

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

Remimeo HCO POLICY LETTER OF 5 FEBRUARY 1971
OIC WW Issue V
CLOs
EC Hat
HAS Hat
OIC Hat

ORG GROSS DIVISIONAL STATISTICS

REVISED

(Amends HCO Pol Ltr 30 Sept 65 - Stats for Divisions, HCO PL 5 June 68 - Stats Dissem, HCO PL 17 June 70 - OIC Change, Cable Change, HCO PL 22 Sept 70 - Ideal Scenes & Stats for Correction Div 5, Page 1, GDS for Div 5 only.)

The following are the revised Gross Divisional Statistics for all Organizations:-

EXECUTIVE DIVISION 9

The total number of releases and clears made in the Org, declared and paid.

The point table, as given in LRH Policy Letter of 1st May 1966 - Statistics Office of LRH is followed.

HCO DIVISION I

1. The total number of points for all staff passing hat checkouts by Hats Officer and/or following training under STO, plus 25 points for each staff member FULLY hatted, minus 20 points for every Ethics action taken on a preclear, student or staff member.
2. Total Org Letters IN and Total Org Letters OUT.
3. Total Bulk Mail OUT.

The definition of FULLY-HATTED is checked out starrate on Post Hat, Divisional Hat, Staff Basic Hat, and for auditors and Technical personnel includes Tech Hat. Point Tally is adjudicated by the following scale:

Post Hat - 10 pts, Div Hat - 15 pts, Basic Staff Hat - 15 pts, Tech Hat - 15 pts.

Letters IN and OUT are defined as personal signed letters, not form letters. This statistic does not include mailing pieces, leaflets or circulars.

Bulk Mail is defined as ALL particles - mailing pieces, magazines, letters, etc.

HCO DISSEM DIVISION 2

1. Total number of Bodies in the Shop for the week.
2. Total Number of Registrar Interviews for the week.
3. Gross Income of the Organization.
4. Gross Book Sales.

Total number of Bodies in the Shop includes the total number of preclears in the HGC, total number of students in the Dept. of Training and the total number of preclears and students in Review and Cramming and includes staff enrolled and attending, counted ONCE for the week.

Gross Income is the total amount of monies received in the org for the week, either in the mail or over the counter, as collections for past credit, current receipts or advance payments of any amount for any org services or items sold, MINUS the amount of any bounced cheques that week.

TREASURY DIVISION 3

1. Credit Collected
2. Bills Paid

Credit Collected is defined in HCO Policy Letter 5 February 1971 - Credit Collections Defined.

Bills Paid includes all org bills, including materiel. Monies paid into Reserves do not count as Bills Paid.

TECH DIVISION 4

1. Total points for all students in the Department of Training for the week past, based on the Flag authorized point system, per the latest HCO Policy Letter on Student points.
2. Total number of WELL DONE hours audited in the HGC for the week past, as defined in HCO B 21 August 1970 "Session Grading. Well Done, Definition of" and HCO B 18 Oct 1970 "Auditors Stats on FN VGIs."

QUAL DIVISION 5

1. The total amount of money paid for student training into the org for a Certificate Course (all Solo excepted).

2. The total number of creditable success stories turned in, less the number of people not passing Key Questions, and less 2 for any Ethics action taken on a student, preclear or staff member for the week.
3. Gross Income divided by number of persons on staff for the week.

PUBLIC PLANNING DIVISION 6

1. Number of New Names to Prospect Card Files.

PUBLIC SERVICES DIVISION 7

1. Number of people routed from a public event, Introductory lecture, or Testing to a Registrar. (Includes Public Reg, Body Reg and ARC Break Reg).
2. Number of basic courses and basic processing completions.

PUBLIC SALES DIVISION 8

1. Number of New Names to Central Files.
2. Value of FSM Commissions paid.

HCO Aide
for
L. RON HUBBARD
FOUNDER