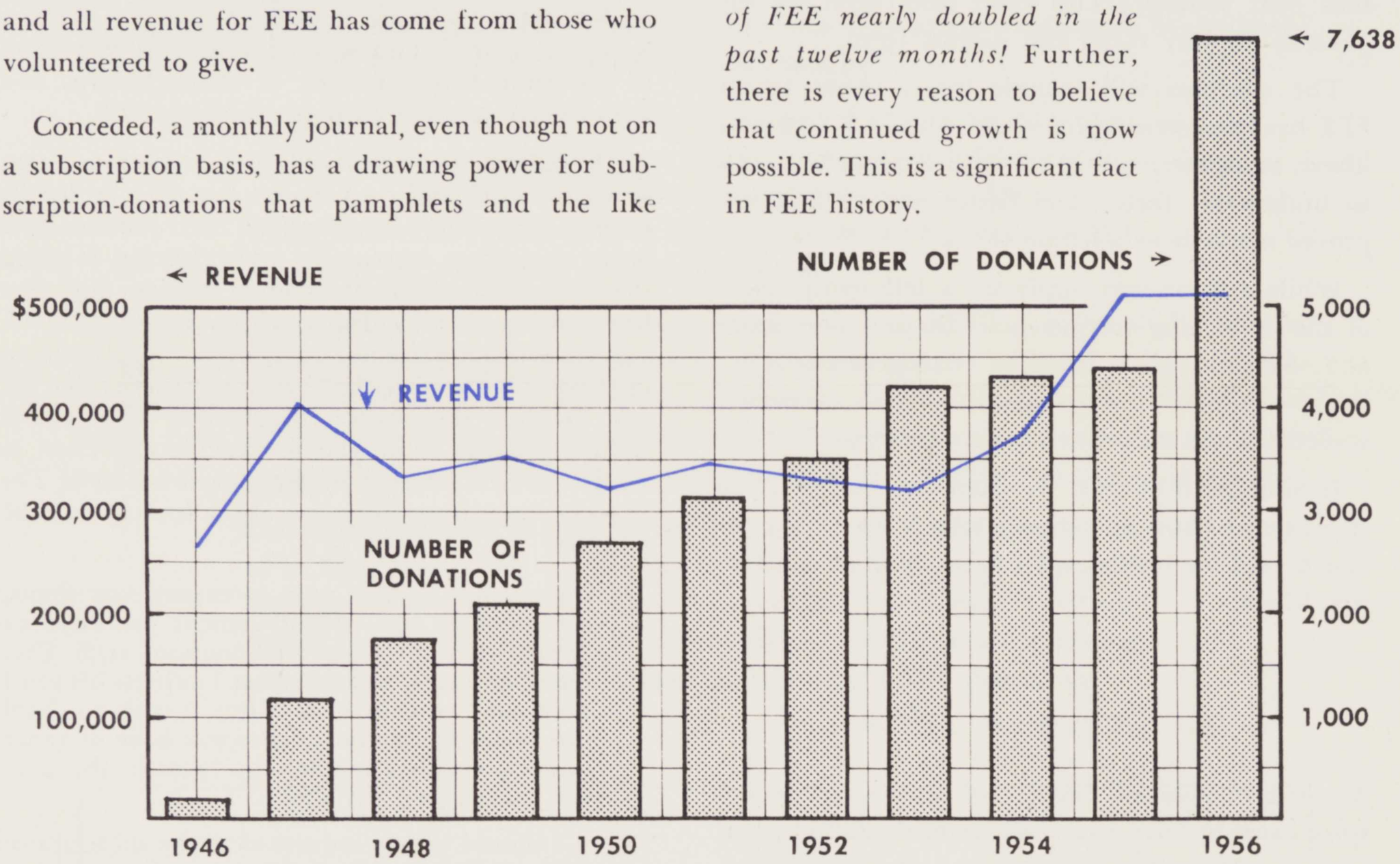
In January 1956, we began packaging our studies and essays in a monthly journal, *The Freeman*. The distribution and financing policy remained the same: The journal has been anybody's for the asking and all revenue for FEE has come from those who volunteered to give.

Conceded, a monthly journal, even though not on a subscription basis, has a drawing power for subscription-donations that pamphlets and the like never had. Admitted, we had a fine prospect list from the old *Freeman* subscribers. *Nonetheless, the fact remains that the number of persons willing financially to pay for the works of FEE nearly doubled in the past twelve months!* Further, there is every reason to believe that continued growth is now possible. This is a significant fact in FEE history.



FRIENDS OF FEE may well wonder why gross revenue has not corresponded to Donor growth. The explanation is simple: Too many of the larger Donors ($500 to $10,000) have interpreted the gain in number of supporters as financial prosperity and have concluded that FEE requires less support from them. Example: A $7,500 Donor reducing to $2,500 with assurances of no diminution in interest.

This interpretation of *number* prosperity as *revenue* prosperity could easily lead to insolvency. For most of the new Donors contribute small amounts, barely enough to cover the cost of printing and postage of the material sent to them. Even with 8,000 Donors the contributions must average $60.00 to finance FEE's present program – which average is possible only if there be numerous contributions of the $500 to $10,000 variety.

I would like to point out 1) that there is no finer testimony of genuine interest in FEE's work than a steady increase in the *number* of Donors and 2) that this increase is good reason for three- to four-figure support from those who at once have such resources and are looking for ways to advance an understanding of free market, private property, limited government ideas.

Our obligation in FEE – the Trustees and staff – is to work as intelligently and as diligently as we can at our appointed tasks, and accurately to report to you and others the ups and downs of this educational enterprise. We insist that this is the limit of our obligations – for the problem of growing interventionism is yours as well as ours. Further, our respect for your judgment equals the respect we have for our own.

Leonard E. Read

PRESIDENT