## MS-763: Rabbi Herbert A. Friedman Collection, 1930-2004.

Series H: United Jewish Appeal, 1945-1995. Subseries 3: Conferences and Committees, 1947-1978.

Box Folder 5

Northeast Conference [Swampscott, Mass.]. 1960-1961.

For more information on this collection, please see the finding aid on the American Jewish Archives website.

Conference Hareh 4, 1960 Mr. Sholem Sontup, Mr. Mertin Peppercorn, Mr. Arthur Fishsohn Mr. Raphael Levy, Mr. Irving Jeoobs, Mr. Harry D. Biele Melvin S. Goldstein Mortheast Conference This is just to advise you that we are planning to hold a regional conference for the northeast eres in or near Hoston March 10th, 11th and 12th, 1961. Hot foren Thy 28 29 30 Wastyte Cal Copenie Jul 17 18 9 My Lilydy moty to An 18,19/20 But annullafence my DA 9,10,11 V hather-com Jan 13, 14 5 20 1 February Cetiltate In 2 27 28 ig / Sealoud Not Cont Fat 2425,26 V Den England mal 191/2 HSO 1888 cc SGN Hot

### The New England Conference

Date: March 10, 11, 12, 1961

Place: New Ocean House Hotel, Swampsoott, Massachusetts

Area Involved: Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, Northern New York.

Criteria for Invitation List: Person must be either a large giver or a key worker in his community to be invited. Wives will be invited so as to lend a more relaxed and informal air to the weekend.

# PURPOSE

It has long been the opinion of both UJA and the local communities that campaigns are being routinely approached year after year; that leadership has not been reinvigorated; that the complete programs of UJA and its beneficiary agencies are not completely understood. At the Central States Conference in March of 1960 many people commented after the evening session devoted to JDC that they were unaware of the programs of JDC and that this story should be unfolded to the contributors of the country. These observations came from people devoted to the UJA both through giving and working. Thus one of the key objectives of the conference is to make certain that leadership from all communities are thoroughly informed on the needs of the UJA and its beneficiary agencies and to reimpress leadership with the importance of the role it is expected to play in the communities.

Another experience demonstrated by the conference of 1960 is the important role such a conference can play in securing key gifts in advance of the campaign. The conference will have a number of the outstanding Jewish personalities of the country. These are the people that the communities constantly request from UJA for local campaign meetings. Obviously these people are few in number and thus can only be made available for a few of these requests. Since they will be present for the entire weekend and since communities will also be there they are available. Thus if community "A" has its chairman and a few key givers present, the chairman can hold a cocktail party to which the right leadership will be made available and in this relaxed atmosphere key gifts can be secured.

There are many examples to show how well this works. Denver at the West Coast Conference in February 1960 solved its key pace-setter gift problems and in so doing set up its entire big gift program. Columbus at the Central States Conference in February of 1960 did likewise. There were at least 5 or 6 communities at each conference in 1960 that held Big Gifts priming meetings of this nature and all were successful. In addition, during the conference specified large contributors were approached and their gifts secured.

There is still another facet of the conference pertaining to giving that must be mentioned. The conference provides a background for the UJA Field Staff in conjunction with community lay and professional leadership to arrange the Big Gifts meetings of the communities involved to take place immediately after the conference. This serves several purposes: (1) it makes available key leadership to fan out from the conference and cover meetings in communities. (2) it provides warmed up contributors for these meetings. (3) in most cases it will also provide necessary primed gifts.

In summation the purposes of the conference are chiefly to reactivate leadership by informing them completely and to accelerate campaigns by securing key gifts primed for early BG community meetings.

### TENTATIVE PROGRAM

Friday - March 10

6:00 P.M. Sabbath Services 7:00 P.M. Dinner and Meeting

(Note: In 1960 this meeting upon completion of dinner devoted its complete program to the JDC and the principals were Edward Warburg, Moses Leavitt and Charles Jordan.)

#### Saturday - March 11

9:30 A.M.	Sabbath Services
10:30 A.M.	Campaign Films
11:00 A.M.	Major Session
	(Note: In 1960 Herbert Friedman presented 1960 UJA needs at this session.)
12:15 P.M.	Men's Luncheon (no program)
12:15 P.M.	Women's Luncheon and Seminar
12:15 P.M.	Resolutions Committee Luncheon

Saturday, March 11 (Cont'd)

### Workshop Seminars on Campaign Techniques

1:30 P.M. Medium and Small Communities

1:30 P.M. Large Communities

(Note: These meetings ended by 3:30 P.M.)

6:30 P.M. Dinner Meeting

(Note: This is the big glamour meeting. In 1960 Ambassador Harmon was key speaker.)

11:00 P.M. Cabaret and Dencing

Sunday, March 12

9:30 A.M. Breakfast and Closing Meeting.
(Note: Presentation of Resolutions, detailed discussion, and adoption of the 1961 UJA needs as set forth by the December National Conference.)

Conference concludes by 12:30 P.M.

with.

#### STRUCTURE

There are 64 communities that raise above \$50,000 and approximately 127 smaller communities embraced by this conference. It is planned to form a representative committee from these communities. It is desirable that most of the 64 large communities have representation on this committee and that there be some representation from the smaller communities. The committee's function will be to secure the necessary attendance and also to implement programs and take part in the functioning of the conference such as making up panels for the seminars, presiding, setting up key fundraising cocktail parties, etc.

The major community involved in this conference is Boston. This being so, the Chairman of the conference should be an outstanding leader from this community. The Chairman is the key to the success of the conference. He must be a person of such stature that an invitation from him to a person in New England asking him either to serve on the committee or to attend the conference will carry a great deal of weight. He must be capable of chairing the major meetings and of giving his chairmanship the weight of his own personality.

Onnon Ellin

Aiding the chairman will be a number of vice-chairmen. These should also be men of stature who can be of help to the chairman in making certain of the success of the meeting.

There will be only one meeting of the complete committee. This is planned to take place during the weekend of the National UJA Conference on December 9, 10, 11 in New York City. It will probably be held on Saturday, December 10 at breakfast. The reason for holding this meeting at this time is that most of the committee members will attend this conference and it is felt advisable to meet then rather than impose on the committee by calling a special meeting. The chairman, at his discretion, may call a special meeting of his vice-chairmen, if necessary.

Attached are a few pieces of mailing material to further complete the picture.

Confermes 1961 May 2, 1960 Mr. Stanley Gottheimer Melvin S. Goldstein Please note that the New England conference will be held at the New Ocean House in Swampscott, Massachusetts, March 10 to 12, 1961. MSG:mm

Confermed cc: FC SG Ref May 6, 1960 Mr. Dewey D. Stone 53 Arlington Street Brockton, Mass. Dear Deway: We have been running an unusual number of regional and state conferences in wonnection with this year's campaign, and all in all they have been turning out extremely well. I think at least to some extent their effectiveness is being reflected in the encouraging trend of the local campaigns which so far continue to run shead of last year. There were, of course, the Midwest Lasdership Institute and the West Const Conference, which want off very well -- and in addition others of varying size for New Jersey, New Hampshire, Central New York State, Mississippi, Alabama, and several others already held or still to come. Next year of course we will want to repeat some of these, and hold some others, such as a South Southwest Conference in Biloxi and a New England Regional Conference to take place at the New Ocean House in Swampscott, Mass. Actually, I am writing now with particular reference to the latter, which is planned for March 10th to the 12th. We all want it to be as successful as it possibly can be. It seems to us it would be effective to have Sidney Rabb act as Chairman for the New England Conference. However, we certainly would want to have your views on this before we go sheed and ask him. We have been taking into consideration the fact that he really has been extremely active and helpful in the campaign this year. I hope you can let me hear from you in the next few days -- or, if not, I will call you. With all good wishes and kind regards. Sincerely yours, Melvin S. Goldstein msg:gss

Cay nows June 23, 1960 Mr. Sidney Rabb Stop & Shop 393 "U" Street Boston, Massachusetts Dear Mr. Rabb: Further to our telephone conversation yesterday regarding the New England Conference that will be held on March 10th, 11th and 12th, 1961. I am enclosing herewith a memorandum setting out what we have in mind for this conference. All of us here feel that it would be extremely helpful if you would agree to act as chairman. I would, therefore, appreciate it very much if you would call me at your convenience and, if you think there is a possibility that you will be able to accept the chairmanship, I would arrange to meet with you to go into this matter in greater detail. I understand, of course, that all of this is dependent upon the plans you are making for your trip abroad but I do hope very much that you will be able to accept the chairmanship. Kindest regards. Sincerely yours, Melvin S. Goldstein HSG: hs Enclosure

July 15, 1960 Mr. Sidney Rabb Stop & Shop 393 "D" Street Boston, Boss. By dear Mr. Rabb: I am writing in further reference to our plans for the New England Regional Conference that will be held on March 10th, 11th and 12th. I am sure I have not heard from you because, among other things, you are considering carefully the memorandum I sent you on June 23rd regarding our plans for the conference and I appreciate that your acceptance of the chairmanship of the conference depends to some extent on your plans for your trip abroad. The New England Conference is one of the most important projects that will be launched next year by the UJA. We are convinced that this conference will arouse the interest of a great number of people who up till now have been on the fringe of our activities, and will bring many of them into positions of leadership in the community campaigns. To a great extent, however, this depends on the Chairman of the Conference and the plans that must be made with him at an early date. Everybody here, as I mentioned to you when we spoke, is convinced that you are the only man who can make this conference the kind of success we want. The Chairman of this Conference must be the kind of leader who can provide that spark to ignite the enthusiasm of people in a project of this kind. I wish to express the hope, therefore, that you will be able to let me know soon that you will indeed be the Chairman and we can then arrange to meet to make some detailed plans for the project. With kindest personal regards. Sincerely yours, Melvin S. Goldstein Administrative Vice-Chairman msgiss

SIDNEY R. RABB

393 D STREET ... BOSTON 10, MASSACHUSETTS

July 18, 1960

Mr. Melvin S. Goldstein
Administrative Vice-Chairman
United Jewish Appeal
165 West 46th Street
New York 36, N. Y.

JUL20 1960

NOTED BY REFER TO DATE

ANSWERED DISG-SS 18

Dear Mr. Goldstein:

Your letter of the 15th has been received. I read it to Mr. Rabb over the phone, since he is away from the office until next week.

He asked me to explain to you that the reason he hasn't answered until now is that as yet he hasn't finalized his plans for his trip to the Orient next March. It seems now that he is likely to leave around March 20, and he felt that spending two or three days away just prior to this trip might not work out too well for him. And, he thinks it will be at least a couple of weeks before he will know definitely about the plans for his trip.

Therefore, if you must have an immediate answer he will have to say that he doesn't feel that he can Chairman the New England Regional Conference on March 10, 11 and 12. If the matter can wait a few weeks, he will try to work it out, but he does not want you to delay with your plans because of him – nor does he want to keep you from inviting someone else as Chairman.

Mr. Rabb sends his warmest regards, and he will be in touch with you when he returns.

Sincerely yours,

Secretary to Sidney R. Rabb

July 21, 1960 Miss C. Bbhan Stop & Shop, Inc. 393 D. Street Boston 10, Hass. Dear Miss Bohan: Thank you very much for your letter of July 18th, and I would appreciate it if you would thank Mr. Rabb for his very prompt reply. Would you also be good enough to tell Mr. Rabb that I appreciate fully why he has not answered until now and that his plans depend on when he will finally leave for his trip to the Orient. Kindly advise Mr. Rabb that all of us here at the UJA would much prefer to wait a few weeks for his answer on our invitation to him to assume the chairmanship of the New England Regional Conference on March 10th, 11th and 12th, in the hope that he will inform us that he will act as Chairman. Would you also be good enough to convey to Mr. Rabb on my behalf and on behalf of all of us at the United Jewish Appeal our kindest personal regards. Sincerely yours, Melvin S. Goldstein msg:ss

New England Conf. August 17, 1960 Mr. Sidney R. Rabb Stop & Shop, Inc. 393 "D" Street Boston, Wassnehusetts Dear Sidney: I am sending you this note because I know how pleased you will be to learn that Abba Bban will be in the United States next spring to address a number of UJA meetings and he will definitely attend and address the New England Conference in Swampscott. It do feel that his presence will mean a great deal in the development of this New England Conference. Kindest personal regards, Sincerely yours, Melvin S. Goldstein HSG:mm

Sidney R. Rabb STOP & SHOP 393 D Street Beston 10, Mass.

August 23, 1960

Mr. Melvin S. Goldstein United Jewish Appeal 165 West 46th Street New York 36, New York

Dear Mel:

I was delighted to receive your letter telling me that Abba Eban would be here for that Conference in Swampscott.

Now as for myself, I have just learned that the date of our leaving Boston will be March 22, 1961.

I want to be this frank and clear. I always want to be helpful on any of the basic activities that have to do with Israel and the Combined Appeal. Therefore, if I have your promise that all of the legwork in regard to this is going to be done at your office and my responsibility merely to be briefed by you and to Chairman the Session (which I assume is the Opening Hemarks to just set the tone, and other times for the conduct of specific meetings, luncheons and dinners), I will accept the Chairmanship of this Conference.

Therefore, as soon as you have it lined up, will you please send me your planned program. Then, I would like us to have onefinal understanding... everything that goes out over my signature, I would like to first read and OK. If any emergency presents itself, you could call me on the phone, but I really don't want any releases to go out over my signature without my having OK'd them. I will be looking forward to hearing from you.

Warm regards.

Sincerely,

(sgd.) Sidney

Sidney R. Rabb

August 30, 1960

Dr. Benjamin B. Rosenberg Combined Jewish Appeal of Greater Boston, Inc. 72. Franklin Street Boston 10, Mass.

Dear Ben.

I know you will be very happy to learn that Sidney Rabb has agreed to act as chairman of the New England conference we are scheduling for Swampscott on March 10, 11 and 12.

Best regards.

Sincerely yours,

Melvin S. Goldstein

HSO/fe

August 31, 1960

Mr. Dewey D. Stone 53 Arlington Street Brockton, Mass.

AMERICAN JEWISH

Dear Dewey,

You will recall that some time ago I spoke with you about having Sidney Rabb become chairman of the New England conference we are scheduling for Swampscott for March lo, 11 and 12.

I am really very happy to be able to tell you that Sidney Rabb has accepted the chairmanship.

Best regards.

Sincerely yours,

Melvin S. Goldstein

HSG/fe

August 31, 1960 Mr. Sidney R. Rabb Stop & Shop, Inc. 393 D Street Boston 10, Mass. Dear Sidney, I have returned from vacation and was so very happy to receive your letter of August 23rd. All of us here at the Mational UJA are very glad to note your acceptance of our invitation to be chairman of the How England Conference. You are absolutely correct regarding the chairmanship of the conference. I assure you that all of the work to build up the conference and in connection with all matters relating to it will be done by our people, and your responsibility will, indeed, be to act as chairman at the conference. We will, of course, work very closely with you in preparing your role, and I also want to confirm that anything scheduled to go out over your signature will be cleared with you in advance. Incidentally, before the program for the New England Conference is definitely arranged we will have quite a body of experience on which to draw. There are, as I mentioned to you before, the regional conferences we held this year which were very successful. Now, using that experience, we will have conferences in 1961 in the Midwest, the West Coast, the Middle Atlantic states and the South and Southwest. All of these conferences will be very helpful to us in preparing the best possible program and format for the New England meeting which will be the last conference to be held in 1961. I will be in touch with you in due course to arrange for a meeting at which we can discuss, even on a preliminary basis, all of our plans. With kindest personal regards, Sincerely yours. Melvin S. Goldstein MSO/fo area Down Profit on the

cc: Fred Forman Joe Mazer Jacob Barowsky Charles Frost Milton Kahn Irving Levick Harry Levine Joe Linsey Phil Lown Aaron Naboichek Irving Norry Joseph Talamo Abe Goodman November 7, 1960 Mr. Philip W. Loun Penobscot Shoe Co. 179 Lincoln St. Boston, Hass. Dear Phil: A little while ago I informed you of the series of regional conferences the UJA was planning for 1961. These regional conferences will follow the successful pattern established at our Midwest Institute in Highland Park last year and in Palm Springs for the West Coast region. The purpose, of course, is to bring to these regions the UJA story and campaign line for 1961, to prime advance gifts and, perhaps most important, to stimulate and prepare for the fundraising meetings to be held in surrounding communities immediately following our regional conferences. On March 10, 11 and 12, 1961, the Northeast Leadership Institute will be held at the Ocean House, Swampscott, Mass. Sidney Rabb is the General Chairman for this conference and Mr. Abba Eban, now Minister of Education in the Government of Israel wakk be the main speaker. I know that the date for this conference may appear to be a long way off. All of us here, however, consider it so important in the chain of campaign events scheduled for 1961, that I should like to urge you now to make arrangements to attend. The fact is that in order to insure the success of the Northeast Leadership Institute we simply must have themactive participation and support of the officers and cabinet members in the area. I would, therefore, appreciate it very much if you would let me know as soon as you can that you will definitely attend the Swampscott meeting. With kindest personal regards. Sincerely yours, Melvin S. Goldstein Administrative Vice-Chairman HSG:es CE MI

February 19, 1961

Martin Peppercorn

Melvin S. Goldstein

Northeest Leadership Institute. Fampacott Mass. -- Tenative Acada

Attached hereto is the outline of the program for Summecott discussed yesterday. I wanted you to have then so that you could go over it first thing Sonday morning.

Do far as I know, notody whose name is down here has been approached. We have to make certain that all of the names we have here for assignments are those we want in those particular spots and then we have to make sure that they are approached. For example, I should be reminded to talk to Morris Berinstein about the goals and quotas presentation.

We also want to make very certain that all of the officers and cabinot numbers are taken care of in so far as it is humanly possible to do so. But let's not nice say.

I am returning to you herewith all of the attachments which came with the agenda for the Northeast Leadership Institute because you will want to use them further.

MSG/20

Atti

### DEWEY D. STONE

53 ARLINGTON STREET BROCKTON 8, MASSACHUSETTS



Mr. Melvin Goldstein, United Jewish Appeal, 165 West 46th Street, New York, N. Y.

Dear Mel:

I suppose it would be desirable for Anne and I to plan to stay at Swampscott during the Conference on March 10th, 11th, and 12th.

Will you please, therefore, reserve a spite for us.

I would like to have a schedule of the program as soon as it is available so that I may be able to guide myself accordingly.

Cordially yours,

Dewey D. Synne

dds:rc

February 27, 1961

Mr. Dewey D. Stone 53 Arlington Street Brockton, Massachusetts

Dear Dewey,

I am glad you and Anne are planning to stay at Swampscott during the Conference on the March 10th weekend. We have reserved a suite for you.

Enclosed is a copy of the program as of today. As you will see, it's not complete, but it will give you an idea of what will be taking place. I will be sending you a final program in due course.

Kindest regards;

Sincerely,

Melvin S. Goldstein

MSG:hs

March 12, 1961 Samuel G. Naparatek Melvin S. Soldstein Swampsoott Conference Please give me a list of the important people, like Sidney Rabb, who were involved in the ill fated Swampscott conference, so that appropriate letters can be written to them. MS9/fe 00: NP

SIDNEY R. RABB

March 16, 1961

Mr. Melvin S. Goldstein United Jewish Appeal 165 West 46th Street New York 36, New York MAR 20 1961

NOTED BY REPER TO DATE

ANSWERED

Dear Mel:

It seems to me that the judgment that was used in calling the Swampscott Conference off was excellent all around. Frankly, I question whether this particular area can run one of these as successfully as you have been able to do in other areas. We are kind of close to New York, and there are an awful lot of meetings going on all the time. Maybe that is so everywhere, but it seems as though around here it is never ending.

I hope that Abba is feeling better now. I was sorry to hear that he was indisposed for a few days.

I am leaving for Europe and will not be back until the middle of May. If after that there is something you want me for, do not hesitate to call.

Warmest regards.

Sincerely,

Sidney R. Rabb

### NORTHEAST UJA LEADERSHIP INSTITUTE

MARCH 10-12, 1961

OCEAN HOUSE, SWAMPSCOTT, MASS.

### PROGRAM

FRIDAY, MARCH 10 6:00 P.M. - SABBATH SERVICES

7:00 P.M. - DINNER MEETING AND OPENING SESSION

PRESIDING: Sidney R. Rabb, Boston Chairman, Northeast Leadership Institute

GREETINGS:

#### PRESENTATIONS:

- . Mrs. Israel D. Fink, Minneapolis Chairman, United Jewish Appeal National Women's Division
- Rabbi Herbert A. Friedman, New York
   Executive Vice-Chairman, United Jewish Appeal

SATURDAY, MARCH 11 8:15 A.M. - SABBATH SERVICES

9:00 A.M. - BREAKFAST SESSION to 11:30 A.M. PRESIDING: Irving S. Norry, Rochester

1. Joint Distribution Committee - Global Review

Samuel Haber, Assistant Director-General, American Jewish Joint Distribution Committee

2. Report on Goals and Quotas -

Morris W. Berinstein, Honorary Chairman, United Jewish Appeal

12:00 Noon - INSTITUTE LUNCHEON

to

2:30 or PRESIDING:

PRESIDING: Samuel Gingold, New Haven

3:00 P.M. Member, United Jewish Appeal National Campaign Cabinet

REMARKS: Edward M. M. Warburg

QUESTIONS AND ANSWERS:

Panel: Herbert A. Friedman Samuel Haber Morris W. Berinstein Dewey D. Stone SATURDAY, cont.

3:00 P.M. - INSTITUTE SEMINARS

5:00 P.M. 1. In the Large and Medium Communities

PRESIDING: Joseph W. Ress, Providence

PRESENTATION: N. Aaron Naboicheck, Hartford

PANEL: A. Levine, Boston

I. Schine, Bridgeport

J. Linsey, Boston, S. Sontup, UJA G. Shapiro, Boston S. Sugarman, Lyhn

J. Talamo, Worcester

2. In the Small Communities

PRESIDING: Jacob Barowsky, Holyoke

PRESENTATION:

PANEL: Robert S. Green, Brockton Arnold J. Cohen, Manchester, N.H. James C. Haberman, Springfield

WOMEN'S DIVISION

5:30 P.M. - COCKTAIL PARTIES

to

7:30 P.M.

8:00 P.M. - INSTITUTE BANQUET

PRESIDING: Dewey D. Stone, Brockton National Chairman, United Jewish Appeal

WELCOMING ADDRESS: Lou Smith, Boston

ADDRESSES: 1. Joseph Meyerhoff, General Chairman, United Jewish Appeal

2. The Honorable Abba Eban

11:00 P.M. - DANCING

11:00 P.M. - COCKTAIL PARTY IN H. A. FRIEDMAN'S SUITE

9:30 A.M. - BREAKFAST AND CONCLUDING SESSION

PRESIDING: Sidney R. Rabb, Boston

- 1. UJA Campaign Film: "Memo To Eichmann"
- 2. Report on Seminars: A. Naboicheck, Hartford
- 3. Resolution: Milton Kahn, Boston

2. In the Small Communities

PRESIDING: Jacob Borowsky, Holyoke

PRESENTATION: Philip M. Stark, Schenectady

and D. Abraham/Slavitt, Norwalk

PANEL: Robert S. Green, Brockton A. J. Cohen, Manchester, N. H.

James C. Haberman, Springfield E. Phillips, Albany

3. WOMEN'S DIVISION

PRESIDING: .......

PRESENTATION ......

PANEL ......

(Notes for presentations must be prepared immediately)

5:30 P.M. - COCKTAIL PARTIES - (see Att. B) to 7:30 P.M.

8:00 P.M. - INSTITUTE BANQUET

PRESIDING: Dewey D. Stone, Brockton
National Chairman, United Jewish Appeal

WELCOMING ADDRESS: Lou Smith, Boston

ADDRESSES: 1. Joseph Meyerhoff, General Chairman, United Jewish Appeal

2. The Honorable Abba Eban

(Introductions are necessary for Mr. Meyerhoff and Mr. Eban)

11:00 P.M. - DANCING (?)

# SUNDAY, MARCH 12

9:30 A.M. - BREAKFAST AND CONCLUDING SESSION

PRESIDING: Sidney R. Rebb, Boston

- 1. WA Campaign Film: "Memo To Bichmann"
- 2. Report on Seminars: A. Naboicheck, Hartford
- 3. Resolution: Milton Kahn