAH	+ ^{substantiated} + 5.2		
SAN FRANCISCO	ROSOLIO, PINCUS, HAF	9/18	4,310,000	8,500,000	6,200,000 (5,975,000)	CHERRICK, R. DAYAN, HOREV, NOY GROUP, M. PEARLMAN, ZEIRA, JAVITS	? + 6.2		One shot money from them
WASHINGTON, D.C.	EG	9/3	4,900,000	9,500,000	6,200,000 (5,900,000)	HAF, ALMOGI, CHERRICK, R. DAYAN, GEN. A. LEVY, M. PEARLMAN, SAPIR, MRS. TEKOAH, GRAVEL	+ ?		
(19)									
BUFFALO	ARNON, L. STRELITZ	9/22	1,443,000	2,600,000	1,800,000 (1,557,000)	ADELMAN, J. BRESLAU, AUERBACH, S. FREEDMAN, LEUCHTER, BIRAN, ROSOLIO	? + 2		
COLUMBUS	GORODISH, ALMOGI, COLBURN	9/15	1,455,000	3,000,000	1,800,000 (1,987,000)	S. MILLER, SHERMAN, ZUCKERMAN, CHERRICK, HOREV, IVRY, KOHANE, NOY GROUP, SHARONY, SHOHAT, NAIM	? + 2.3		
DAYTON	GORODISH, ALMOGI, GOLDMAN	9/16	1,315,000	2,600,000	1,540,000 (1,388,000)	HAF, BORENSTEIN, GORODISH, HOREV, SAPIR	? -		
DENVER	PINCUS, HAF, NOBIL	9/22	1,715,000	3,000,000	2,500,000 (2,385,000)	ALMOGI, ELAZAR, GEN. A. LEVY, ROSOLIO, SHAKKED, SHAVIT, ARGOV, BARMORE, LESHEM, ZEIRA	+ + 5		
ENGLEWOOD	BEN NATAN, EDELSTEIN	9/14	1,618,000	3,000,000	2,000,000 (2,147,000)	EG, BORENSTEIN	+ + 2.3		
HARRISBURG	EG	9/28	1,232,000	2,150,000	1,400,000 (1,482,000)	N. LIPSON, GUR, J. ALON, Y. AVNER, COL. S. LEVY, TEKOAH, MRS. RABIN, PASTORE	? + 1.5		
HOUSTON	GORODISH, DULZIN, ZUCKERMAN	9/14	1,700,000	4,500,000	2,600,000 (2,552,000)	BELL, ZUCKERMAN, NAIM, NAVON	+ + 2.8		
INDIANAPOLIS	ROSOLIO, BARNETT, ZUCKERMAN	9/24	1,143,000	2,250,000	1,350,000 (1,364,000)	ADELMAN, BREN, GEN. A. LEVY, PERES, ROSOLIO, SHOHAT	? + 1.5		
LOUISVILLE	ROSOLIO, BARNETT, HOD	9/24	1,367,000	2,450,000	1,500,000 (1,264,000)	S. MILLER, GUR, ROSOLIO, BARMORE, COL. S. LEVY, MRS. RABIN	? +		

Community	\$10,000 - 49,999		\$50,000 - 99,999		\$100,000 & over		\$10,000 - ton		Total Campaign	
	No.	\$	No.	\$	No.	\$	No.	\$		
Atlanta	47	1,010,800	9	626,000	4	1,727,000	60	3,363,800	5,254,000	
Baltimore	54	1,020,000	9	592,500	9	2,610,000	72	4,222,500	8,553,000	
Boston	121	1,813,000	15	930,000	15	2,620,000	151	5,363,000	12,383,000	
Chicago	108	2,017,100	10	676,000	15	2,878,500	133	5,571,600	17,550,000	
Cincinnati	20	359,600	4	210,000	1	100,000	25	669,600	2,550,000	
Cleveland	93	2,013,000	11	743,500	19	3,849,300	123	6,605,800	14,377,000	
Dallas	32	592,800	7	418,500	4	675,000	43	1,686,300	3,124,000	
Detroit	139	2,771,800	15	925,000	17	3,229,000	171	6,925,800	13,312,000	
Essex County	67	1,343,000	4	233,000	6	1,145,000	77	2,771,000	7,750,000	
Hartford	43	787,500	6	395,000	3	2,392,000	57	3,574,500	5,154,000	
Kansas City	22	406,700	3	191,000	1	300,000	26	897,700	2,173,000	
Los Angeles	130	2,566,000	18	1,145,000	13	7,457,500	166	11,168,500	26,000,000	
Miami	68	1,168,200	8	516,000	7	1,306,000	83	2,990,200	6,864,000	
Milwaukee	25	533,000	5	350,000	5	1,150,000	35	2,033,000	4,747,000	
Minneapolis	17	317,800	7	445,000	1	250,000	25	1,012,800	3,325,000	
Philadelphia	127	2,424,400	20	1,244,500	9	1,494,500	156	5,163,400	12,304,000	
Pittsburgh	48	926,500	6	335,000	4	650,000	58	1,911,500	4,510,000	
San Francisco	38	726,500	6	415,000	5	1,925,000	49	3,066,500	5,975,000	
St. Louis	39	676,000	10	572,500	1	168,000	50	1,416,500	4,777,000	
Washington, D.C.	42	655,500	8	485,000	8	1,470,000	58	2,610,500	5,900,000	
	1,280	24,129,200	181	11,498,500	157	37,396,800	1,618	73,024,500	166,582,000	subtotals

<u>Community</u>	\$10,000 - 49,999		\$50,000 - 99,000		\$100,000 & over		\$10,000 - top		<u>Total Campaign</u>
	<u>No.</u>	<u>\$</u>	<u>No.</u>	<u>\$</u>	<u>No.</u>	<u>\$</u>	<u>No.</u>	<u>\$</u>	
Akron	8	151,500	1	50,000	0	---	9	201,500	1,007,000
Albany	13	227,500	4	200,000	0	---	17	427,500	1,252,000
Allentown	15	297,000	3	220,000	0	---	18	517,000	1,065,000
Birmingham	13	281,000	2	118,000	0	---	15	399,000	985,000
Bridgeton	3	50,000	1	65,000	1	140,000	5	255,000	
Buffalo	17	298,000	0	---	0	---	17	298,000	1,957,000
Camden	7	168,000	1	50,000	1	168,000	9	386,000	1,282,000
Columbus	17	363,000	2	132,000	2	250,000	21	745,000	2,982,000
Dayton	11	213,800	1	67,500	2	400,000	14	681,300	
Denver	12	228,800	2	100,000	3	800,000	17	1,128,800	2,395,000
Englewood	19	331,900	0	---	5	869,000	24	1,200,900	2,000,000
Harrisburg	19	332,200	3	153,000	1	325,000	23	810,200	1,480,000
Houston	25	419,000	4	276,000	1	250,000	30	945,000	2,550,000
Indianapolis	9	144,500	1	50,000	2	300,000	12	494,500	1,364,000
Louisville	11	259,200	1	50,000	0	---	12	309,200	1,264,000
Lynn	8	180,500	3	150,000	2	300,000	13	630,500	1,320,000
Memphis	4	94,000	2	122,800	3	357,500	9	574,300	
Nashville	11	231,400	3	242,000	0	---	14	473,400	
New Haven	9	132,500	0	---	0	---	9	132,500	984,000
New Orleans	14	258,000	1	50,000	2	200,000	17	508,000	1,342,000
Norfolk	26	444,300	2	140,000	1	170,000	29	754,300	1,605,000
Oakland	10	201,000	0	---	0	---	10	201,000	1,172,000
Omaha	4	103,500	0	---	2	350,000	6	453,500	1,506,000
Paterson	4	131,000	3	150,000	1	100,000	8	381,000	1,391,000
Richmond	18	339,500	3	175,000	0	---	21	514,500	1,128,000

St. Paul	12	215,300	1	50,000	1	100,000	14	365,300	
San Diego	12	205,000	2	105,000	1	100,000	15	410,000	1,095,000
Scranton	13	248,500	2	107,000	0	—	15	355,500	1,020,000
Seattle	10	174,000	1	57,000	1	100,000	12	331,000	1,226,000
Springfield	9	143,500	0	—	2	272,000	11	415,500	1,135,000
Toledo	15	286,000	1	53,000	0	—	16	339,000	
Tulsa	15	322,000	3	200,000	2	304,100	20	826,100	1,112,000
Worcester	27	524,000	0	—	0	—	27	524,000	1,350,000
	420	7,999,400	53	3,133,300	36	5,855,600	509	16,988,300	subtotals
	1,700	32,128,600	234	14,531,800	193	43,252,400	2,127	90,012,800	TOTALS



<u>Community</u>	<u>\$10,000 - 49,999</u>		<u>\$50,000 - 99,999</u>		<u>\$100,000 & over</u>		<u>\$10,000 - top</u>		<u>Total Campaign</u>	
	<u>No.</u>	<u>\$</u>	<u>No.</u>	<u>\$</u>	<u>No.</u>	<u>\$</u>	<u>No.</u>	<u>\$</u>		
Atlanta	47	1,010,800	9	626,000	4	1,727,000	60	3,363,800	5,254,000	
Baltimore	54	1,020,000	9	592,500	9	2,610,000	72	4,222,500	8,553,000	
Boston	121	1,813,000	15	930,000	15	2,620,000	151	5,363,000	12,393,000	
Chicago	108	2,017,100	10	676,000	15	2,878,500	133	5,571,600	17,550,000	
Cincinnati	20	359,600	4	210,000	1	100,000	25	669,600	2,550,000	
Cleveland	93	2,013,000	11	743,500	19	3,849,300	123	6,605,800	14,377,000	
Dallas	32	592,800	7	418,500	4	675,000	43	1,636,300	3,124,000	
Detroit	139	2,771,800	15	925,000	17	3,229,000	171	6,925,800	13,312,000	
Essex County	67	1,343,000	4	233,000	6	1,145,000	77	2,771,000	7,750,000	
Hartford	43	787,500	6	395,000	8	2,332,000	57	3,574,500	5,154,000	
Kansas City	22	406,700	3	191,000	1	300,000	26	897,700	2,173,000	
Los Angeles	130	2,566,000	18	1,145,000	18	7,457,500	166	11,163,500	26,000,000	
Miami	68	1,163,200	8	516,000	7	1,306,000	83	2,980,200	6,364,000	
Milwaukee	25	533,000	5	350,000	5	1,150,000	35	2,033,000	4,747,000	
Minneapolis	17	317,800	7	445,000	1	250,000	25	1,012,800	3,325,000	
Philadelphia	127	2,424,400	20	1,244,500	9	1,494,500	156	5,163,400	12,304,000	
Pittsburgh	48	926,500	6	335,000	4	650,000	58	1,911,500	4,510,000	
San Francisco	38	726,500	6	415,000	5	1,925,000	49	3,066,500	5,975,000	
St. Louis	39	676,000	10	572,500	1	168,000	50	1,416,500	4,777,000	
Washington, D.C.	42	655,500	8	485,000	8	1,470,000	58	2,610,500	5,900,000	
	1,280	24,129,200	181	11,498,500	157	37,396,800	1,618	73,024,500	166,582,000	subtotals

Community	\$10,000 - 49,999		\$50,000 - 99,000		\$100,000 & over		\$10,000 - top		Total Campaign
	No.	\$	No.	\$	No.	\$	No.	\$	
Akron	8	151,500	1	50,000	0	---	9	201,500	1,007,000
Albany	13	227,500	4	200,000	0	---	17	427,500	1,252,000
Allentown	15	297,000	3	220,000	0	---	18	517,000	1,065,000
Birmingham	13	281,000	2	118,000	0	---	15	399,000	985,000
Bridgeport	3	50,000	1	65,000	1	140,000	5	255,000	
Buffalo	17	298,000	0	---	0	---	17	298,000	1,857,000
Camden	7	168,000	1	50,000	1	168,000	9	386,000	1,232,000
Columbus	17	363,000	2	132,000	2	250,000	21	745,000	2,982,000
Dayton	11	213,800	1	67,500	2	400,000	14	681,300	
Denver	12	228,800	2	100,000	3	800,000	17	1,128,800	2,385,000
Englewood	19	331,900	0	---	5	869,000	24	1,200,900	2,000,000
Harrisburg	19	332,200	3	153,000	1	325,000	23	810,200	1,430,000
Houston	25	419,000	4	276,000	1	250,000	30	945,000	2,550,000
Indianapolis	9	144,500	1	50,000	2	300,000	12	494,500	1,364,000
Louisville	11	259,200	1	50,000	0	---	12	309,200	1,264,000
Lynn	8	180,500	3	150,000	2	300,000	13	630,500	1,320,000
Memphis	4	94,000	2	122,800	3	357,500	9	574,300	
Nashville	11	231,400	3	242,000	0	---	14	473,400	
New Haven	9	132,500	0	---	0	---	9	132,500	984,000
New Orleans	14	258,000	1	50,000	2	200,000	17	508,000	1,342,000
Norfolk	26	444,300	2	140,000	1	170,000	29	754,300	1,605,000
Oakland	10	201,000	0	---	0	---	10	201,000	1,172,000
Omaha	4	103,500	0	---	2	350,000	6	453,500	1,506,000
Paterson	4	131,000	3	150,000	1	100,000	8	381,000	1,391,000
Richmond	18	339,500	3	175,000	0	---	21	514,500	1,128,000

St. Paul	12	215,300	1	50,000	1	100,000	14	365,300	
San Diego	12	205,000	2	105,000	1	100,000	15	410,000	1,095,000
Scranton	13	248,500	2	107,000	0	—	15	355,500	1,020,000
Seattle	10	174,000	1	57,000	1	100,000	12	331,000	1,226,000
Springfield	9	143,500	0	—	2	272,000	11	415,500	1,135,000
Toledo	15	286,000	1	53,000	0	—	16	339,000	
Tulsa	15	322,000	3	200,000	2	304,100	20	826,100	1,112,000
Worcester	27	524,000	0	—	0	—	27	524,000	1,350,000
	420	7,999,400	53	3,133,300	36	5,855,600	509	16,988,300	subtotals
	1,700	32,128,600	234	14,631,800	193	43,252,400	2,127	90,012,800	TOTALS



MEMORANDUM

file
campaign
reports

Date February 14, 1972

To Mr. Irving Bernstein

From Philip M. Waxberg

Subject STATUS OF 1972 CAMPAIGN (BIG GIFTS)

With 999 gifts in, the status of the 1972 Campaign is as follows:

	<u>1972</u>	<u>1971</u>
NYC	\$14,000,000	\$10,294,000
National	63,728,850	48,733,300
	<u>\$77,728,850</u>	<u>\$59,027,300</u>

This represents an increase of \$18,701,550 over 1971 or 31.7%.

The overall status of the 1972 Campaign, as reported by the computer on February 14th, is:

	<u>1972</u>	<u>1971</u>
	\$105,553,900	\$81,827,900

This represents an increase of \$23,726,000 over 1971 or 29.0%.

PW:md

cc: HAF, MP, PBC, HER, AHG, DHK, HMW. MT

CAMPAIGN STATUS OF BIG BOARD COMMUNITIES

CATEGORY I - HEADQUARTER COMM.	\$10,000 & OVER		EST. F.F. 1971	TOTAL RAISED	% INCR.
	IN	OUT			
NEW YORK CITY	43		76,000,000	14,000,000 1972- 1971- 10,294,000	
ATLANTA	10	58	5,254,000	1,767,000 1972- 1971- 1,918,500	
BALTIMORE	29	52	8,553,000	1,913,000 1972- 1971- 1,655,800	
BOSTON	83	83	12,383,000	3,597,000 1972- 1971- 3,041,600	
CHICAGO	30	152	18,850,000	3,243,000 1972- 1971- 2,785,000	
CINCINNATI	8	28	2,800,000	295,000 1972- 1971- 236,500	
CLEVELAND	56	93	14,377,000	4,267,900 1972- 1971- 3,938,700	
DALLAS	17	28	3,164,000	1,064,450 1972- 1971- 853,500	
DETROIT	51	123	13,312,000	4,583,000 1972- 1971- 3,824,000	
ESSEX COUNTY	40	57	7,750,000	2,270,500 1972- 1971- 1,622,200	
HARTFORD	26	35	5,225,000	2,369,050 1972- 1971- 2,197,050	
KANSAS CITY	9	19	2,461,000	680,500 1972- 1971- 532,000	
LOS ANGELES	35	219	26,000,000	5,733,250 1972- 1971- 3,953,300	
MIAMI	51	59	6,839,000	2,413,000 1972- 1971- 1,065,400	
MILWAUKEE	32	14	5,027,000	2,108,000 1972- 1971- 1,838,700	
MINNEAPOLIS	13	34	3,324,000	1,095,000 1972- 1971- 706,250	
PHILADELPHIA	43	122	12,303,000	2,475,000 1972- 1971- 2,004,500	
PITTSBURGH	28	41	4,510,000	1,212,000 1972- 1971- 1,055,400	

CATEGORY I -
HEADQUARTER COMM.\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

9
INC

	IN	OUT	EST. F.F. 1971	TOTAL RAISED	
ST. LOUIS	32	49	4,777,000	1972- 927.250 1971- 647.650	
SAN FRANCISCO	18	45	6,000,000	1972- 2,786.750 1971 2,185.000	
WASHINGTON	17	54	6,200,000	1972- 1,775.000 1971- 1,554.500	

CATEGORY II -
\$1,000,000 & OVER

AKRON	5	14	1,031,000	1972- 120,000 1971- 95,000	
ALBANY	6	18	1,263,000	1972- 83,000 1971- 56,500	
ALLENTOWN	6	14	1,065,000	1972- 229,500 1971- 193,500	
BRIDGEPORT	0	6	1,100,000	1972- 1971-	
BUFFALO	11	13	1,850,000	1972- 304,000 1971- 200,700	
CAMDEN	6	8	1,323,000	1972- 476,500 1971- 391,500	
COLUMBUS	5	16	1,982,000	1972- 365,000 1971- 323,000	
DAYTON	2	13	1,540,000	1972- 275,000 1971- 400,000	
DENVER	12	15	2,500,000	1972- 3,480,000 1971- 1,080,000	
ENGLEWOOD	5	20	1,917,000	1972- 1,110,000 1971- 919,100	
HARRISBURG	3	22	1,480,000	1972- 385,000 1971- 350,350	
HOUSTON	6	34	2,567,000	1972- 340,000 1971- 209,000	
INDIANAPOLIS	23	7	1,355,000	1972- 783,500 1971- 547,000	
LOUISVILLE	7	9	1,300,000	1972- 211,000 1971- 145,600	
LYNN	6	8	1,350,000	1972- 320,000 1971- 308,000	
MEMPHIS	0	9	1,217,000	1972- 1971-	

CATEGORY II -
\$1,000,000 & OVER

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
IN

CATEGORY II - \$1,000,000 & OVER	\$10,000 & OVER IN	\$10,000 & OVER OUT	EST. F.F. 1971	TOTAL RAISED	% IN
NASHVILLE	2	12	1,051,000	1972- 65,000 1971- 50,000	
NEW HAVEN	9	4	1,036,000	1972- 147,900 1971- 112,500	
NEW ORLEANS	3	19	1,375,000	1972- 33,000 1971- 22,500	
NORFOLK	15	17	1,638,000	1972- 647,500 1971- 483,500	
OAKLAND	4	11	1,250,000	1972- 147,000 1971- 70,000	
OMAHA	3	7	1,521,000	1972- 430,000 1971- 354,000	
PATERSON	5	9	1,425,000	1972- 346,750 1971- 210,100	
RICHMOND	7	16	1,115,000	1972- 314,000 1971- 265,500	
SAN DIEGO	5	11	1,131,000	1972- 123,500 1971- 70,500	
SCRANTON	4	13	1,020,000	1972- 115,000 1971- 86,000	
SEATTLE	3	14	1,400,000	1972- 65,000 1971- 47,000	
SPRINGFIELD	1	12	1,147,000	1972- 125,000 1971- 75,000	
ST. PAUL	0	14	1,469,000	1972- 1971-	
TOLEDO	3	15	1,025,000	1972- 161,000 1971- 41,000	
TULSA	5	18	1,146,000	1972- 415,000 1971- 262,000	
WORCESTER	11	18	1,350,000	1972- 285,500 1971- 219,500	

CATEGORY III -
\$500,000 - \$999,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
INC

CATEGORY III - \$500,000 - \$999,999	\$10,000 & OVER IN	\$10,000 & OVER OUT	EST. F.F. 1971	TOTAL RAISED	% INC
ATLANTIC CITY	5	2	685,000	1972- 162,900 1971- 131,100	
BINGHAMTON	2	2	638,000	1972- 150,000 1971- 107,000	
BIRMINGHAM	14	3	992,000	1972- 434,100 1971- 334,950	
CANTON	3	5	559,000	1972- 111,000 1971- 78,350	
CHARLESTON	4	8	533,000	1972- 107,000 1971- 71,000	
DES MOINES	0	17	884,000	1972- 1971-	
EASTERN UNION CO.	8	5	700,000	1972- 190,000 1971- 67,000	
FLINT	5	12	755,000	1972- 137,000 1971- 110,000	
GREENSBORO	6	6	591,000	1972- 196,000 1971- 231,250	
HOLLYWOOD	7	10	796,000	1972- 88,000 1971- 58,250	
NEW BRUNSWICK	2	8	731,000	1972- 85,000 1971- 65,000	
PASSAIC	1	12	721,000	1972- 50,000 1971- 29,000	
PHOENIX	4	5	695,000	1972- 335,000 1971- 38,000	
PLAINFIELD	0	1	500,000	1972- 1971-	
PORTLAND, ORE.	2	8	900,000	1972- 26,000 1971- 17,500	
READING	0	7	504,000	1972- 1971-	
SAN ANTONIO	7	11	806,000	1972- 159,000 1971- 130,500	
SOUTH BEND	1	2	520,000	1972- 25,000 1971- 16,000	
STAMFORD	3	7	821,000	1972- 360,000 1971- 280,000	

CATEGORY III -
\$500,000 - \$999,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
IN

	IN	OUT	EST. F.F. 1971	1972- 1971-	TOTAL RAISED	% IN
SYRACUSE	2	12	835,000	1972- 1971-	59,050 44,500	.
TEANECK	1	9	770,000	1972- 1971-	39,000 10,000	.
TRENTON	0	4	732,000	1972- 1971-		
TUCSON	1	2	550,000	1972- 1971-	12,500 14,000	.
WILKES-BARRE	2	11	936,000	1972- 1971-	50,000 37,500	.
WILMINGTON	0	6	659,000	1972- 1971-		
YOUNGSTOWN	1	11	792,000	1972- 1971-	39,000 30,000	.

CATEGORY IV -
\$250,000 - \$499,999

	IN	OUT	EST. F.F. 1971	1972- 1971-	TOTAL RAISED	% IN
BANGOR	0	2	389,000	1972- 1971-		
CHARLOTTE	6	1	377,000	1972- 1971-	337,000 195,500	
CHATTANOOGA	0	5	379,000	1972- 1971-		
COLUMBIA	1	3	261,000	1972- 1971-	67,500 45,000	
DAVENPORT	0	1	270,000	1972- 1971-		
EL PASO	0	3	265,000	1972- 1971-		
ERIE	0	3	253,000	1972- 1971-		
FORT LAUDERDALE	2	2	250,000	1972- 1971-	60,000 57,000	.
FORT WORTH	0	5	323,000	1972- 1971-		
JACKSONVILLE	0	3	364,000	1972- 1971-		
LAS VEGAS	1	3	471,000	1972- 1971-	25,000 24,000	

CATEGORY IV-
\$250,000 - \$499,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
IN

CATEGORY IV- \$250,000 - \$499,999	\$10,000 & OVER IN	\$10,000 & OVER OUT	EST. F.F. 1971	TOTAL RAISED	% IN
LONG BEACH	0	0	493,000	1972- 1971-	
MADISON	0	4	307,000	1972- 1971-	
NEWPORT NEWS	0	7	418,000	1972- 1971-	
NORTH HUDSON	1	6	305,000	1972- 1971-	40,000 36,000
NORTHWEST INDIANA	0	6	415,000	1972- 1971-	
ORANGE COUNTY	1	0	423,000	1972- 1971-	20,000 5,000
ORLANDO	4	2	302,000	1972- 1971-	100,000 66,500
PALM SPRINGS	1	7	460,000	1972- 1971-	106,000 500
PEORIA	1	0	370,000	1972- 1971-	215,000 200,000
PERTH AMBOY	0	4	255,000	1972- 1971-	
PORTLAND, MAINE	0	4	288,000	1972- 1971-	
PUERTO RICO	0	7	355,000	1972- 1971-	
ROCKFORD	0	5	251,000	1972- 1971-	
ROCKLAND COUNTY	1	2	499,000	1972- 1971-	50,000 50,000
SACRAMENTO	0	1	252,000	1972- 1971-	
SALT LAKE CITY	0	4	361,000	1972- 1971-	
SAN JOSE	1	4	345,000	1972- 1971-	10,000 7,500
SAVANNAH	0	6	430,000	1972- 1971-	
SCHENECTADY	0	3	278,000	1972- 1971-	

CATEGORY - IV - \$250,000 - \$499,999	\$10,000 & OVER		EST. F.F. 1971	TOTAL RAISED	% INCR.
	IN	OUT			
SHREVEPORT	0	11	359,000	1972- 1971-	
SOUTHERN ILLINOIS	2	4	409,000	1972- 1971-	35,000 24,500
UTICA	0	4	354,000	1972- 1971-	
WATERBURY	1	3	417,000	1972- 1971	35,000 25,000
WEST PALM BEACH	1	6	410,000	1972- 1971-	20,000 10,000
WESTFIELD			327,000	1972- 1971-	

CATEGORY V -
\$100,000 - \$249,999

ALBUQUERQUE	0	1	186,000	1972- 1971-	
ALTOONA	1	3	183,000	1972- 1971-	15,000 12,000
ASBURY PARK	0	0	147,000	1972- 1971-	
AUGUSTA	0	1	118,000	1972- 1971-	
BAYONNE	0	0	129,000	1972- 1971-	
BEAUMONT	0	4	239,000	1972- 1971-	
BROCKTON	1	1	230,000	1972- 1971-	100,000 50,000
BUTLER	1	0	126,000	1972- 1971-	40,000 40,000
CHESTER	0	2	137,000	1972- 1971-	
COLUMBUS, GA.	0	1	123,000	1972- 1971-	
CORPUS CHRISTI	3	2	203,000	1972- 1971-	60,000 52,500
DULUTH	0	0	163,000	1972- 1971	

CATEGORY V -
\$100,000 - \$249,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

%
INCR.

	IN	OUT	EST. F.F. 1971	TOTAL RAISED	% INCR.
ELMIRA	0	1	110,000	1972- 1971-	
FORT LEE	0	8	224,000	1972- 1971-	
FORT WAYNE	1	1	192,000	1972- 1971-	20,000 15,000
FRESNO	0	2	104,000	1972- 1971-	
HACKENSACK	0	1	112,000	1972- 1971-	
HAZLETON	0	3	167,000	1972- 1971-	
HOLYOKE	0	2	120,000	1972- 1971-	
JERSEY CITY	0	0	245,000	1972- 1971-	
JOHNSTOWN	0	2	216,000	1972- 1971-	
LEWISTON	0	2	149,000	1972- 1971-	
LOWER BUCKS CO.	0	1	133,000	1972- 1971-	
MANCHESTER	0	4	228,000	1972- 1971-	
METUCHEN	0	0	120,000	1972- 1971-	
MOBILE	4	1	246,000	1972- 1971-	78,500 71,000
MONROE	0	1	113,000	1972- 1971-	
MONTGOMERY	1	1	225,000	1972- 1971-	50,000 35,000
NEW BEDFORD	0	2	224,000	1972- 1971-	
NEW BRITAIN	3	0	242,000	1972- 1971-	67,000 52,000
NEW LONDON	2	0	135,000	1972- 1971	15,000 10,000

CATEGORY V -
\$100,000 - \$249,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

TOTAL RAISED

	IN	OUT	EST. F.F. 1971	1972- 1971-	TOTAL RAISED	% INCR.
NORRISTOWN	0	1	141,000	1972- 1971-		
NORWALK	0	0	118,000	1972- 1971-		
OKLAHOMA CITY	0	4	172,000	1972- 1971-		
PITTSFIELD	0	0	135,000	1972- 1971-		
PORTSMOUTH	1	1	189,000	1972- 1971-	25,000 6,000	
PRINCETON	0	1	135,000	1972- 1971-		
ROANOKE	1	6	184,000	1972- 1971-	50,000 40,000	
SIOUX CITY	1	1	228,000	1972- 1971-	16,000 8,000	
ST. PETERSBURG	0	3	232,000	1972- 1971-		
TROY	0	1	112,000	1972- 1971-		
TYLER	0	3	112,000	1972- 1971-		
WASHTENAW COUNTY	0	3	150,000	1972- 1971-		
WESTPORT	0	2	204,000	1972- 1971-		
YORK	0	4	207,000	1972- 1971-		

Misc ~~19~~ 20 249,000 784,000
~~476,500~~ 503,500

CAMPAIGN STATUS OF BIG BOARD COMMUNITIES

531
 MEDIAN - 66
 MODE - 66

CATEGORY I -
 HEADQUARTER COMM.

QUOTA
WILLING
~~\$10,000 & OVER~~
~~1971~~ ~~OUT~~

EST. F.F. 1971

QUOTA
~~TOTAL RATED~~

%
 INC

City	Quota Willing	Est. F.F. 1971	1972-1971 Quota	% Inc
NEW YORK CITY		76,000,000	1972- 165,000,000 1971- 150,000,000	✓ 51
ATLANTA	150,000,000	5,254,000 11/14	1972- 8,800,000 1971- 8,000,000	✓ 66
BALTIMORE	7,650,000	8,553,000	1972- 12,315,000 1971- 10,225,000	✓ 76
BOSTON	10,500,000	12,383,000	1972- 22,000,000 15-18 1971- 20,000,000	✓ 62
CHICAGO		18,850,000	1972- 50,000,000 1971- 50,000,000	✓ 38
CINCINNATI		2,800,000	1972- 4,800,000 1971- 4,000,000	✓ 70
CLEVELAND		14,377,000	1972- 21,000,000 1971- 21,000,000 NR	✓ 69
DALLAS		3,164,000	1972- 6,600,000 1971- 6,000,000	✓ 52
DETROIT		13,312,000	1972- 21,000,000 1971- 21,000,000	✓ 63
ESSEX COUNTY		7,750,000 <i>SUDRA WORKING ON 20% OVERTE. LATE NOV 02 DEC</i>	1972- 12,000,000 11-5 1971- 11,000,000	✓ 70
HARTFORD	Open end	5,225,000 11/9	1972- 8,250,000 1971- 7,500,000	✓ 70
KANSAS CITY	3,200,000	2,461,000	1972- 3,500,000 1971- 3,200,000	✓ 71
LOS ANGELES	50,000,000	26,000,000	1972- 50,000,000 1971- 50,000,000	✓ 52
MIAMI	11,000,000	6,839,000 RATINGS 11/3	1972- 10,000,000 1971- 10,000,000	✓ 72
MILWAUKEE		5,027,000	1972- 8,250,000 1971- 8,250,000	✓ 61
MINNEAPOLIS		3,324,000	1972- 5,000,000 1971- 5,000,000	✓ 66
PHILADELPHIA		12,303,000	1972- 25,000,000 1971- 25,000,000	✓ 49
PITTSBURGH		4,510,000 AFTER CONFERENCE	1972- 7,700,000 1971- 7,000,000	✓ 64

CATEGORY I
HEADQUARTER COMM.

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
TOTAL RAISED

IN

ST. LOUIS	7,509,000		4,777,000 11/9	1972- 7,250,000 1971- 7,250,000	✓	66
SAN FRANCISCO	9,000,000		6,000,000	1972- 9,300,000 1971 8,500,000	✓	71
WASHINGTON			6,200,000	1972- 10,000,000 1971- 9,500,000	✓	65

CATEGORY II-
\$1,000,000 & OVER

AKRON			1,031,000	1972- 1,925,000 1971- 1,750,000	✓	50
ALBANY			1,263,000 11/30	1972- 1,750,000 1971- 1,600,000	✓	70
ALLENTOWN			1,065,000 11/16	1972- 1,450,000 1971- 1,450,000	✓	70
BRIDGEPORT			1,100,000	1972- 1,800,000 1971- 1,800,000	✓	61
BUFFALO			1,850,000 12/19	1972- 2,600,000 1971- 2,600,000	✓	71
CAMDEN			1,323,000	1972- 2,200,000 1971- 2,000,000	✓	60
COLUMBUS			1,982,000	1972- 3,300,000 1971- 3,000,000	✓	60
DAYTON			1,540,000	1972- 2,600,000 1971- 2,600,000	✓	50
DENVER	6,000,000		2,500,000	1972- 3,300,000 1971- 2,500,000	✓	80
ENGLEWOOD			1,917,000	1972- 3,300,000 1971- 3,000,000	✓	60
HARRISBURG			1,480,000	1972- 2,360,000 1971- 2,150,000	✓	60
HOUSTON	5,000,000		2,567,000	1972- 4,950,000 1971- 4,500,000	✓	50
INDIANAPOLIS			1,355,000 11/30	1972- 2,475,000 1971- 2,250,000	✓	60
LOUISVILLE			1,300,000	1972- 2,695,000 1971- 2,450,000	✓	50
LYNN			1,350,000	1972- 2,200,000 1971- 2,000,000	✓	60
MEMPHIS	2,200,000		1,217,000	1972- 2,200,000 1971- 2,000,000	✓	61

CATEGORY II -
\$1,000,000 & OVER

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
(FORM BATCH)

12

CITY	\$10,000 & OVER IN	\$10,000 & OVER OUT	EST. F.F. 1971	QUOTA (FORM BATCH)	STATUS	REMARKS
NASHVILLE		1,051,000 12/20/71	1972- 1971-	1,485,000 1,350,000	✓	7
NEW HAVEN	2,035,000	1,036,000 11/8	1972- 1971-	2,035,000 1,850,000	✓	5
NEW ORLEANS	2,500,000	1,375,000	1972- 1971-	2,500,000 2,500,000	✓	3
NORFOLK	2,530,000	1,638,000	1972- 1971-	2,536,000 2,300,000	✓	7
OAKLAND	2,000,000	1,250,000	1972- 1971-	2,200,000 2,000,000	✓	6
OMAHA	2,000,000	1,521,000	1972- 1971-	2,200,000 2,000,000	✓	7
PATERSON	2,200,000	WAITING FOR EDSHIP 1,425,000	1972- 1971-	1,750,000 2,000,000	✓	8
RICHMOND	1,600,000	1,115,000	1972- 1971-	1,650,000 1,500,000	✓	7
SAN DIEGO		1,131,000	1972- 1971-	1,815,000 1,650,000 500,000	✓	6
SCRANTON	1,500,000	1,020,000	1972- 1971-	1,650,000 1,500,000	✓	6
SEATTLE		1,400,000 11/11	1972- 1971-	2,200,000 2,000,000	✓	7
SPRINGFIELD	1,850,000	11/22 TO SET DACE 1,147,000	1972- 1971-	1,925,000 1,750,000	✓	6
ST. PAUL		1,469,000	1972- 1971-	2,350,000 2,350,000	✓	6
TOLEDO		1,025,000	1972- 1971-	1,750,000 1,750,000	✓	5
TULSA		1,146,000 12/2	1972- 1971-	2,000,000 2,000,000	✓	5
WORCESTER	2,000,000	1,350,000	1972- 1971-	2,000,000 2,000,000	✓	6

CATEGORY III -
\$500,000 - \$999,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
TOTAL RAISED

IN

ATLANTIC CITY			685,000 11/22	1972- 1971-	1,210,000 1,100,000	6
BINGHAMTON			638,000	1972- 1971-	841,000 765,000	8
BIRMINGHAM			992,000 11/25	1972- 1971-	1,350,000 1,350,000	7
CANTON			WONT ACCEPT 559,000 11/2	1972- 1971-	920,000 850,000	NR 6
CHARLESTON	675,000		533,000	1972- 1971-	675,000 675,000	7
DES MOINES			884,000 12/5	1972- 1971-	1,485,000 1,350,000	6
EASTERN UNION CO.	1,500,000		WENC 700,000	1972- 1971-	1,500,000 860,000	8
FLINT	1,160,000		755,000	1972- 1971-	1,276,000 1,160,000	6
GREENSBORO	800,000		591,000	1972- 1971-	800,000 800,000	7
HOLLYWOOD			796,000 11/28	1972- 1971-	1,650,000 1,500,000	5
NEW BRUNSWICK			731,000 11/23	1972- 1971-	1,210,000 1,100,000	6
PASSAIC			WONT ACCEPT 721,000 12/7	1972- 1971-	1,265,000 1,150,000	6
PHOENIX			NO CHRMN 695,000	1972- 1971-	1,100,000 1,000,000	7
PLAINFIELD UNCLER - LEVIN			500,000 11/22	1972- 1971-	676,000 615,000	8
PORTLAND, ORE.			900,000	1972- 1971-	1,500,000 1,500,000	6
READING			504,000	1972- 1971-	841,000 740,000	6
SAN ANTONIO			806,000 11/30	1972- 1971-	1,350,000 1,350,000	6
SOUTH BEND			520,000	1972- 1971-	792,000 720,000	7
STAMFORD			821,000 12/6	1972- 1971-	1,600,000 1,600,000	5

CATEGORY III -
\$500,000 - \$999,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
~~TOTAL RAISE~~

SYRACUSE			835,000	1972- 1971-	1,350,000 1,350,000
TEANECK			770,000	1972- 1971-	1,375,000 1,250,000
TRENTON			732,000	1972- 1971-	1,115,000 1,115,000
TUCSON			550,000	1972- 1971-	786,000 715,000
WILKES-BARRE	1,450,000		936,000	1972- 1971-	1,450,000 1,450,000
WILMINGTON			659,000	1972- 1971-	1,100,000 1,100,000
YOUNGSTOWN			792,000	1972- 1971-	1,350,000 1,350,000

CATEGORY IV -
\$250,000 - \$499,999

BANGOR			389,000	1972- 1971-	550,000 550,000
CHARLOTTE	675,000		377,000	1972- 1971-	687,000 625,000
CHATTANOOGA			379,000 11/18	1972- 1971-	583,000 530,000
COLUMBIA			will accept 261,000	1972- 1971-	467,000 425,000
DAVENPORT			270,000	1972- 1971-	275,000 275,000
EL PASO			265,000	1972- 1971-	455,000 455,000
ERIE	DID NOT ACCEPT 10/28		253,000	1972- 1971-	423,000 385,000
FORT LAUDERDALE	500,000		250,000 11/24	1972- 1971-	475,000 475,000
FORT WORTH			323,000	1972- 1971-	539,000 490,000
JACKSONVILLE			364,000	1972- 1971-	550,000 500,000
LAS VEGAS			471,000	1972- 1971	820,000 820,000

CATEGORY IV-
\$250,000 - \$499,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
~~TOTAL~~ ~~INCREASED~~

11

LONG BEACH			493,000	1972- 1971-	780,000 780,000
MADISON			307,000	1972- 1971-	412,000 375,000
NEWPORT NEWS			418,000	1972- 1971-	654,000 595,000
NORTH HUDSON			305,000	1972- 1971-	495,000 450,000
NORTHWEST INDIANA			415,000	1972- 1971-	645,000 645,000
ORANGE COUNTY			423,000	1972- 1971-	
ORLANDO	500,000		302,000	1972- 1971-	500,000 455,000
PALM SPRINGS			460,000	1972- 1971-	731,000 665,000
PEORIA			370,000	1972- 1971-	520,000 475,000
PERTH AMBOY			255,000	1972- 1971-	418,000 380,000
PORTLAND, MAINE			288,000	1972- 1971-	451,000 410,000
PUERTO RICO			355,000	1972- 1971-	630,000 630,000
ROCKFORD	529,000		251,000	1972- 1971-	539,000 490,000
ROCKLAND COUNTY			499,000	1972- 1971-	687,000 625,000
SACRAMENTO			252,000	1972- 1971-	396,000 360,000
SALT LAKE CITY			361,000	1972- 1971-	440,000 400,000
SAN JOSE			345,000	1972- 1971-	561,000 510,000
SAVANNAH			430,000 11/17	1972- 1971-	588,000 535,000
SCHENECTADY			278,000	1972- 1971	456,000 415,000

CATEGORY IV -
\$250,000 - \$499,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
~~1971-1972~~

SHREVEPORT			359,000	1972- 709,000 1971- 645,000
SOUTHERN ILLINOIS			409,000	1972- 745,000 1971- 745,000
UTICA			354,000	1972- 660,000 1971- 600,000
WATERBURY	535,000		417,000 11/7	1972- 588,000 1971- 535,000
WEST PALM BEACH			410,000	1972- 533,000 1971- 485,000
WEST PALM BEACH			410,000	1972- 1971-

CATEGORY V -
\$100,000 - \$249,999

AMERICAN JEWISH
ARCHIVES

ALBUQUERQUE	300,000		186,000	1972- 300,000 1971- 300,000
ALTOONA			SOMETIME NOV 183,000	1972- 385,000 1971- 350,000
ASBURY PARK ?			147,000	1972- 220,000 1971- 200,000
AUGUSTA			118,000	1972- 203,000 1971- 185,000
BAYONNE			129,000	1972- 255,000 1971- 255,000
BEAUMONT			239,000	1972- 330,000 1971- 300,000
BROCKTON			230,000	1972- 500,000 1971- 355,000
BUTLER			126,000	1972- 160,000 1971- 145,000
CHESTER			137,000	1972- 288,000 1971- 235,000
COLUMBUS, GA.			123,000	1972- 198,000 1971- 180,000
CORPUS CHRISTI			203,000	1972- 341,000 1971- 310,000
DULUTH			163,000	1972- 330,000 1971- 330,000

CATEGORY V -
\$110,000 - \$249,999

\$10,000 & OVER
IN OUT

EST. F.F. 1971

QUOTA
TOTAL BALANCE

1

ELMIRA			110,000	1972- 1971-	240,000 240,000
FORT LEE			224,000	1972- 1971-	478,000 435,000
FORT WAYNE			192,000	1972- 1971-	330,000 300,000
FRESNO			104,000	1972- 1971-	143,000 130,000
HACKENSACK			112,000	1972- 1971-	295,000 295,000
HAZLETON			167,000	1972- 1971-	258,000 235,000
HOLYOKE			120,000	1972- 1971-	187,000 170,000
JERSEY CITY			245,000	1972- 1971-	445,000 445,000
JOHNSTOWN		70064	216,000	1972- 1971-	390,000 355,000
LEWISTON			149,000	1972- 1971-	242,000 220,000
LOWER BUCKS CO.			133,000	1972- 1971-	253,000 230,000
MANCHESTER			228,000	1972- 1971-	440,000 400,000
METUCHEN			120,000	1972- 1971-	180,000 180,000
MOBILE			246,000	1972- 1971-	400,000 400,000
MONROE			113,000	1972- 1971-	
MONTGOMERY			225,000 11/23	1972- 1971-	374,000 340,000
NEW BEDFORD			224,000	1972- 1971-	379,000 345,000
NEW BRITAIN			242,000	1972- 1971-	374,000 340,000
NEW LONDON			135,000	1972- 1971	240,000 240,000

CATEGORY V -

\$10,000 & OVER

\$100,000 - \$249,999

IN

OUT

EST. F.F. 1971

GROWTH
TOTAL BALANCE

IN

	IN	OUT	EST. F.F. 1971	GROWTH TOTAL BALANCE	IN
NORRISTOWN			141,000	1972- 340,000 1971- 340,000	
NORWALK			118,000	1972- 214,000 1971- 195,000	
OKLAHOMA CITY			172,000	1972- 310,000 1971- 310,000	
PITTSFIELD			135,000	1972- 198,000 1971- 180,000	
PORTSMOUTH			189,000	1972- 1971-	
PRINCETON			135,000 1121	1972- 214,000 1971- 195,000	
ROANOKE			184,000	1972- 320,000 1971- 320,000	
SIOUX CITY			228,000	1972- 385,000 1971- 385,000	
ST. PETERSBURG			232,000	1972- 346,000 1971- 315,000	
TROY			112,000	1972- 192,000 1971- 175,000	
TYLER			112,000	1972- 214,000 1971- 195,000	
WASHTENAW COUNTY			150,000	1972- 1971-	
WESTPORT			204,000	1972- 324,000 1971- 295,000	
YORK			207,000	1972- 467,000 1971 425,000	

~~HAF~~
file

MEMORANDUM

Date January 26, 1972

To Mr. Irving Bernstein
 From Philip M. Waxberg
 Subject STATUS OF 1972 CAMPAIGN (BIG GIFTS)

With ^{*}857 gifts in, the status of the 1972 Campaign is as follows:

	<u>1972</u>	<u>1971</u>
NYC	\$14,000,000	\$10,294,000
National	<u>56,801,700</u>	<u>43,824,000</u>
	\$70,801,700	\$54,118,000

This represents an increase of \$16,683,700 over 1971 or 29.6%.

On January 26, 1971, 746 Big Gifts totaling \$62,117,500 for an increase of 58.6% had been reported.

* of which
N.Y.C.: 43 gifts

PMW/vg

cc: HAF MP PBC HER AHG DHK HMW MT

1972 Pledges

74,751,435	57,213,598	national
<u>14,000,000</u>	<u>10,550,000</u>	New York City
88,751,435	67,763,598	31%

Cash

<u>1972</u>	<u>1971</u>	January
20,022,782	14,157,064	



Current Conference

MEMORANDUM

Date January 5, 1972

To Mr. Irving Bernstein

From Peter B. Colwin

Subject PROBLEM COMMUNITIES (Raising \$500,000 and over)

ATLANTA, GA. - 1971 - \$5,254,000 1970 - \$3,769,000

The problem is created by a \$300,000 cut from \$1,300,000 to \$1,000,000 and the unknown quantities of gifts from Milton Weinstein (\$185,000), Erwin Zaban (\$125,000), Chatham Foundation (\$75,000) and the Jacobs Estate (\$80,000).

Despite the fact that Sidney Feldman is General Chairman, Larry Frank is calling the shots and he would permit no advance work to be done in the community prior to the Operation Israel flight leaving January 9th, which he heads and which has a large delegation.

The calendar at this point shows Mr. Sapir on February 9th for key solicitation; Louis Pincus February 20th for their \$5,000 and over group.

BOSTON, MASS. - 1971 - \$12,283,000 1970 - \$10,077,000

The Rabb gift, which will be a cut from \$400,000 to an undetermined amount, plus cuts from Stoneman \$195,000 to \$150,000; Grossman Family \$175,000 to \$125,000, and the Bernstein/Marcus group from \$200,000 to \$150,000.

Up to this day, Ginsberg and Zuckerman were soliciting in the community on November 5th; Louis Pincus on November 19th and Yariv on December 15th for a Big Gifts meeting at which the cuts above materialized. The major meeting on calendar is January 27th with General Gur for the \$1,000. to \$10,000. contributors.

CHICAGO, ILL. - 1971 - \$18,450,000 1970 - \$17,510,000

MP is presently in Chicago to get them off the ground. Ginsberg has been working on the Crown Family, but so far nothing has materialized. Thus far for 1972 they have had the Rivlin team on December 13th for solicitation. Dr. Biran is in the community for a two week period January 3rd to 14th. Their calendar shows a solicitation visit from WR next week, followed by Bar Lev on January 19th for \$100,000 and over and February 10th Dayan for \$25,000 and over.

CINCINNATI, O. -- 1971 - \$2,800,000 1970 - \$2,077,000

The problem first is due to the fact that the three Chairmen - Gary Rabiner,

TO: Mr. Irving Bernstein
FROM: Peter B Colwin
SUBJ: PROBLEM COMMUNITIES

-2-

January 5, 1972

CINCINNATI, O. (Continued)

Paul Heiman, Jerome Teller, who have no impact on the top givers. Cuts are being offered by Philip Steiner \$100,000; Fred Lazarus \$50,000; Marvin Warner \$50,000.

Other than Charlie Ginsberg's agreement to solicit Marvin Warner, nothing has been scheduled for Cincinnati despite efforts to get them started.

CLEVELAND, O. - 1971 - \$14,377,000 1970 - \$11,902,000

The problem here is the unknown quantity of key gifts at high level. Leadership anticipates problems with the Stone group \$257,300; the Mandels \$300,000; Kangesser Foundation \$300,000; David Myers \$160,000; Joseph Cole \$100,000 and Max Axelrod \$100,000.

Cleveland has had General Sharon October 9th and Mike Arnon on October 21 and 22; and General Eleazer on October 28 for solicitation; Kidan as a resident solicitor in early December. Gideon Hausner substituted for Eban on December 7th. Despite all of this, the gifts listed above have not materialized and that is the reason everyone is fearful of the result. The calendar shows a major function on January 18th with Ed Sanders of Los Angeles.

HARTFORD, CONN. - 1971 - \$5,225,000 1970 - \$3,570,000

The problem here is the anticipated cuts from Abraham I. Savin \$320,000; Edward A. Suisman \$307,000; the Weintraubs \$200,000; and Frank Beckerman \$200,000.

Hartford had General Eleazer on October 27th for solicitation; General Maron and Ed-Ginsberg on November 9th for solicitation and Wellesley Aron for two weeks at the beginning of December; General Yariv for a fund raising meeting on December 20th. The next major function is January 26th with Rabin for pace-setters. In addition there is community mission to Israel January 8th to 12th (4 days).

PHILADELPHIA, PA. - 1971 - 12,303,000 - 1970 - \$11,200,000

No one in professional or lay leadership feels less money will be raised, but I am concerned.

The problem is created by no increases from Morris Kravitz \$200,000; Rosaline Feinstein \$200,000; and Harry Dozor \$100,000, coupled with a possible cut from Dalck Feith \$110,000. Philadelphia is campaigning hard but with almost a million dollars of repeats offset by normal attrition, there is a possibility of raising less money.

Philadelphia had Louis Pincus on November 16th and General Yariv on December 13th, both for solicitation. At neither meeting could increases be gotten from the repeats above. They are in the process now of having Ben-Ari substitute for General Horev on January 5, 6, and 7 and Rosolio on January 17 and 18 for solicitation. There are innumerable trade and country club functions calendared. The campaign is scheduled to open on March 6th. They have requested Dulzin.

TO: Mr. Irving Bernstein
FROM: Peter B. Colwin
SUBJ: PROBLEM COMMUNITIES

-3-

January 5, 1972

ALBANY, N.Y. 1971 - \$1,261,000 1970 - \$909,000

The problem is created by anticipated cuts from Jack Goodman \$50,000; Lewis A. Swyer \$50,000; and Sam Rosenblatt \$50,000.

On November 4th Alan Sagner accompanied General Meron for soliciting. James Nobil is going in January 6th and Operation Upgrade is working in the community January 12.

BRIDGEPORT, CONN.- 1971 - \$1,100,000 1970 - \$1,000,000

The problem here is created by a cut from the Sagarin Family \$110,000 and Irving Bass whose gift approximates \$100,000, but the community refuses to evaluate the amount. This, coupled with the normal attitude of their leadership poses the possibility of raising less money in 1972.

There is no calendar. MP met with leadership and agreed to meet again with the leadership after January 19th return of the Chairman from Operation Israel.

ALLENTOWN, PA. - 1971 - \$1,065,000 \$811,000

Cuts have been offered by Bernard Kobrovsky \$80,000 and Morris Senderowitz \$40,000. Senderowitz cut badly in 1971 and indicated he is going to cut further.

The Chairman, Alvin Mishkin, who doubled to \$5,000 in 1971 has not yet indicated a \$10,000 gift for 1972. The Chairmanship went begging and it was a last resort. The calendar indicates solicitation and a pace-setters meeting on February 13th \$10,000 and up and a Big Gifts meeting \$2,000 and up on March 5th.

DAYTON, O. 1971 - \$1,388,000 1970 - \$1,319,000

The cut of Lou Goldman from \$250,000 to \$125,000 and a cut from the Schear Family \$150,000, plus the fact that it has thus far been impossible to get the community started, indicates less money will be raised.

In addition to the above there is no Chairman. Despite pushing by Bob Pearlman, Lou Goldman has indicated that he wants to wait to get started.

INDIANAPOLIS, IND. 1971 - \$1,363,000 1970 - \$1,130,000

The repeat of \$200,000 from the Efroymsons will be offset by indicated substantial cuts from Leo Lippman \$100,000 and Ben Domont \$120,000; and a cut for the second year from William Schloss \$15,000.

HAF has been in the community twice, once merely to solicit the Efroymsons and the second time for solicitation and an evening meeting. The big item on the calendar is Operation Israel leaving January 9th with 70 from Indianapolis aboard. The community is pointing to a January 29th Advance Gifts meeting for \$5,000 and up contributors.

TO: Mr. Irving Bernstein
FROM: Peter B. Colwin
SUBJ: PROBLEM COMMUNITIES

-4-

January 5, 1972

LYNN, MASS. 1971 - \$1,320,000 1970 - \$1,000,000

Minimal increases from Robert Lappin \$100,000 and Robert Hoffman \$50,000 will be substantially offset by cuts from the Stahl Family \$250,000 and Maurice Simons \$50,000.

MP is working on the top gifts and will be involving Lou Goldman who has good contacts in the community.

MEMPHIS, TENN. - 1971 - \$1,213,000 1970 - \$1,104,000

This is a marginal case. There are annual problems of getting increases from Philip Belz \$105,000; William Loewenberg \$50,000; Abe Plough \$150,000 and Nathan Shainberg \$102,500. If these gifts go up the community will raise more, if they go down, it will raise less.

Melvin Dubinsky was in the community with General Meron on October 27th for solicitation. While no commitments were secured there were promises of increases, but in the group mentioned above until the increase is definitely stated, there is always the problem. There is no calendar at the moment but plans are under way for a repeat of the airport emergency meeting which has proven successful in Memphis in the past.

BIRMINGHAM, ALA. 1971 - \$984,000 1970 - \$786,000

The minimal increase from the Permutt firm will be more than offset by anticipated cuts from William Engel \$36,000, who is desperately ill; Simon Mogilner \$55,000; and the Kimerling gift \$59,500, who are proving troublesome.

General Rosolio and Larry Frank are due in Birmingham on January 7th for the purpose of soliciting these top gifts. If they meet with any success, Birmingham will come off this list of troublesome communities.

GREENSBORO, N.C. 1971 - \$582,000 1970 - \$454,000

An anticipated cut from Larry Cohen \$100,000 and the death of Henry Lavietes \$32,000 will be difficult to offset.

They had Operation Upgrade in November as well as a Russian and General Meron for solicitation. It is doubtful whether increases can offset the above cuts.

PLAINFIELD, N.J. 1971 - \$505,000 1970 - \$357,000

The death of Philip Levin \$250,000 represents one half of the total raised. There is no possibility according to local leadership that the widow will be doing anything like that in 1972.

TO: Mr. Irving Bernstein
FROM: Peter B. Colwin
SUBJ: PROBLEM COMMUNITIES

-5-

January 5, 1972

SYRACUSE, N.Y. - 1971 - \$831,000 1970 - \$692,000

The problem here is that the Co-Chairmen are making token 10% increases which could be more than offset by a cut from Hiram Weisberg.

Parlor meetings are set for January 6, 13 and 16.

TRENTON, N.J.- 1971 - \$738,000 1970 - \$670,000

There is a Home for the Aged campaign headed by Bob Marcus. Although he feels it will not affect the campaign, leadership feels it will and they cannot head off the Home for the Aged campaign which closes January 15th. They anticipate a cut from Bob Marcus, whose family in Boston has already made a cut.



HAF

MEMORANDUM

Date January 6, 1972

To Mr. Irving Bernstein

From Philip M. Waxberg

Subject STATUS OF 1972 CAMPAIGN (BIG GIFTS)

With 719 gifts in, the status of the 1972 Campaign is as follows:

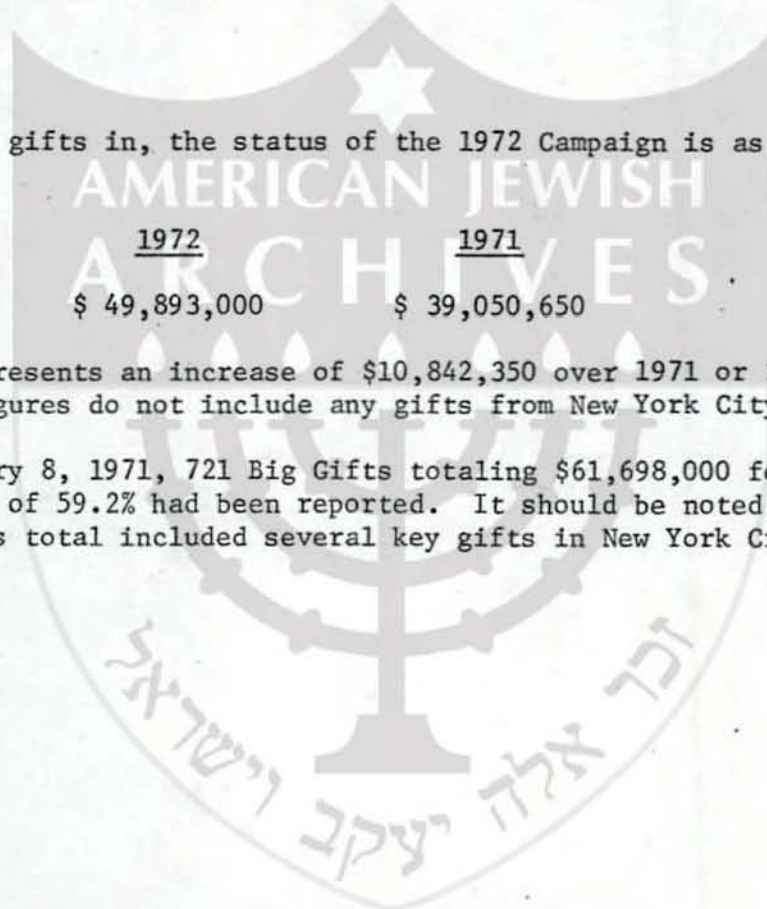
<u>1972</u>	<u>1971</u>
\$ 49,893,000	\$ 39,050,650

This represents an increase of \$10,842,350 over 1971 or 27.8%. These figures do not include any gifts from New York City.

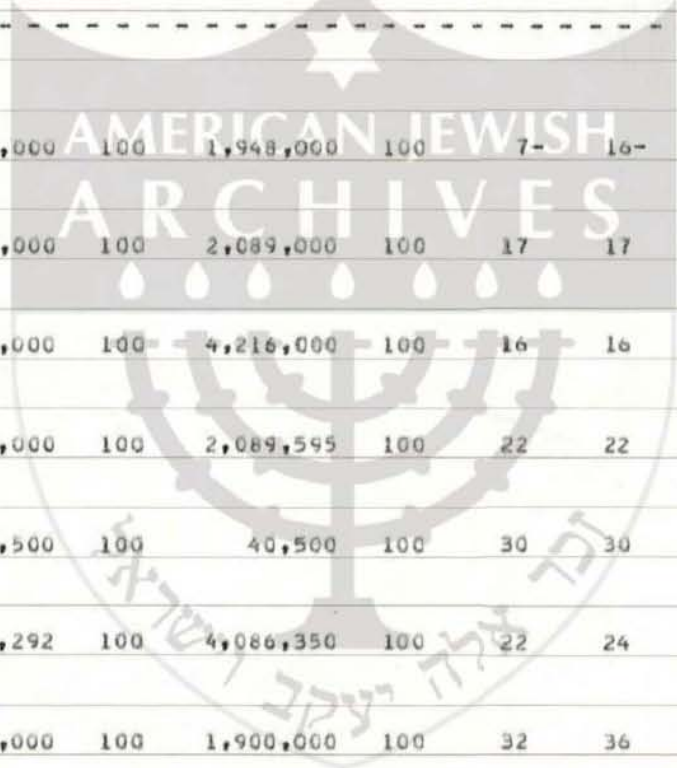
On January 8, 1971, 721 Big Gifts totaling \$61,698,000 for an increase of 59.2% had been reported. It should be noted, however, that this total included several key gifts in New York City.

PMW/cn

cc: HAF MP PBC HER AHG MHW MT DHK

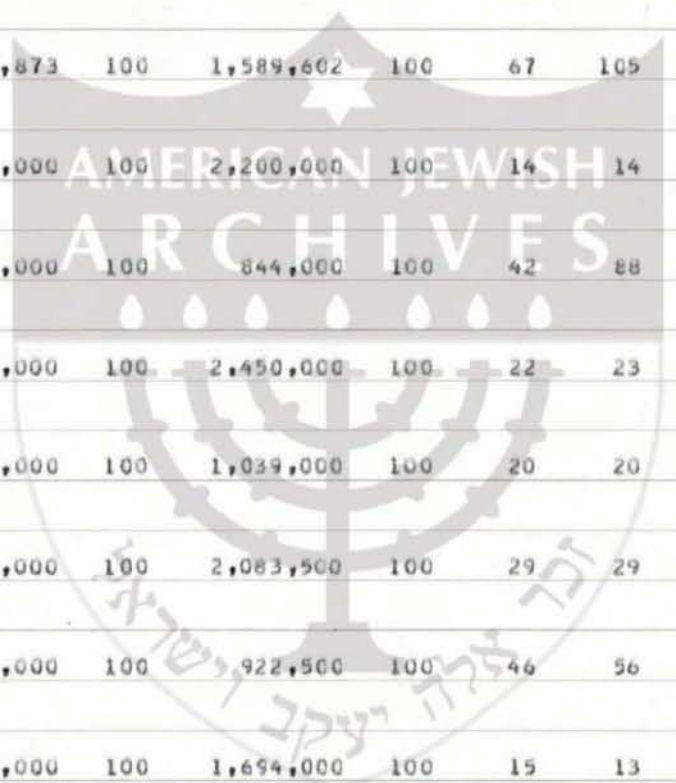


..C O M M U N I T Y..		NOTIF DAT P-PRIOR C-CURRENT	CURR RAISED	%	COMPARATIVE LAST YEAR VALUE	%	CHNG VS THIS RPT	LST YR-% PRIOR RPT	CHNG. IN CUR RAISED SINCE LAST REPORT	OUT- STANDING VALUES	LAST YEAR TCT. RAISED	%
NEW YORK	N Y	P NONE C01/13/72	R E T	14,000,000	100	10,550,000	100	33	33	65,450,000	76,000,000	100
GROUP TOTALS			R E C T	14,000,000	100	10,550,000	100	33	33	NO CHANGE NO CHANGE NO CHANGE NO CHANGE	65,450,000 76,000,000	100* 100*
ATLANTA	GA	P01/13/72 C01/24/72	R E T	1,821,000	100	1,948,000	100	7-	16-	521,000	3,306,185	5,254,185 100
BALTIMORE	MD	P NONE C12/28/71	R E T	2,440,000	100	2,089,000	100	17	17	6,464,000	8,553,000	100
BOSTON	MASS	P01/13/72 C01/26/72	R E T	4,890,000	100	4,216,000	100	16	16	540,000	8,167,000	12,383,000 100
CHICAGO	ILL	P01/20/72 C01/21/72	R E T	2,557,000	100	2,089,595	100	22	22	177,000	15,460,405	17,550,000 100
CINCINNATI	OHIO	P NONE C01/13/72	R E T	52,500	100	40,500	100	30	30	2,509,500	2,550,000	100
CLEVELAND	OHIO	P12/28/71 C01/19/72	R E T	4,967,292	100	4,086,350	100	22	24	10,291,113	14,377,463	100
DALLAS	TEXAS	P01/12/72 C01/25/72	R E T	2,510,000	100	1,900,000	100	32	36	304,425	1,224,182	3,124,182 100
DETROIT	MICH	P12/28/71 C01/19/72	R E T	7,170,000	100	5,850,000	100	23	19	7,462,000	13,312,000	100
ESSEX COUNTY	N J	P01/13/72 C01/25/72	R E T	3,336,170	100	2,331,870	100	43	46	586,170	5,418,130	7,750,000 100
HARTFORD	CONN	P01/13/72 C01/26/72	R E T	2,721,000	100	2,373,000	100	15	11	721,000	2,780,714	5,153,714 100

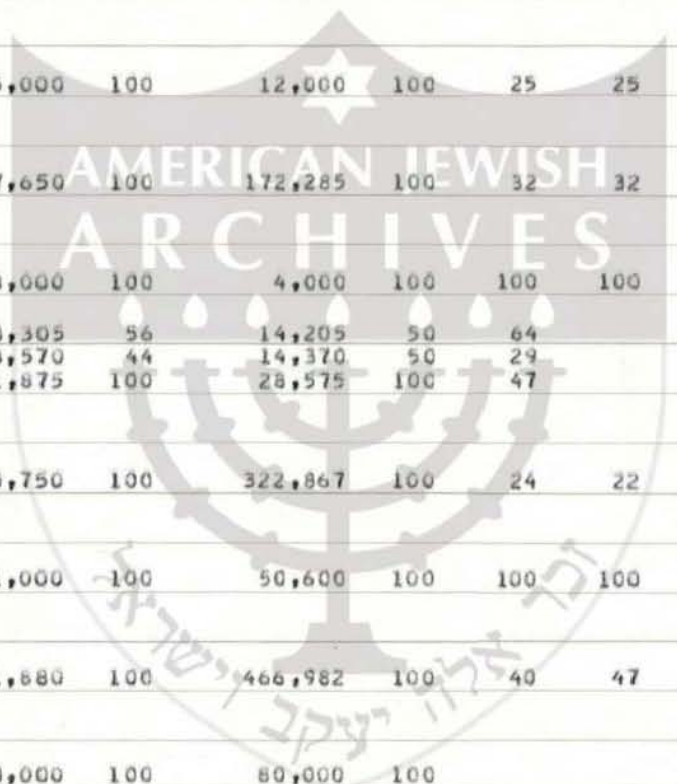


..C O M M U N I T Y..		NOTIF DAT P-PRIOR C-CURRENT	CURR RAISED	%	COMPARATIVE LAST YEAR VALUE	%	CHNG VS LST YR-3 THIS RPT	PRIOR RPT	CHNG. IN CUR RAISED SINCE LAST REPORT	OUT- STANDING VALUES	LAST YEAR TOT. RAISED	%
KANSAS CITY	MO	P NONE C01/13/72	886,000	100	668,000	100	33	33		1,505,289	2,173,289	100
LOS ANGELES	CALIF	P12/08/71 C01/13/72	6,332,875	100	4,612,260	100	37	19		21,387,740	26,000,000	100
MIAMI	FLA	P01/12/72 C01/26/72	2,650,873	100	1,589,602	100	67	105	910,470	5,274,109	6,863,711	100
MILWAUKEE	WIS	P NONE C01/13/72	2,500,000	100	2,200,000	100	14	14		2,547,500	4,747,500	100
MINNEAPOLIS	MINN	P01/13/72 C01/27/72	1,195,000	100	844,000	100	42	88	820,000	2,480,931	3,324,931	100
PHILADELPHIA	PA	P12/17/71 C01/25/72	3,000,000	100	2,450,000	100	22	23	438,000	9,853,895	12,303,895	100
PITTSBURGH	PA	P12/27/71 C01/13/72	1,246,000	100	1,039,000	100	20	20		3,471,540	4,510,540	100
SAN FRANCISCO	CALIF	P NONE C12/06/71	2,690,000	100	2,083,500	100	29	29		3,891,500	5,975,000	100
ST LOUIS	MO	P12/17/71 C01/13/72	1,350,000	100	922,500	100	46	56		3,854,500	4,777,000	100
WASHINGTON	DC	P12/28/71 C01/13/72	1,940,000	100	1,694,000	100	15	13		4,206,000	5,900,000	100
GROUP TOTALS									NO CHANGE NO CHANGE			*
			56,255,710	100	45,027,177	100	25	23	5,018,065	121,556,233	166,583,410	100*
			T 56,255,710	100	45,027,177	100	25	23	5,018,065	121,556,233	166,583,410	100*

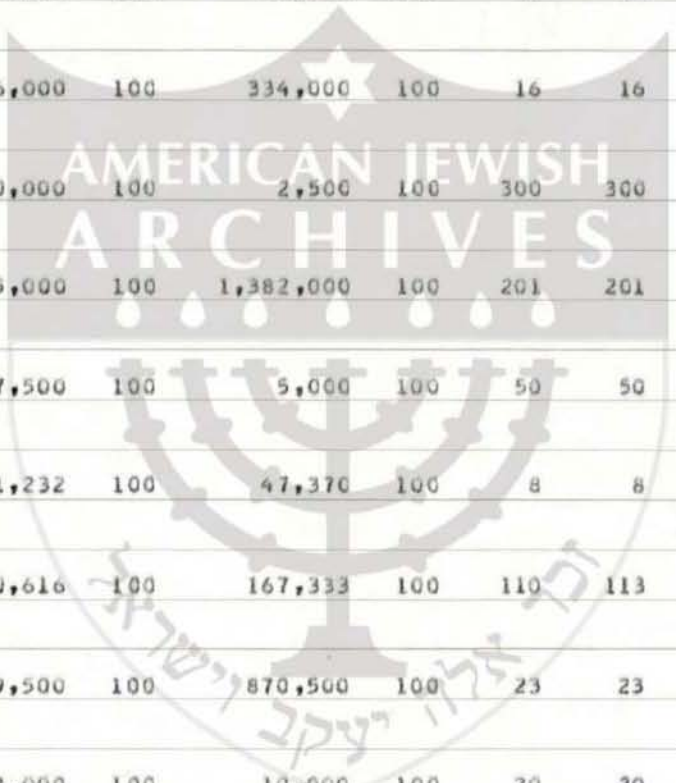
AKRON	OHIO	P01/13/72 C01/18/72	237,600	100	203,900	100	17	27		803,100	1,007,000	100



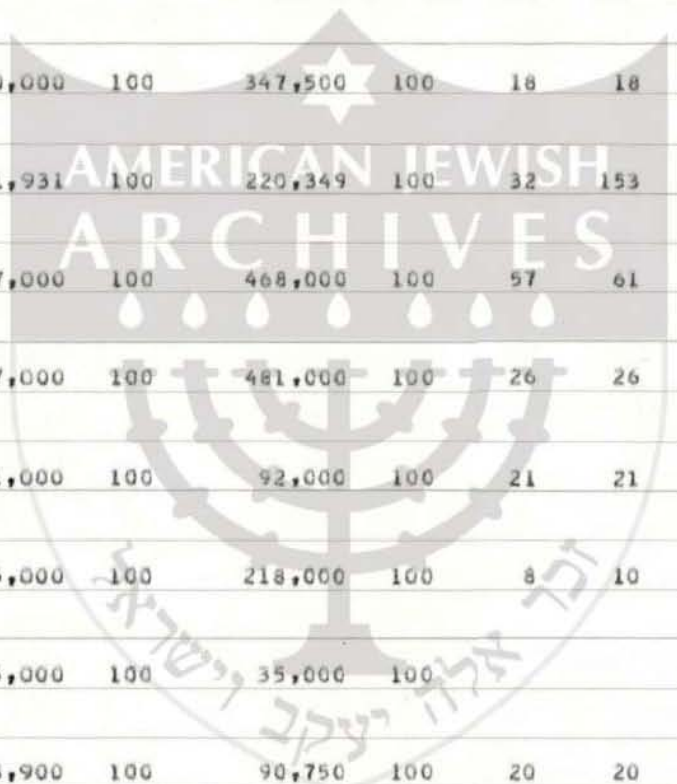
..C O M M U N I T Y..		NOTIF DAT		COMPARATIVE		CHNG VS LST YR-%		CHNG. IN CUR	OUT-	LAST YEAR			
		P-PRIOR		LAST YEAR		THIS	PRIOR	RAISED SINCE	STANDING	TCT. RAISED			
		C-CURRENT	CURR RAISED	VALUE	%	RPT	RPT	LAST REPORT	VALUES		%		
ALBANY	N Y	P12/28/71 C01/28/72	R E T	126,000	100	77,500	100	63	22	63,000	1,174,357	1,251,657	100
ALLENTOWN	PA	P NONE C01/13/72	R E T	25,000	100	20,000	100	25	25		1,045,000	1,065,000	100
ALTOONA	PA	P NONE C01/13/72	R E T	15,000	100	12,000	100	25	25		170,072	182,072	100
ATLANTIC CITY	N J	P NONE C12/15/71	R E T	227,650	100	172,285	100	32	32		512,715	685,000	100
BAYONNE	N J	P NONE C01/13/72	R E T	8,000	100	4,000	100	100	100		143,433	147,433	100
BINGHAMTON	N Y	P NONE C01/26/72	R E T	23,305	56	14,205	50	64		23,305	173,717	187,922	47
				18,570	44	14,370	50	29		18,570	198,797	213,167	53
				41,875	100	28,575	100	47		41,875	372,514	401,089	100
BIRMINGHAM	ALA	P01/12/72 C01/14/72	R E T	400,750	100	322,867	100	24	22		661,915	984,782	100
BROCKTON	MASS	P NONE C01/10/72	R E T	101,000	100	50,600	100	100	100		130,889	181,489	100
BUFFALO	N Y	P01/13/72 C01/27/72	R E T	651,680	100	466,982	100	40	47	138,530	1,390,202	1,857,184	100
BUTLER	PA	P NONE C01/13/72	R E T	80,000	100	80,000	100				46,000	126,000	100
CAMDEN	N J	P NONE C01/13/72	R E T	765,000	100	594,000	100	29	29		687,557	1,281,557	100
CANTON	OHIO	P NONE C01/13/72	R E T	113,250	100	96,200	100	18	18		455,334	551,534	100
CHARLESTON	S C	P01/13/72 C01/17/72	R E T	134,500	100	90,500	100	49	49	NO CHANGE	436,220	526,720	100



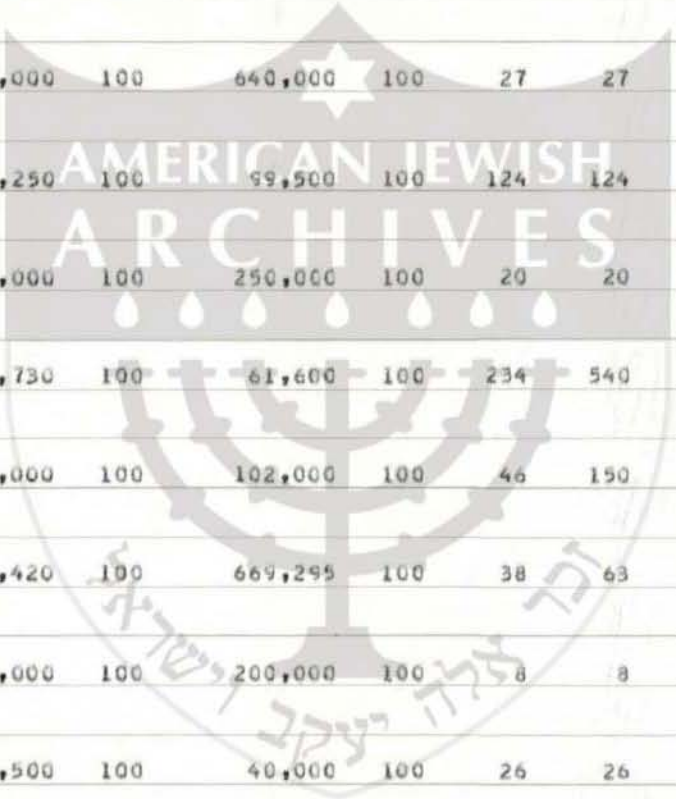
.. C O M M U N I T Y ..		NOTIF DAT		COMPARATIVE		CHNG VS LST YR-%		CHNG. IN CUR		GUT-	LAST YEAR		
		P-PRIOR		LAST YEAR		THIS	PRIOR	RAISED SINCE	STANDING		TCT. RAISED		
		C-CURRENT	CURR RAISED	VALUE	%	RPT	RPT	LAST REPORT	VALUES			%	
CHARLOTTE	N C	P NONE C01/13/72	R E T	273,000	100	202,000	100	35	35	172,200	374,200	100	
COLUMBIA	S C	P NONE C01/11/72	R E T	87,000	100	66,000	100	32	32	189,100	255,100	100	
COLUMBUS	OHIO	P NONE C01/13/72	R E T	386,000	100	334,000	100	16	16	2,648,476	2,982,476	100	
CORPUS CHRISTI	TEXAS	P NONE C01/12/72	R E T	10,000	100	2,500	100	300	300	200,500	203,000	100	
DENVER	COLO	P NONE C01/13/72	R E T	4,155,000	100	1,382,000	100	201	201	1,002,750	2,384,750	100	
DES MOINES	IOWA	P NONE C01/13/72	R E T	7,500	100	5,000	100	50	50	884,296	889,296	100	
DULUTH	MINN	P NONE C01/20/72	R E T	51,232	100	47,370	100	8	8	125,348	172,718	100	
EASTERN UNION	N J	P12/27/71 C01/25/72	R E T	350,616	100	167,333	100	110	113	31,450	497,506	664,839	100
ENGLEWOOD	NJ	P NONE C01/13/72	R E T	1,069,500	100	870,500	100	23	23	1,129,500	2,000,000	100	
ERIE	PA	P NONE C01/13/72	R E T	12,000	100	10,000	100	20	20	244,017	254,017	100	
FLINT	MICH	P NONE C01/13/72	R E T	97,000	100	90,000	100	8	8	606,904	656,904	100	
FORT LAUDERDALE	FLA	P NONE C01/13/72	R E T	293,000	100	225,000	100	30	30	21,000	246,000	100	
FORT WAYNE	IND	P NONE C01/13/72	R E T	20,000	100	15,000	100	33	33	177,668	192,668	100	



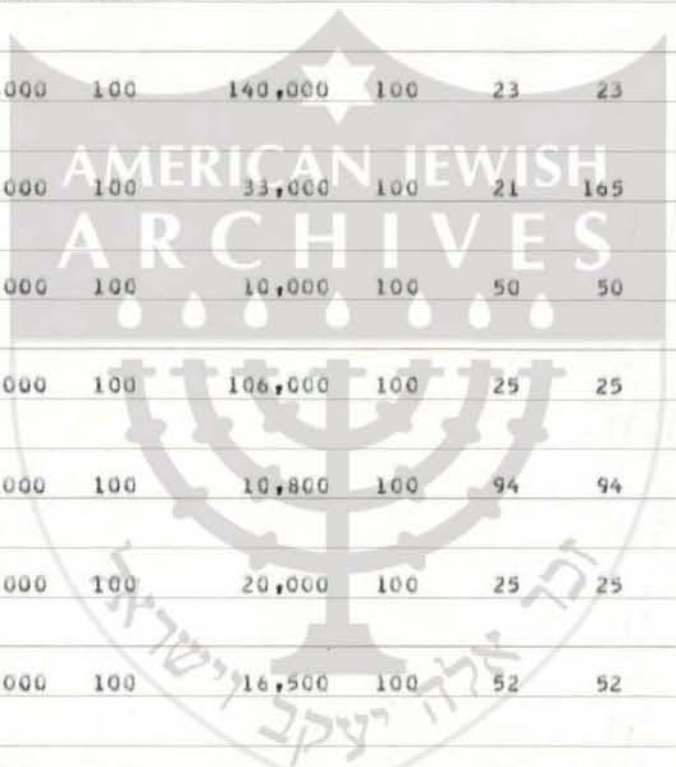
..C O M M U N I T Y..	NOTIF DAT P-PRIOR C-CURRENT	R E T	CURR RAISED	%	COMPARATIVE		CHNG VS LST YR-3		CHNG. IN CUR		OUT- STANDING VALUES	LAST YEAR	
					LAST YEAR VALUE	%	THIS RPT	PRIOR RPT	RAISED SINCE LAST REPORT	TOT. RAISED		%	
GREENSBORO	N C	P NONE C01/13/72	R E T	180,000	100	160,000	100	13	13		422,897	582,897	100
HACKENSACK	N J	P NONE C01/13/72	R E T	7,000	100	5,000	100	40	40		115,273	120,273	100
HARRISBURG	PA	P NONE C01/13/72	R E T	410,000	100	347,500	100	18	18		1,132,716	1,480,216	100
HOLLYWOOD	FLA	P01/13/72 C01/15/72	R E T	291,931	100	220,349	100	32	153		592,348	812,697	100
HOUSTON	TEXAS	P01/12/72 C01/25/72	R E T	737,000	100	468,000	100	57	61	237,000	2,082,402	2,550,402	100
INDIANAPOLIS	IND	P NONE C12/08/71	R E T	607,000	100	481,000	100	26	26		882,731	1,363,731	100
LOUISVILLE	KY	P NONE C01/13/72	R E T	111,000	100	92,000	100	21	21		1,171,500	1,263,500	100
LYNN	MASS	P12/28/71 C01/12/72	R E T	235,000	100	218,000	100	8	10		1,102,000	1,320,000	100
MONTGOMERY	ALA	P NONE C01/13/72	R E T	35,000	100	35,000	100				210,526	245,526	100
NEW BRITAIN	CONN	P NONE C12/28/71	R E T	108,900	100	90,750	100	20	20		149,571	240,321	100
NEW BRUNSWICK	N J	P NONE C01/13/72	R E T	102,500	100	78,500	100	31	31		653,092	731,592	100
NEW HAVEN	CONN	P01/13/72 C01/28/72	R E T	161,450	100	109,895	100	47	18	111,450	873,823	983,718	100
NEW LONDON	CONN	P NONE C01/10/72	R E T	20,000	100	15,000	100	33	33		120,000	135,000	100



..C O M M U N I T Y..		NOTIF DAT P-PRIOR C-CURRENT	CURR RAISED	%	COMPARATIVE LAST YEAR VALUE	%	CHNG VS LST YR-% THIS RPT	PRIOR RPT	CHNG. IN CUR RAISED SINCE LAST REPORT	OUT- STANDING VALUES	LAST YEAR TOT. RAISED	%
NEW ORLEANS	LA	P NONE C01/13/72	33,000	100	21,750	100	52	52		1,320,696	1,342,446	100
NEWPORT NEWS	VA	P01/13/72 C01/25/72	78,800	100	52,300	100	51	36	26,300	336,280	368,580	100
NORFOLK	VA	P NONE C01/11/72	815,000	100	640,000	100	27	27		965,120	1,605,120	100
OAKLAND	CALIF	P NONE C01/07/72	223,250	100	99,500	100	124	124		1,072,100	1,171,600	100
DHAHA	NEBR	P NONE C01/13/72	300,000	100	250,000	100	20	20		1,256,073	1,506,073	100
PALM SPRINGS	CALIF	P01/12/72 C01/20/72	205,730	100	61,600	100	234	540	101,270-	391,950	453,550	100
PASSAIC	N J	P01/13/72 C01/21/72	149,000	100	102,000	100	46	150	99,000	618,000	720,000	100
PATERSON	N J	P01/13/72 C01/27/72	924,420	100	669,295	100	38	63	452,320	721,951	1,391,246	100
PEORIA	ILL	P NONE C01/13/72	215,000	100	200,000	100	8	8		170,000	370,000	100
PITTSFIELD	MASS	P NONE C01/10/72	50,500	100	40,000	100	26	26		95,838	135,838	100
PORTLAND	OREG	P NONE C01/11/72	60,000	100	35,000	100	71	71		747,905	782,905	100
PORTSMOUTH	VA	P01/13/72 C01/14/72	18,500 32,500 51,000	36 64 100	15,200 6,500 21,700	70 30 100	22 400 135			121,210 28,817 150,027	136,410 35,317 171,727	79 21 100
RICHMOND	VA	P NONE C01/12/72	125,000	100	125,000	100				1,002,995	1,127,995	100

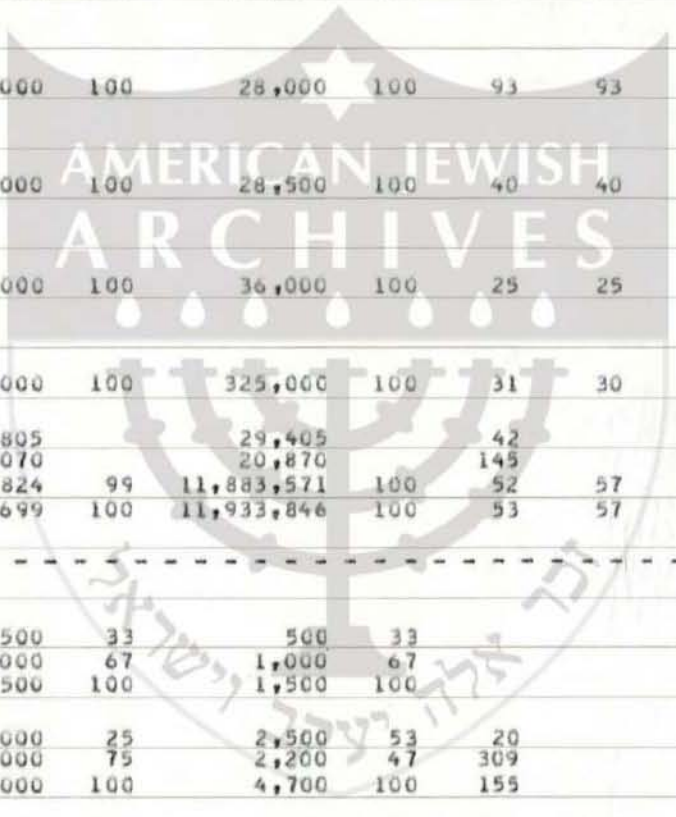


..C O M M U N I T Y..		NOTIF DAT		COMPARATIVE		CHNG VS LST YR-%		CHNG. IN CUR	OUT-	LAST YEAR			
		P-PRIOR		LAST YEAR		THIS	PRIOR	RAISED SINCE	STANDING	TOT. RAISED			
		C-CURRENT	CURR RAISED %	VALUE	%	RPT	RPT	LAST REPORT	VALUES		%		
ROANOKE	VA	P NONE C01/11/72	R E T	50,000	100	40,000	100	25	25	139,734	179,734	100	
ROCKLAND COUNTY	N Y	P NONE C01/13/72	R E T	1,000	100			NA		550,000	550,000	100	
SAN ANTONIO	TEXAS	P NONE C01/12/72	R E T	172,000	100	140,000	100	23	23	666,600	806,600	100	
SAN DIEGO	CALIF	P01/12/72 C01/19/72	R E T	40,000	100	33,000	100	21	165	12,000	1,061,773	1,094,773	100
SCRANTON	PA	P NCNE C01/13/72	R E T	15,000	100	10,000	100	50	50		1,010,000	1,020,000	100
SEATTLE	WASH	P NCNE C01/12/72	R E T	132,000	100	106,000	100	25	25		1,120,473	1,226,473	100
SIOUX CITY	IOWA	P NCNE C01/19/72	R E T	21,000	100	10,800	100	94	94		217,411	228,211	100
SOUTH BEND	IND	P NCNE C01/13/72	R E T	25,000	100	20,000	100	25	25		448,500	468,500	100
SOUTHERN ILL	ILL	P NCNE C01/13/72	R E T	25,000	100	16,500	100	52	52		363,500	380,000	100
SPRINGFIELD	MASS	P12/28/71 C01/12/72	R E T	193,000	100	129,000	100	54	55		1,010,000	1,135,000	100
STAMFORD	CONN	P12/28/71 C01/13/72	R E T	454,640	100	339,795	100	34	30		464,903	804,698	100
SYRACUSE	N Y	P12/29/71 C01/28/72	R E T	98,225	100	73,000	100	35	10	48,725	749,329	822,329	100
TEANECK	N J	P NONE C01/13/72	R E T	30,000	100	10,000	100	200	200		725,261	735,261	100



..C D M H U N I T Y..		NOTIF DAT		COMPARATIVE		CHNG VS LST YR-%		CHRG. IN CUR	OUT-	LAST YEAR			
		P-PRIOR		LAST YEAR		THIS	PRIOR	RAISED SINCE	STANDING	TCT. RAISED	%		
		C-CURRENT	CURR RAISED	VALUE	%	RPT	RPT	LAST REPORT	VALUES				
TUCSON	ARIZ	P NONE C01/06/72	R E T	251,000	100	197,000	100	27	27	353,000	550,000	100	
TULSA	OKLA	P NONE C01/13/72	R E T	165,000	100	120,000	100	38	38	991,500	1,111,500	100	
UTICA	N Y	P NONE C01/13/72	R E T	54,000	100	28,000	100	93	93	312,636	340,636	100	
WATERBURY	CONN	P NONE C01/13/72	R E T	40,000	100	28,500	100	40	40	387,308	415,808	100	
WILKES BARRE	PA	P NONE C01/13/72	R E T	45,000	100	36,000	100	25	25	900,000	936,000	100	
WORCESTER	MASS	P12/28/71 C01/12/72	R E T	425,000	100	325,000	100	31	30	1,025,000	1,350,000	100	
GROUP TOTALS			R	41,805		29,405		42		23,305	294,927	324,332	1*
			E	51,070		20,870		145		18,570	227,614	248,464	*
			C	18,120,824	99	11,883,571	100	52	57	1,118,505	46,260,774	58,144,345	99*
			T	18,213,699	100	11,933,846	100	53	57	1,160,380	46,783,315	58,717,161	100*

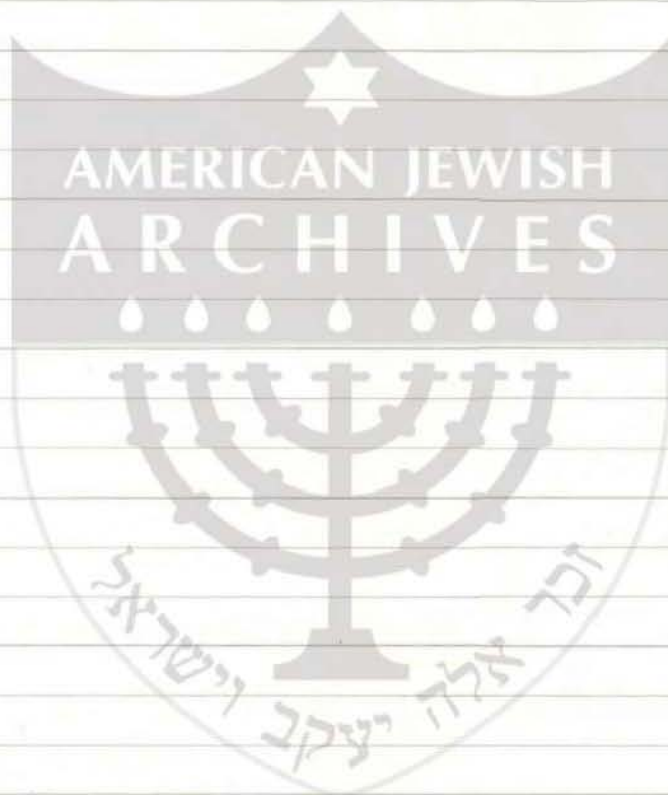
DANVILLE	PA	P NONE C01/21/72	R E T	500	33	500	33			500	1,365	1,865	41
			E	1,000	67	1,000	67			1,000	1,745	2,745	59
			T	1,500	100	1,500	100			1,500	3,130	4,630	100
FRAMINGHAM	MASS	P NONE C01/21/72	R E T	3,000	25	2,500	53	20		3,000	23,300	25,800	56
			E	9,000	75	2,200	47	309		9,000	17,800	20,000	44
			T	12,000	100	4,700	100	155		12,000	41,100	45,800	100
FRANKLIN	LA	P NONE C01/11/72	R E T	450	46	100	100	350	350		210	310	36
			E	525	54			NA			550	550	64
			T	975	100	100	100	875	875		760	860	100
LITTLE ROCK	ARK	P NONE C01/15/72	R E T	68,170	55	66,000	57	3	3			66,000	54
			E	55,781	45	50,758	43	10	10		5,000	55,758	46
			T	123,951	100	116,758	100	6	6		5,000	121,758	100
NORWICH	CONN	P NONE C01/12/72	R E T	100,000	100	100,000	100				40,025	140,025	100



..C O M M U N I T Y..		NOTIF DAT		COMPARATIVE		CHNG VS LST YR-%		CHNG. IN CUR	OUT-	LAST YEAR		
		P-PRIOR		LAST YEAR		THIS	PRIOR	RAISED SINCE	STANDING	ICT. RAISED	%	
		C-CURRENT	CURR RAISED	VALUE	%	RPT	RPT	LAST REPORT	VALUES			
PETERSBURG	VA	P NCNE	R 1,000	13	1,000	19			17,075	18,075	17	
		C12/15/71	E 7,000	88	4,400	81	59	59	85,850	90,250	83	
			T 8,000	100	5,400	100	48	48	102,925	108,325	100	
SARASOTA	FLA	P01/15/72	R				25	10,000-				
		C01/24/72	E				62	21,000-				
			T 31,000	100	21,000	100	48	48	NC CHANGE	125,957	146,957	100
SUFFOLK	VA	P NCNE	R 1,600	35	1,600	46			400	2,000	40	
		C01/13/72	E 3,000	65	1,900	54	58	58	1,111	3,011	60	
			T 4,600	100	3,500	100	31	31	1,511	5,011	100	
GROUP TOTALS			R 74,720	26	71,700	28	4	6	6,500-	42,370	114,070	20*
			E 76,306	27	60,258	24	27	25	11,000-	112,056	172,314	30*
			C 131,000	46	121,000	48	8		31,000	165,982	286,982	50*
			T 282,026	100	252,958	100	11	9	13,500	320,408	573,366	100*



FINAL TOTALS	R	116,525		101,105		15	6	16,805	337,297	438,402	*
	E	127,376		81,128		57	25	7,570	339,670	420,798	*
	C	88,507,534	100	67,581,748	100	31	31	6,167,570	233,432,989	301,014,737	100*
	T	88,751,435	100	67,763,981	100	31	31	6,191,945	234,109,956	301,873,937	100*



NUMBER OF COMMUNITIES - 101

NUMBER OF COMM. WITH PRIOR TRANSACTIONS - 36

NUMBER OF INPUT RECORDS- 150





COLLECTION PROGRESS REPORT AS OF JANUARY 31, 1972

1972 RECEIPTS

Collections from All Campaigns January 1 thru January 31, 1972 totaled \$20,022,783 and were received on account of the following Campaigns:

	<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
1972 Regular	\$ 3,759,389	\$ 224,895	\$ 3,984,284
1971 Regular	1,532,721	371,595	1,904,316
1970 Regular	177,900	110,334	288,234
1969 Regular	264,636	18,975	283,611
1968 Regular	19,136	--	19,136
1967 Regular	130,000	5,000	135,000
Prior Regular	1,291	108	1,399
Total Regular	\$ 5,885,073	\$ 730,907	\$ 6,615,980
1972 EF	3,824,191	1,270,362	5,094,553
1971 EF	6,062,349	(299,801)	5,762,548
1970 EF	1,566,347	422,497	1,988,844
1969 EF	450,607	86,053	536,660
1968 EF	16,244	1,882	18,126
1967 EF	5,072	1,000	6,072
TOTAL	\$17,809,883	\$2,212,900	\$20,022,783

For the same period from January 1, 1971 collections totaled \$14,157,064

From January 1, 1972 thru January 31, 1972 collections totaled \$20,022,783

From January 1, 1971 thru January 31, 1971 collections totaled \$14,157,064

ANALYSIS OF COLLECTIONS BY MONTHS

	<u>1972</u>	<u>1971</u>
January	\$ 20,022,783	\$ 14,157,064
February	\$	\$ 10,870,913
Cumulative - 2/29	\$	\$ 25,027,977
March	\$	\$ 12,907,948
Cumulative - 3/31	\$	\$ 37,935,925
April	\$	\$ 16,795,730
Cumulative - 4/30	\$	\$ 54,731,655
May	\$	\$ 18,769,395
Cumulative - 5/31	\$	\$ 73,501,050
June	\$	\$ 26,970,634
Cumulative - 6/30	\$	\$ 100,471,684
July	\$	\$ 14,419,128
Cumulative - 7/31	\$	\$ 114,890,812
August	\$	\$ 11,069,029
Cumulative - 8/31	\$	\$ 125,959,841
September	\$	\$ 10,869,830
Cumulative - 9/30	\$	\$ 136,829,671
October	\$	\$ 12,908,172
Cumulative - 10/31	\$	\$ 149,737,843
November	\$	\$ 12,434,063
Cumulative - 11/30	\$	\$ 162,171,906
December	\$	\$ 50,417,298
Cumulative - 12/31	\$	\$ 212,589,204

Allocations from All Campaigns from Jan. 1, 1972 to January 31, 1972 totaled \$25,955,674

	<u>CASH</u>	<u>BONDS</u>	<u>TOTAL</u>
<u>Regular</u>			
JDC	\$ 2,525,104	\$ 191,706	\$ 2,716,810
UIA	5,004,500	613,412	5,617,912
NYANA	50,000	--	50,000
UHS	--	--	--
Total Regular	\$ 7,579,604	\$ 805,118	\$ 8,384,722
<u>Emergency Fund</u>			
UIA - 1972 EF	3,251,373	--	3,251,373
UIA - 1971 EF	9,258,200	253,098	9,511,298
UIA - 1970 EF	4,119,700	244,868	4,364,568
UIA - 1969 EF	420,300	65,332	485,632
UIA - 1968 EF	20,000	(61,919)	(41,919)
UIA - 1967 EF	--	--	--
JDC - 1971 EF	--	--	--
JDC - 1970 EF	--	--	--
TOTAL	\$ 24,649,177	\$ 1,306,497	\$ 25,955,674