AN ORGANIZER'S MANUAL

or

Everything You Always Wanted
To Know About Organizing
but
Fred Ross Never Taught You

from the Midwest Boycott Conference
December 1 and 2, 1975
Warrenville, Illinois

WORKSHOPS

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I. Organizing workshop of city boycott committee

- Get immediate plugging into specific activities.
- Have good strong input, plus Internet-getter (film, etc).
- Share information from past month.
- Update - split building meet.
- Goals of area wide meeting.
- Contacts from area group members (new names every month).
- Very recent contacts (should be able to get 100 old timers), etc. All supporters in the area invited.
- Should be regular - importance of their work stressed.

- Area wide organization.
- Area wide meeting: help call pick.
- Also plan monthly area wide meeting.
- Organize pocket lunches & funder.
- Can be specific - door-to-door campaign.
- Important those ideas make them happen.
- (specific program; major events)
- Coordinators and director decide on boycott program.
- People won't come otherwise.

B. Program for support organization.

1. Core group meetings - should accomplish things, otherwise.
2. Core group meetings
   a. Call for all their free time to JVM - serious.
   b. Stable group
   c. 5-10 people

C. Follow-up Reports. Translated.

A. Assessed and make sure they are carried out.
   a. Meetings must be productive - responsibilities.
   b. Lateness for new staff, maybe less for older staff.
   c. Should be on a regular basis.

NOTE: Model must fit your own city and situation but meetings.

- 2. Raise money
   - 20 volunteers.
   - 20 door-to-door campaign.
   - New York: each borough has to get 100 volunteers.
- 1. New York meetings with very special programs.
- 2. Raise money

II. Organizers know their specific goals and responsibilities.
- At least 5 meetings per week with these goals.
- Produce fund raisers (per month).
- Core group knows goals.
- Monthly meetings with director.
- Weekly meetings for coordinators, led by director.
- Help out with details of process.
- New York's basic plan for staff.

- 1. Organizers of City Boycott Committee.
5. How to get people to Area Wide Meeting
   a. pot-luck will often gain more interest
   b. organizer should spread word & get commitments at every meeting attended
   c. core group phone supporters & contact people they know
d. good, short rap should be prepared for calling which emphasizes importance, urgency, main speaker of mtg, etc.

6. Putting together Area Wide Meeting
   a. Must be well-planned with specific, detailed actions to accomplish goals.
b. have music (competent musician & leader), Vivas, etc.
c. let supporters read letters, any printed matter which is pertinent & report on their experiences on delegations, committees, etc.
d. report givers should know their time limit, objective and hopefully how to be an interesting speaker
e. have core group organizing among the crowd after mtg.
f. have visuals - to list picket lines, etc.
g. may plan specific activity for mtg: poor person's auction, raffle
h. keep spirit high with vivas, huelga claps....

7. Agenda for Area Wide Meeting
   a. may start with pot-luck (eliminates problem of people coming late
b. begin by making distinct transition to meeting - start with singing, huelga clap, etc
c. Organizer gives California up-date
d. local up-date (with supporter participation)
e. main attraction: film (UFW, Labor, etc); people just back from CA; farm workers; video tapes, recordings, union history presentation; local union leader; convention slides; staff people from other cities....
f. pitch (put this where it fits best) - Dolores' method: "How many of you want to end child labor? (hands raise) ...end children dying from pesticide poisoning?...etc. Who will be with us Saturday to picket? Have people raise hands for physical commitment.
g. end with song (Solidarity Forever, Nosotros Venceremos, holding hands, huelga clap and vivas)
h. How to get rid of people who want to talk about their own ideas forever: "You know that's a real good idea. Let's talk about it after the meeting - I'd like to go into more detail."

II. Model for Campus Organizing (can be applied to most situations)

A. Objective is to organize an ongoing committee
B. The basic ingredient for turning on a campus & getting them really involved is work - time & thought put into organizing
C. How to set up a core committee
   1. Speak with as many classes as possible
      a. show "Why We Boycott", do collection
      b. get names for organizational meeting set up for a week or so later (soon)
   2. Don't do mass advertising - get too many semi-interested people - looking for good, small group-follow-up contacts
b. Get names - pass out cards - we'll use these later.

c. Organize the audience

d. Local update - "Get ready, the sponsorships are important!"

e. Department chairs - get your department's name on the program: $25 for two hours.

f. Update on California

g. Trim

h. Speaker (organizer)

I. Agenda for next meeting

J. Don't understate the students!

K. If they stopped no matter how many people come, that's okay. You have an idea how many people come as (students)

L. Seat a room that is not too large (several students seem as)

M. After the meeting (conference)

N. Plan what you're going to accomplish and get a feel of the atmosphere.

O. Have students sell tickets to spread the word! Each student

P. Announce in new & past classes you have spoken in.

Q. Get dorm government to spread the word.

R. That name on your program or posters (ask for $25)

S. Incorporate themes from organizations on campus.

T. Get your department's name on the program: $25 for two hours.

U. Last every element of your program.

V. Planning the event - for example: "I love that opportunity"

W. Prioritize.

X. Look ahead to the future, but organize today's support.

Y. Set a committee to check periodically.

Z. What to do to get more people involved.

1. Plan a house meeting camp to educate students on other opportunities.

2. Specify about how to get the attention of campus.

3. Anderson is available to help you organize.

4. Check with your department.

5. Plan Structure for future meetings.

6. Goals of campus core meetings.

7. Out together a work group which will be able to plan.

8. Project how to get help from students to contact

9. Students without phones, etc.

10. When you are busy, don't fall to do this even though you are busy (don't fall to do this even)

11. Keep in touch as

12. Use little cards for names.


14. Essential to keep accounts records about contacts.
d. Announce activities the next week: picketing this weekend, core group meeting next week, when & where get commitments

G. Problems and Hints
1. have "rehearsal" of projector system
2. make sure every detail has been worked out and everyone knows their assignments (tickets, door, TG, etc)
3. have member of the audience ask for collection (this is controversial since a really good pitch is needed for a successful collection)
4. "Plant" people who will volunteer to picket
5. have a smooth program planned so people feel a part of something well-run
6. start on time (meaning 15 minutes late) can start singing for 10-15 minutes at announced starting time
7. have m.c. on stage as soon as lights are on after film so there is new focal point
8. let audience know the program continues after the film so they don't split right after
9. Be aware of people's mood after the film (e.g. don't sing a joyous song)

H. Continuing activities of (enlarged) core group after FFOL
1. Ongoing lettuce campaign
2. picketing reports and plans
3. plan next fundraiser (wine & cheese party, dorm fast, door-to-door (postage) stamp crusade
4. Materials available from colleges
   a. Watts lines
   b. art supplies
   c. legal help from law students and professors
   d. organize future medical help for clinics from medical students
   e. Professors often have many contacts in community
5. Students should work on union's priority (e.g. grapes vs. Gallo). They should not be a separate group, unrelated to overall boycott program. Only under rare circumstances should the campus group be working on its own priority
6. If you work correctly, students can be an army of support
7. Avoid groups with their own agendas (SWP, IS, etc.)

Additional Suggestions:
A. In addition to Chicano groups, also involve Black and Arab student organizations
B. Don't forget about support committees on campuses in outlying areas - very valuable - they will do a lot of work on their own and produce full-time staff. Should meet with them every two weeks and more often by phone and letter.
C. Many people think that you can't organize campuses anymore - not true - if carefully planned out can produce hundreds of active people. Takes good organizing
D. What about recruiting new staff? The workshop didn't have time to discuss - Nick Jones Quote of the Conference: "Produce a well-organized boycott and you'll produce new recruits!"
6. Talk to shop stewards of unions involved so they understand what they should do. This is new.

And what they intend to do. They are the supporters who could score just what it means. Support them when store refusals occur. Speak to the stewards about work, they should say.

B. Make sure they understand what they should do. You know the details.

C. Have previous meetings with stewards so they know what to do. Present the Board and chairman of the store, etc.

D. Send statements of support to stores as a must.

E. Feedback (b) requires some research (not included).

F. Contact stewards with staff to plan first 6-8 weeks.

G. Campaigned strategically with staff to plan.

III. Tentative Plan

II. Choosing a Target - Twenty City is Unique

A. Evaluate your store/supporter strength.

B. Research store size, percentage of market, number of stores.

C. Market segmentation.

D. Locally based stores, chain or franchise.

E. Readiness or UM's activity on them.

F. Present history of UM's actions throughout the years.

G. Have these with the company exists.

H. Contact the community groups, community groups.

I. Check out their relation with labor, churches, community groups.

J. Determine if other areas can coordinate with your area.

K. Exchange ideas with other cities.

L. Exchange ideas with other cities.

M. Exchange ideas with other cities.

N. Exchange ideas with other cities.

O. Feedback is broken.

P. If there's no feedback, then work.

Q. Never respond to look like a supporter.

R. Feedback is broken.

S. Present time to score - be consistent, persistent.

T. Now you are made and consciousness (core battle, etc.)

U. Know your enemy.

V. Insure stores.

W. Present statements - start low-key, be creative as possible.

X. Reset assumptions.

Y. Internalize your campaign. Start low-key, be creative as possible.

Z. Campaigned strategically with staff to plan.

C. Early assumptions.
B. Stage 1
   1. Leafleting and collecting pledges (or petitions) - this is for designated amount of time with goal - find their key stores, vital spots - use a general information leaflet.
   2. Picketing Details
      a. have longer hours rather than more lines - lines should be 6 hours minimum
      b. pick key stores, their "pride & joy" stores with high volume
      c. leaflet in parking lot isles, two people at door, billboard at parking lot entrances
      d. get picketers more aggressive and vocal - use role-playing
      e. have leafleter meetings after picket lines; informal gatherings to discuss latest information, role-play; answer questions they receive on picket line that they are unsure of. Also makes people feel part of a group and not just "used" once a week for picketing.
      f. Proper training for phone-calling is important to get people to come out.
   3. Clergy and Labor Delegations to headquarters (heavies)
   4. Letter-writing campaign by heavies
   5. Another planning session about the fifth or sixth week to make plans for Stage 2
   6. Mass-picketing and Rally to announce results of Petition Drive - Announce to press also.
C. Stage 2
   1. Visibility - Harassment
      a. Phone-ins
      b. Billboard ing ("Jewel exploits Farm Workers")
      c. Get into local newsletters of churches, unions, clubs, etc. that "Jewel refuses to help after 35,000 customers sign petition, etc"
   2. Leaflet progression - use store's name "refusal to listen to demands" - good guys vs. bad guys
   3. Special area wide picketing with clergy, labor, politicians, etc.
   4. Harassment delegations to district offices (area wide)
      a. church, labor, community folk
      b. housewives with (hopefully, screaming) children
      c. women's Delegation
   5. Another planning session to prepare for Stage 3
   6. Phone-in to headquarters by Heavies
   7. In-store stand-ins, Banana-ins, mill-ins
   8. good picket lines, and more of them, important
D. Stage 3
   1. Neighborhood leafleting
   2. local suburban and community news coverage involving local clergy and leaders at picket lines, prayer services
   3. Important to be strict about picketing reports
   4. Mass leafleting and billboard ing using store name
   5. Special Activities:
      a. vigils - at stores, homes of company execs, store headquarters; centered around issues or holidays
      b. fast
E. Legal Problems

1. Picket captains should be well-prepared and have names of attorneys available — use role-playing to prepare
2. Important to understand that arrests are to be avoided
3. Need good, competent, informed (free) legal help
4. Deal with police honestly, persistently — courteously
5. Big picket lines — keep good records of activities — organizers should report each week about \( \frac{1}{10} \) of people on picket
6. Staff should check with lawyers about their real legal
7. Injunctions must be dealt with individually
8. Don't betray permanent injunction is made — it's possible
I. Get a person in charge. But spread information outstate and among staff so collective imagination will be on watch out for possibilities of breaking into the media. Each organizer will be in charge of community newspapers, for instance.

II. Press List
   A. find in resource book, yellow pages or media expert:
      1. Newspapers (dailies, weeklies, religious, union, etc)
      2. Radio (collect hot lines to newsrooms for weekends and nights
      3. TV (hot lines)
   B. Collect newsletters and church bulletins for updates/events
   C. Collect TV and radio talk shows, guest editorials and public access shows
   D. Keep notes on each media entity - who's there, sympathetic, was talked to, deadlines, what kind of treatment of news....

III. Newspapers
   A. Dailies
      1. Press releases to city editor, labor editor, a friendly reporter, photo editor (if a visual)
      3. Columnists - find column that handles our types of stories by reading all columns
      4. Letters to Editor column - write and mail a whole campaign when something appropriate breaks. Example: Gallo ads, anti-UFW endorsements, Teamo corruption. Ask supporters, but personally mail enough well-worded letters to be more than sufficient.
      4. "Tip Off" columns - columns of 'shorts' in prominent place. Not much content but widely read. Feed to paper with call or letter with envelope marked.
      5. Editorial Board - might wrangle endorsement
      6. News Editor - point out suggestion if coverage is not right. His/her business what goes in, but it's public's business to complain if what goes in is incorrect or slanted.

   B. Weeklies - community papers are well-read!
      1. Must be local news with names and addresses
      2. determine circulation, areas covered and deadline
      3. if friendly, suggest editorial and offer to write
      4. Deliver photos if they won't cover (Example: Chicago's gag line; marches - even when an event is not in local area, get pictures of sign and people saying "Area X church supports UFW"; house meetings; billboard plantings with officials
      5. very receptive to letters to editor

   C. Special Interest Papers - labor, religious, ethnic, etc.
      1. Friends! get editor to explain state systems (Ex. in Michigan, one editor is for 64 papers)
      2. Some will print everything we give them
      3. Often ready boycott square
4. Talk with news director. Offer stories for titles when up.

5. Call with news director. Talk about shows.

6. Share the positive.

D. Community affiliates

1. PSAs require a non-commercial edit - speak with director.

2. Counterbalanced, incorrect coverage of anti-WDBH editorials.

C. Editorial

1. Talk shows and special news reports.

Have you got the numbers ready.

2. If unacknowledged news, then insert: Our listeners didn't.

Press release, call to assignment desk.

B. News - plan visuals with your broadcast news.

V. Personal - "90% of people get major part of news from television"

Illegible text:

- Farm worker who is perfect co-hosting a new farm program.
- Some people say, "what a waste.
- We should do something about this.
- We need a wave.
- What are the numbers for people not opposed?
- However people ask questions to our people.
- What in the interview show.
- We need a wave.
- What are the numbers for people not opposed?
- Set up a discussion and editorial board.
- Otherwise you can't call-in, show.
- It's not a call-in show.
- Get support for call-in so that we have to host.
- Those shows by asking what's the decade.
- Radio, learn format of each station: Young, et al.
- Move workshop, cont.
Media Workshop, cont.

E. Gimmicks for TV - for snowed-in days, slow news days, for when luck is with us, for stealing enemies news, in place of tripe on most evening news. Examples:
1. Lettuce Days: free salads in town square to promote salad dressing, picketed by UFW
2. School's out - children's picket line
3. First Day of Spring: send release: "Spring fashions and picket signs will be appearing on bridge at..." then billboards with "Spring is here/feeling fine/ don't drink/ Gallo wine"
4. Santa gets arrested
5. Use tear-clothing at possible arrest
6. Slip when being arrested and make police drag you - as if brutality
7. Gallo Victory Party - with visual "one down, two to go"
8. UFW supports State Bill - press conference

VI. Wire Services - AP, UPI, NPR, Black Network
A. Always send press releases to wires
B. Many cities have private wire services - guaranteed information sent to all subscribers.
C. Locate radio station(s) with network affiliate connections

VII. Reacting to National News - to lobby for coverage; to get extra coverage.
A. stories can be supplemented by local comment
B. Newspapers and TV can be lobbied to carry national story by calling newsroom, asking if they've seen story and would be interested in local reaction.
C. Quick! radio's carry wire stories immediately, dailies only once a day, TV's at next news and then for next 24 hours or less.
D. Examples:
1. Gallo elections - call it a UFW victory
2. Gallo corruption charged! keep boycotting
3. Coke contracts - multi-ethnic union
4. Gallo contract - "one down, two to go"

VIII. Media Calendar
A. date all coverage as exactly as possible
B. media keeps records - uses previous coverage as excuse for not covering
C. reminds us when it's reasonable to go on guest show again

ADDITIONALLY: Reinforce good coverage with a compliment or thank you. Share gimmicks with other cities.
G. Mass leaflet
1. Careful - can waste lot of paper - be conscious of where and what crowd
2. whole staff or individual areas
3. busy downtown area - briefer with pictures at trains (where people may have more time to read) - more detail
4. Ideas:
a. leaflet at suburban train station (commuters often have 40 minutes to sit and read)
b. ethnic festivals
c. ball games - list line-up on one side
d. put recipes on one side
e. use "woman" issue
f. ask supporters to distribute 100/week
5. develop good technique to make effective
6. may be better to billboard at some events (ex: rock concert)
7. use of OPEIU?

H. TG table
1. check local ordinances; get permission at churches, meetings, etc.
2. use attention-getter to get people over to table; music, petition, guerilla theatre...
3. places: churches, schools, union meetings, festivals, street corners (not too busy)

I. Balloons - novelty - appeal to kids
1. helium (with slogan and eagle) - expensive!
2. penny ones

NOTE: Tie all these in with events across the city and areas

III. A sample campaign
A. Preliminary decisions
1. theme: THE BOYCOTT MUST CONTINUE
2. Time: 4 weeks
3. purpose: to have activities while waiting for labels
4. organizing goal: remind folks about the boycott; re-inspire folks and give them new, different activities

B. Preparing for campaign - staff mtg to assign tasks and determine priorities:
1. find out what's happening in city (mass events, conferences, sports events)
2. billboard making
3. make leaflets (consider areas they will be used in - appeal to those people)
4. good traffic locations for billboard
5. determine locations for paste-ups
6. letters to unions to explain campaign and ask to attend meetings for update
7. hustle material (paper, ink, etc)

C. Kick-off event
1. city-wide or area-wide meetings
   a. input from supporters
   b. explain campaign
   c. get volunteers and assign tasks
Martha was a very special person to me. She went the extra mile for everyone. She always made sure everyone was happy and comfortable. When I first met her, I was a bit nervous but she immediately put me at ease with her warm smile and kind words. She was like a ray of sunshine in my life.

One day, Martha invited me to her house for dinner. I was excited to spend more time with her. When I arrived, I was amazed by how beautiful her home was. The decorations were so tasteful and the food was delicious. Martha and I talked about everything from our favorite books to our hobbies. We laughed and shared stories for hours.

Martha was not only a great friend but also a great mentor. She always encouraged me to pursue my dreams and never gave up when things got tough. She taught me the importance of perseverance and never giving up. Her words of wisdom have stayed with me throughout my life.

I will always treasure the memories I have with Martha. She was truly one of a kind, and I am grateful for the time we spent together. She will be deeply missed by all who knew her. Rest in peace, dear Martha.
FUNDRAISING WORKSHOP

I. Introduction: Fundraising should not be considered separate from organizing. They go hand-in-hand. We had trouble discussing fund-raising without getting into organizing since it's your basic organizing skills which puts you in the position to raise money (organizing to go to union meeting, etc.).

II. Labor Unions (things to ask for....)
A. at membership meetings, ask for donations from individuals - also sell TG
B. also ask for donation from union treasury.
C. gate collection (Ohio uses theme "Give a Damn, give a Dollar")
D. monthly pledges
E. $50 flag club (explained later)
F. Tickets to events - remember that unions often buy blocks or books of tickets to distribute to membership
G. ask them to sponsor events
H. In-kind donations - when visiting union office, remember to check these out:
   1. office supplies
   2. xerox machine
   3. mimeograph machine
   4. postage meter or stamps (they might be able to include some of your letters in their daily mailings)
   5. develop relationship with secretaries - they might type for you or give you access to more supplies

III. Churches and Religious Groups
A. It is often best to work through church groups (women's club, youth group, etc)
B. Church facilities can be used for
   1. supas; non-meals
   2. pot lucks
   3. spaghetti and/or pancake dinners
   4. bake sales
C. More ideas
   1. ask for second collection
   2. plug into church festivals
   3. ask for sponsorship
   4. "Can Drive" (explained later)
   5. Choir benefit programs (ex. youth choir - you have a built-in audience with the kids' parents, besides regular UPW supporters)
   6. PPOL showing at Motherhouse - in Grand Rapids, a convent invited 300 sisters - 100 attended and paid $1 each - puts you in contact with schools and hospitals....
   7. Youth Coffee houses

IV. Fighting for Our Lives - model for a community showing
A. Meet with core group to assign tasks - show PPOL if necessary to get them really turned on to making it a success - minimum 6 weeks of preparation
B. Set time table to deal with the following
   1. tickets and programs (union printed) - choose reasonable price for tickets ($2 or $3) so you raise money but also reach a lot of people
New Year's Eve Party - The Following is a model of what has been
and what should have been. Many others have
- need a program and screen ready to make sure it works.
- place &
- refer to organizing workshop for planning the program.
- scores and business like this.
- 5. In South Bend, Indiana, they sought ass. in the program for
- took note.
- 4. The program should list all the sponsors and contributors.
- $25
- Sponsors: Very important. Write a check or
- above $25. It自来?n 1. to screen. to screen. is good and you need
- 5. Find good projector (and some people who knows how to use
- 4. Someplace in charge of IG
- 3. d. enrollments in local churches
- 2. Pinerary
D. Charge $5 per ticket. That will be the cheapest party in town and should be the best. If a close supporter is unemployed or on strike bring them in free if they work that evening.

E. Get organizers and supporters to carry and sell the tickets. Tickets can be sold in books of 5 to unions, political groups, etc. which means a well organized visit campaign to every possible group. Supporters can sell five tickets easily and some of your supporters will sell ten to thirty if given enough time.

F. Plan and get performers and film. Don't ask someone to play if you don't know for certain that they are good. Make sure to pick an excellent film.

G. Plan the evening. How many people for ticket taking, food serving, bar, etc. Make sure there are plenty of supporters and staff for the evening so that everyone can enjoy the party. Have someone in charge of introducing the musicians and the film so that its tight. Have someone in charge of picking up money and putting it in a safe place during the party. Times are tough and you will likely have thousands of dollars in cash there.

plan the film and musicians so they are through by 11 PM so that everyone is together at the new year. If people are together (supporters) Solidarity Forever led by one of the folk singers is great at midnight. Good hours for the party are 8PM to 1AM or 9PM to 2AM. If the party is a success and people want to keep on dancing you might allow the party to go till 3 AM. Have a large clean up crew set up.

H. Food and bar: snacks such as cheese, popcorn, chips, etc. should be plentiful as well as non-alcoholic drinks, juices, and coffee. They can all be hustled and given as a free part of the admission price. The bar is an important fundraiser and booze can also be hustled. The bar should include lots of ice, beer, bourbon, vodka, union bartender(s) and sangria. Get a fool proof formula for the sangria - lots of mix.

Drinks should be sold for: $1.00 mixed, 50¢ for beers and wine drinks. Don't go below the above figures.

Supporters are going to be happy for the opportunity to have a good time at a reasonable price and know that their money is going to a good cause. For more information contact Nick Jones, New York boycott.

VI. Labor Union Fundraiser in Ohio - this is the second year for a general appeal (last year AFL CIO AUIUCG sponsorships)

A. the Chio AFL CIC sent out a letter from Cesar on La raza stationery - sent to 1700 locals in AFL-CIC envelopes with their stamps - letter asked for their help for the election campaign - asked them to send $50 and in return they would receive a huelga flag.

B. follow-up is important - hard in the small areas all over the state but it does put you in touch with many obscure places that have never been tapped before.

i. call up local areas or do TV if new leadership or we have been out of touch.
we can do a "Pro Tivity"

I. First task - during this week, go back and collect
P. To collect some orientation and school data that have special
please remember that goes to people who filled out pledge,
and set the money.

VIII. Other Ideas
NOTE: Remember Jewish Family Services and work programs into that.

II. Other ideas

III. Other ideas

2. Outdoor collection (many people not already w/ support)

I. "First meeting" - 
- $5 of the money is given to charter table
2. Concert - in October, 6 members of the Chicago Symphony

1. Bava Sofer community
- Food drive community
- Food drive community

II. Can drive for Farm Worker Week, May 2-8 (suggested by other)

III. Concentration on gate collection!

V. Can drive for Farm Worker Week, May 2-8 (suggested by other)

V. Can drive for Farm Worker Week, May 2-8 (suggested by other)

IV. Can drive for Farm Worker Week, May 2-8 (suggested by other)

IV. Can drive for Farm Worker Week, May 2-8 (suggested by other)
Fundraising workshop, cont.

11. Fund-raising parties (in individual homes)
12. March-a-thon - Detroit had one using the Danny Thomas pro-
gram - raised $29,000 - high school students participated
13. Wine-tasting party
14. Hospitality room - especially at union conventions - rent
room, put posters up for free wine - have buckets for money-
people will drink and give you donations - have staff
there to organize them, ask to come to union mtg, have index
card ready to take name, next meeting date, etc - after
convention, follow-up with a call and remind them that they
invited you to their meeting.
15. Tag days
16. $2.00 campaign - Ohio asked specifically for $2 for the
election campaign in their newsletter (Cleveland) - they
got back about $800
17. Fiesta
18. Farm Worker (Ethnic) Festival - Detroit had one for 3 days,
8 or 9 groups played, 10 booths, ethnic food, raised $1000
19. Car Wash
20. Calendars - St. Louis had high school students design graph-
ics - staff and supporters will produce.
21. Organize restaurant to open up on Sunday for UP! (grand Rapids)
22. Sell bumper stickers on picket lines
23. Send out appeal to large mailing lists (like old McGovern
supporter lists, etc)
24. Tennis party in indoor club - have well-to-do couple rent
(or get free) a club, invite 16 couples (if 8 can play at
a time) - charge $25 - provide food (hustled) - the couple
will invite their friends, so no real ticket selling.
25. Folk artists - nail them when in town for concert to come
back for benefit
26. Get SPONSORS for most everything
27. You can get money (funding) when forming a student support
group on campus
28. United Methodist Church has a Youth Service Fund which gives
out money every year to good causes - on national level and
state level - Chicago got $200 from North Carolina YSF
and $5000 from National
29. Minneapolis got $4000 from the Christian Sharing Fund from
the Catholic diocese