

ALPHA SIGMA PHI FRATERNITY, INC.  
MINUTES OF THE GRAND COUNCIL MEETING

March 3-4, 1990  
Pittsburgh, Pennsylvania

51. CALL TO ORDER

Grand Junior President, James V. Fitzpatrick called the Grand Council Meeting to order at 9:36 a.m. on Saturday, March 3, 1990.

52. ROLL CALL

Members of the Grand Council in attendance: James V. Fitzpatrick, Grand Junior President; Dr. Dennis R. Parks, Grand Secretary; Charles J. Vohs, Grand Treasurer; Robert G. Cabello, Grand Marshal; Dr. Larry G. Spees, Grand Councilor; and Stan G. Thurston, Grand Councilor. Grand Senior President, Edmund A. Hamburger called to inform the Grand Council he was unable to attend due to a conflicting business commitment. Also in attendance were Executive Director, Robert M. Sheehan, Jr.; Director of Chapter Services, Randall S. Lewis; Director of Development, Steven V. Zizzo; and Executive Secretary Emeritus, Ralph F. Burns.

53. Grand Junior President Fitzpatrick convened the Grand Council into an executive session.

54. Grand Junior President Fitzpatrick recessed the Grand Council at 11:45 a.m.

55. Grand Junior President Fitzpatrick reconvened the Grand Council at 8:10 a.m. Sunday, March 4, 1990. Grand Secretary Parks was not present at this session.

56. APPROVAL OF MINUTES OF MEETING OF AUGUST 3-5, 1989

It was moved by Brother Cabello, seconded by Brother Vohs, and passed unanimously to approve the minutes of the August 3-5, 1989 meeting.

57. MAIL VOTES

It was moved by Brother Cabello, seconded by Brother Spees, and passed unanimously to approve the mail votes numbers 213, 214, and 215.

58. OLD BUSINESS

It was moved by Brother Thurston, seconded by Brother Cabello, and passed unanimously to place into the official minutes the confirmation that the Grand Council did vote unanimously during 1989 to award the Delta Beta Xi Awards to Dr. Dennis R. Parks, Baldwin Wallace '72 and Randall S. Lewis, Oregon State '81.



59. NEW BUSINESS: UNDERGRADUATE OPERATIONS (Attachment A)

A. It was moved by Brother Cabello, seconded by Brother Spees, and passed unanimously to lift the suspension from the Beta Theta Chapter, Rutgers University.

B. It was moved by Brother Cabello, seconded by Brother Spees, and passed unanimously to change the fraternity's alcohol policy in the following manner: To add to the policy the statement "the chapter shall not allow individuals to make available common sources of alcohol (such as kegs, etc.), and secondly to add a clarification in the policy that alcohol is prohibited at ritual events. (Attachment A, page 2)

C. It was moved by Brother Cabello, seconded by Brother Vohs, and passed unanimously to accept the recommended position statements of the Undergraduate Operations Committee which are attached to these minutes. (Attachment B)

60. NEW BUSINESS: ALUMNI OPERATIONS (Attachment C)

A. It was moved by Brother Thurston, seconded by Brother Vohs, and passed unanimously to approve of the Educational Foundation carrying out a development audit subject to the approval of the new chief executive officer of the fraternity and Educational Foundation and that the audit should be completed by September 1, 1990.

B. It was moved by Brother Cabello, seconded by Brother Spees, and passed unanimously to request the Educational Foundation Trustees to use the Foundation's endowment for funding the development audit.

61. NEW BUSINESS: FINANCE (Attachment D)

A. It was moved by Brother Vohs, seconded by Brother Thurston, and passed unanimously to accept the quote of the New Hampshire Insurance Company for liability insurance for Alpha Sigma Phi for 1990-91..

B. It was moved by Brother Vohs, seconded by Brother Thurston, and passed unanimously that the overcharge for liability insurance for 1990-91 be moved into deferred income for fiscal year 1991 and be utilized for chapter services programming.

62. NEW BUSINESS: OTHER

A. It was moved by Brother Spees, seconded by Brother Cabello, and passed unanimously that the Grand Council should explore the possibility of using the fraternity's past chief executives to work in areas of fundraising and chapter services.

B. It was moved by Brother Cabello, seconded by Brother Vohs, and passed unanimously to recommend to the Finance Committee to review the fraternity's long time employees of 35 years or more service and make a recommendation regarding employee pension programs by the next Grand Council meeting.



C. Discussion took place on the 150th anniversary of the fraternity and the possibility of a history being written for it. Grand Marshal Cabello volunteered to work with Grand Historian Kutz and to make a recommendation to the Grand Council.

D. It was moved by Brother Cabello, seconded by Brother Thurston, and passed unanimously that the Grand Council should propose an amendment to the constitution to change the title of the fraternity's chief executive officer from Executive Director to Executive Vice President.

E. It was moved by Brother Vohs, seconded by Brother Cabello, and passed unanimously that the Undergraduate Operations Committee should review the Province System and make recommendations regarding that volunteer network to the Grand Council.

63. It was moved by Brother Thurston, seconded by Brother Cabello, and passed unanimously to adjourn the Grand Council meeting at 10:50 a.m. on March 4, 1990.

Respectfully Submitted,

  
Executive Director

  
Grand Secretary



### Approval of Mail Votes 213, 214, and 215

- Mail Vote 213                      Approval that Terry L. Carter, Tri-State '59; David G. Mason, Widener '81, Charles A. McCaffrey, Illinois '82; Richard O., McGee, Michigan '72; William J. Siering, Toledo '80; and David Zymslowski, Michigan '72 receive the Delta Beta Xi Award as part of the class of 1989.
- Mail Vote 214:                      Approval that the administrative suspension of Gamma Alpha Chapter at Ohio Northern University be continued until the 1990 National Leadership Conference & Convention.
- Mail Vote 215                      Approval that effective January 1, 1990 the Chapter Leadership Consultant compensation be as follows:  
Starting Salary, \$8,000 per year; Mid-Year Raise, \$9,500 per year; Housing Allowance, \$125 per month.



# REPORT TO THE COMMITTEE ON UNDERGRADUATE OPERATIONS

## 1. Mid-Year Statistics

53 Chapters  
2 Colonies  
2 Interest Groups

### Pledges:

1985-86	1,049
1986-87	969 ( -8%)
1987-88	994 ( +3%)
1988-89	981 ( -1%)
12/31/88	521
12/31/89	551 ( +6%)

### Initiates:

1985-86	810
1986-87	751 ( -7%)
1987-88	904 (+21%)
1988-89	749 (-17%)
12/31/88	304
12/31/89	374 (+23%)

The increase of pledges/initiates for this fall is due in part to the identification of outstanding pledges/initiates and the billing of them in December rather than in January, which was the case last year. The end of the year should result in the same number of pledges and initiates as last year.

## 2. Chapters of Concern

Davis & Elkins - The chapter has submitted a report as directed, see Attachment A, page 6. The new president is a good guy and Wes is staying in contact with him to provide encouragement for his new ideas and direction. Randy will be trying to recruit more alumni to help advise the chapter. Although the current GCA, Max Morgan, pays a lot of attention to the chapter, he "rehashes" the "good old days" when hazing and alcohol abuse existed which isn't necessarily appropriate. Wes will visit the chapter on April 24-26.

Cal-Berkeley - The reorganization of this chapter has been slow, to say the least. While they currently have only 11 men, they do have the possibility of acquiring a group of 15 pledges this semester. The alumni are feeling a little discouraged, but we are doing our best to keep them from selling the house. Two Penn State alumni are working with them as advisors. Randy will visit in April.



Tulane - The chapter has only three men, but is making a valiant effort at rush this spring. Without exceptional success it may soon be time to close the chapter.

Atlantic Christian - There was a violation of the risk management policy reported to us from another national fraternity at ACC. The chapter was reported as having an all-campus party where kegs were involved which were assumed to be purchased with chapter funds. We contacted Allen Stallings, an involved alumnus, to investigate and report to us regarding the event. It is in the process of being completed.

Wes stopped there in January and feels they are doing better. They've got a long way to go, but he does feel that some improvement has been made.

Lawrence Tech - The alumni have taken it upon themselves to try to save this chapter, now with only three members. They are working on rush and chapter operations. If they are not successful it may soon be time to close the chapter.

Ohio State - Steve Zizzo has worked with them by attending chapter meetings and talking with the president. They continue to have low numbers and are not striving too hard to acquire more. We are expecting a mid-year report soon in regards to what their plan is for the rest of the year. Wes will visit April 4-7.

Ohio Northern University - After an extensive reorganization, re-education and initiation of the young men, there seems to be much improvement in this chapter. The alumni are getting a lot more involved and an advisory board has been formed and is meeting with the chapter. The chapter remains on administrative suspension and will submit a written report to the committee by June.

University of Michigan - Since the agreement of leasing of their house, the chapter has recruited 18 new men, doubling their size by attracting men who were a part of another colony. Wes Owen visited them in January and was quite impressed by their improvement, although a lot more needs to occur. The leadership seems responsive and responsible.

Rutgers - At this time this is truly a success story. The young men have responded extremely well since the hazing incident last spring. The pledge education program has turned around and progressive programming is continuing to develop. They have submitted a report (see Attachment B, page 16) and since then have also had a hazing seminar, time management seminar, and have been released from some of the probation the school has placed on them. (See Attachment C, page 41.)

It is the recommendation of the staff that Administrative Suspension be dropped as an act of good faith with a required written report and oral presentation to be prepared for the committee in August.

Loyola and Tufts - These two groups have not changed much since the last report. We are seeking current information on each of them and will be able to present an oral report of their status at the Grand Council meeting.



### 3. Colony/Interest Group Update

SUNY Buffalo, Gamma Epsilon Colony - They have just pledged 7 young men which should put their numbers up to 26. They have been working on their organization through committees and other improvement. The earliest prospect for their chartering would be Spring of 1991.

SUNY Binghamton, Phi Theta Colony - This group seems to be doing quite well. They have a new advisor who is a Cornell brother who is working closely with them. They have proven to be very organized and good to work with. Currently the colony has 32 men, and it may be ready to charter by Spring, 1991.

Concord College - These young men seem to be fulfilling our expectations quite well except that we are having difficulty in getting their petition to become a colony. They have recently elected new officers which may be the source of some of the delay. We are hoping to have a petition for you at the meeting.

University of Delaware - Randy recently met with these young men and their advisors. The guys are still struggling with the University as far as getting recognized--which is difficult for them. We have 28 men there and they are working on their committee structure. They will begin rush around the time of your meeting.

### 4. Chapter Visit Plans

This fall we visited 30 of our 57 chapters/colonies/interest groups. Fewer visits were made than usual because we have only one consultant traveling for us this year. Fortunately, the Educational Foundation loaned us Steve Zizzo for visits during August and September--which he will not be able to make next fall.

Wesley Owen has been doing a great job for us out on the road and will continue with 32 visits this spring while Randy will be hitting eight chapters for quick visits.

With the shortage of consultants this year, the chapters have not received the attention or support they have in the past.

### 5. Expansion

Due to the limitation in staff time, expansion remains on the back burner. We have received a number of calls and letters of interest with few of them expressing further interest. These include: St. Leo College (FL), Northwood Institute (MI), and Pepperdine University (CA).

### 6. National Leadership Conference & Convention, 1990

The plans are well under way for this year's convention. We have included a draft schedule, Attachment D, page 42, for both the Convention and the Alumni Conference. The program is looking great as are the prospects for high attendance.



## **7. National Leadership Conference, 1991**

The staff requests that at least two Grand Council members (perhaps one from the Committee on Finance, and one from the Committee on Undergraduate Operations) be assigned to work with the staff to select the 1991 conference site. The staff recommends that a hotel site be considered as an alternative to university settings. The relative costs and benefits will be reviewed during the selection process.

## **8. Risk Management Policy**

During the fall term, differences of opinion among the members of the Fraternity Insurance Purchasing Group regarding the interpretation of policy arose. Many fraternities interpreted the policy as disallowing kegs at functions. In December the FIPG membership voted to add this prohibition to the Alcohol Policy. The staff recommends that we comply with this change by adding the following statement to our policy:

"The Chapter shall not allow individuals to make available common sources of alcohol (such as kegs, etc.)"

Our current policy is enclosed as Attachment E, pages 47-48 and on the following page the Alcohol Policy appears with this suggested change appearing in bold. Another change, clarifying the prohibition of alcohol at ritual events, has been suggested by alumni advisors and is recommended by the staff. This too appears in bold on page 49.

Should the committee approve these changes, they then need to be recommended to the Grand Council.

## **9. Position Statements**

As directed at the last committee meeting, the staff has prepared drafts of position statements on Human Dignity, AIDS, Racism and Religious Discrimination, and Substance Abuse. These were sent out to the committee on December 1 for review, and are enclosed as Attachment F, page 50. Brother Spees responded stating that he felt they would read more positively if the last "let it be resolved" paragraph be made in the first paragraph. The committee may want to forward these statements to the Grand Council. A position statement in support of resident advisors and "housemothers" is currently being developed.

## **10. Success Stories**

Although it has been a fairly good year for Chapter Services, so far there hasn't been a lot that will "knock your socks off." That's not to say Alpha Sigs aren't on the move!

After the "hazing" situation at Rutgers, our brothers have risen to the occasion. They are getting a lot of positive press and the administration is quite pleased with their performance. Ohio Northern has been making some significant changes in their programs with an entire re-education program and assistance from alumni and administration.



Michigan has more than doubled in size by aggressively pursuing a colony of another fraternity that was disillusioned with that fraternity. Their new president seems to be a sharp individual and we are hoping for a lot more from this group. Cal-Berkeley recently informed Brother Lewis that they may be acquiring 15 young men who are looking to form some sort of fraternal group.



**ALPHA SIGMA PHI FRATERNITY**



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

**ALPHA SIGMA PHI  
RISK MANAGEMENT POLICIES**

Passed by Grand Council August 3, 1989  
Revised March 4, 1990

The founding principles of Alpha Sigma Phi, beautifully explained in our Ritual, guide us to achievement of our ultimate human potential. This purpose is expressed simply in our open motto "To Better The Man." Unfortunately, chapters may stray from these guiding principles from time to time. It is the responsibility of the Grand Council to uphold the standards of Alpha Sigma Phi. The following policies have been developed to provide chapters with specific guidance regarding their activities. Members of Alpha Sigma Phi--including, but not limited to, chapter officers, volunteer alumni advisors, and Fraternity Headquarters Staff--are expected to report violations of these policies immediately to the Grand Council through the National Headquarters. Violations of these policies cannot be tolerated, and the Grand Council will take action on each violation discovered.

**POLICY ON PRE-INITIATION ACTIVITIES  
AND HAZING**

Alpha Sigma Phi was founded upon sacred principles which include the Law of Brotherly Love. The Pledge Education Program a chapter develops should emphasize the development of brotherhood among all members, pledges and brothers alike. Pledge Education is also a time for learning about the Fraternity--its history, traditions, organizations and operation. Chapters that teach all these things to a pledge will be preparing him well for his responsibilities as a brother, and will secure the strength of the chapter into the future.

Unfortunately, sometimes a chapter will stray from the true purposes of pledge education and sanction activities which run counter to these purposes. It has therefore become necessary to develop a policy concerning these counter-productive activities, to insure that they are short-lived. The purpose of this policy is to provide for the health and safety of all Alpha Sigma Phi brothers and pledges, to encourage a strong sense of brotherhood within each chapter and colony, and to earn the respect of the campus and community by engaging in activities beneficial to those groups.

Alpha Sigma Phi Fraternity forbids its chapters and colonies to sponsor any pre-initiation activity that may be "dangerous" or "potentially dangerous" to the physical and mental health of any person, to the level of brotherhood within each of its chapters and colonies, and to the level of respect on campus and in the community of which all Alpha Sigma Phi brothers and pledges are worthy. "Sponsorship" is defined as "peer-group supported," as well as a sanctioned activity.



## ACTIVITIES INVOLVING ALCOHOL

Activities engaged in by Alpha Sigma Phi chapters and chapter members should always comply with all state, local, and university rules and regulations, including those regarding alcohol and illegal drug usage. The following policy should be followed by every chapter and chapter member regarding the legal use of alcohol:

1. Alcoholic beverages shall not be purchased through the chapter treasury nor shall the purchase of same for members or guests be undertaken or coordinated by any member in the name of or on behalf of the chapter.

2. If a chapter allows members and guests to "bring their own" alcohol to chapter functions, then:

A. The Chapter is responsible for assuring that the alcohol is consumed legally and responsibly.

B. The Chapter shall not allow individuals to make available common sources of alcohol (such as kegs, etc.)

C. Alternative beverages (non-alcoholic) shall be provided. These should be set in plain sight, labeled as non-alcoholic.

D. Food of substantial quality shall be made available, free of charge for everyone. (High protein foods, i.e., cheese, meats, unsalted nuts are strongly encouraged.)

E. Rides or escorts shall be provided for those unable to drive or walk themselves home.

3. Alpha Sigma Phi chapters shall not sponsor "open parties" in any form. All parties shall be limited to chapter members and invitees. Capacity of any event should comply with the Fire Safety Codes set by the proper authority.

4. There shall always be two sober party monitors at every event who will be trained to deal with any situations as they arise.

5. Chapters shall not co-sponsor an event with an alcohol distributor, charitable organization or tavern (tavern defined as an establishment generating more than half of annual gross sales from alcohol) where alcohol is given away, sold or otherwise provided to those present.

6. All rush, pledging, and ritual activities associated with any chapter shall be non-alcoholic, Dry functions.

7. Chapter members shall not permit, tolerate, encourage or participate in "drinking games."

8. Anyone arriving at an Alpha Sigma Phi event already intoxicated shall not be admitted to the function.

9. Chapters shall not co-sponsor or co-finance a function where alcohol is purchased by any of the host chapters, groups or organizations.





## POSITION STATEMENT ON SUBSTANCE ABUSE

**WHEREAS**, Alpha Sigma Phi is the fraternity "TO BETTER THE MAN" and all of her functions and actions should exhibit this as listed in our *Code of Conduct*, and

**WHEREAS**, our Constitution and By-Laws, Article XVII, section 1 and section 3, prohibits illegal alcohol and substance use and prohibits inappropriate conduct of members of our fraternity, and

**WHEREAS**, the illegal use of substances or abuse of legal substances is in direct opposition to the purpose our organization "TO BETTER THE MAN." It does not foster brotherhood, demonstrate leadership or help to build a better community.

### **THEREFORE,**

**BE IT RESOLVED**, that all members of our fraternity be educated on the perils of substance use and abuse. That peer pressure is used in a positive manner of responsibility and influence.

**BE IT RESOLVED**, that all chapters, colonies and alumni organizations promote and participate in peer intervention strategies for brothers and/or pledges with symptoms of substance addiction as well as responsible use of legal substances.

**BE IT FURTHER RESOLVED**, by the Grand Council of Alpha Sigma Phi Fraternity that it is the position of our fraternity that no illegal substances shall be used in the structure of our fraternity nor shall the abuse of legal substances be encouraged or tolerated at fraternity events.







## POSITION STATEMENT ON HUMAN DIGNITY

**WHEREAS**, Alpha Sigma Phi is the fraternity "TO BETTER THE MAN" and all of her functions and actions should exhibit this as listed in our *Code of Conduct*, and

**WHEREAS**, every human being deserves to be treated with dignity and not harassed, tormented, abused or violated by another human being, and

**WHEREAS**, our fraternity's *Code of Conduct* states that each member "will respect the dignity of all persons, and therefore, I will not physically, psychologically or sexually abuse any human being," and

**WHEREAS**, we instill the principles of diligence, honor, integrity, virtue, duty and respect for human dignity.

### THEREFORE

**BE IT RESOLVED**, that all chapters, colonies and alumni organizations follow the *Code of Conduct* and educate our membership on the value of each person.

**BE IT RESOLVED**, that there is no place in our fraternity for those who think anyone should be treated as a sub-human or a lower class citizen.

**BE IT FURTHER RESOLVED**, by the Grand Council of Alpha Sigma Phi Fraternity that it is the position of our fraternity that everyone should be treated with dignity and respected for their individual rights and principles.







## POSITION STATEMENT ON AIDS

**WHEREAS**, Alpha Sigma Phi is the fraternity "TO BETTER THE MAN" and all of her functions and actions should exhibit this as listed in our *Code of Conduct*, and

**WHEREAS**, we strive at all times to be educated about the world situations and strive to educate our brothers so that they can be better informed citizens, and

**WHEREAS**, we are a brotherhood of gentlemen who extend brotherly love and concern to all brothers and friends of Alpha Sigma Phi Fraternity, and

**WHEREAS**, the membership of Alpha Sigma Phi is knowledgeable of and concerned with the epidemic of ACQUIRED IMMUNE-DEFICIENCY SYNDROME (AIDS), and we realize that all persons are at risk who are active sexually regardless of sexual orientation.

### THEREFORE,

**BE IT RESOLVED**, that all chapters, colonies and alumni organizations educate our membership about how AIDS is transmitted and what precautions can and should be taken to lessen the risk of being infected.

**BE IT RESOLVED**, that any brother/pledge who contracts the AIDS virus is entitled to all of the rights and privileges that our fraternity can extend to him; and shall not be condemned for any activity which may have led to this situation.

**BE IT FURTHER RESOLVED**, by the Grand Council of Alpha Sigma Phi Fraternity that it is the position of our fraternity that any brother or pledge who contracts the AIDS virus is indeed no less a brother.





**REPORT TO THE JOINT COMMITTEE  
ON ALUMNI OPERATIONS**

**2. Annual Loyalty Fund**

	<u># of donors</u>	<u>Gross Receipts</u>	<u>Net Receipts</u>	<u>Average Gift</u>
1981-82	1,574	\$ 43,024	\$ 26,607	\$27.33
1982-83	1,716 (+ 9%)	51,696 (+ 20%)	40,085 (+ 51%)	30.13 (+ 10%)
1983-84	2,116 (+ 23%)	83,435 (+ 61%)	59,228 (+ 48%)	39.43 (+ 31%)
1984-85	2,147 (+ 1%)	89,091 (+ 7%)	66,003 (+ 11%)	41.50 (+ 5%)
1985-86	3,101 (+ 44%)	136,936 (+ 54%)	90,389 (+ 37%)	44.16 (+ 6%)
1986-87	2,373 (- 31%)	128,238 (- 7%)	96,165 (+ 6%)	54.04 (+ 22%)
1987-88	2,766 (+ 17%)	136,561 (+ 7%)	107,339 (+ 12%)	49.37 (- 9%)
1988-89	2,390 (- 14%)	134,745 (- 1%)	88,934 (- 17%)	56.38 (+ 14%)
12/31/87	1,321	\$66,459	\$51,631	\$50.31
12/31/88	1,108 (- 16%)	58,744 (- 12%)	31,842 (- 38%)	53.02 (+ 5%)
12/31/89	1,116 (+ 1%)	63,356 (+ 8%)	41,892 (+ 32%)	56.77 (+ 7%)

The strategy for achieving the Annual Loyalty Fund's 1989-90 goal of a \$122,000 net focuses on our previous donors and non-donors as separate target groups. Previous donors (brothers who have ever made a gift) make up 6,500 of our total 33,500 man alumni base. A net of \$97,234 was donated by 2,243 of these brothers in 1988-89. Our goal is to increase by at least 7% the net dollars raised from this group this year to a total of \$104,000. Our goal is to produce a minimum of \$18,000 net from our 27,000 brothers who have never before donated. During 1988-89, 147 first time donors gave \$6,250 through our telemarketing program, but its high cost resulted in a net \$8,300 loss from this group.

Previous Donors. During 1988-89 our previous donors were contacted more thoroughly than ever before. Extensive mailings were done throughout the year and a series of thirteen phonothons held in the spring targeted these groups. Significant increases from this group can only be attained by improving our "contacting" techniques and by successfully encouraging brothers to increase their gift amounts. We are planning on a marginal increase of 7% from this group during 1989-90 because we are making no significant improvements in contacting strategy. Mailings and phoning will be done, but we have yet to use much personal solicitation which is the most effective contacting method. We also have made only marginal progress in increasing the average gift size in recent years. Improvements in contacting techniques can aid us in this objective in the future.

Non-Donors. As was reported in August, our emphasis this year is on expanding our donor base by utilizing phonothons targeted at the 18,300 of our 27,000 non-donor brothers for whom we have phone numbers. This project is the responsibility of our new Director of Development, Steve Zizzo. During Steve's fall education/orientation program he participated in and/or directed eight nights of phoning to non-donors. Then, he and Executive Director Sheehan together designed a strategy for contacting the rest of these brothers. Steve has been directing the project since that time.



We are now renting a phonothon room and calling stations from a Columbus based telemarketing firm during the evenings. Steve has hired and trained twelve callers who have been contacting our non-donor brothers since the program began on January 29. They call four nights per week for four hours per night. Based on the results of the first four weeks of phoning the following projections have been made for the project:

#### Expenses

1. Personnel	\$ 15,500
2. Phone Room	6,500
3. Long Distance	6,100
4. Supplies	2,100
5. Advertising	700
6. Miscellaneous	<u>1,600</u>
TOTAL	\$ 32,500

#### Donations

Prospects	18,300
Completed Calls/caller hour	10
Caller Hours Required	1,830
Dollars raised per hour	<u>x \$42</u>
GROSS	\$ 76,860
Fulfilled	<u>x .65</u>
RECEIVED	\$ 49,959
EXPENSES	<u>32,500</u>
NET	\$ 17,959

While this projection is based on current results, the three major components of our formula could change and impact our results positively or negatively. First, our fulfillment rate is based on previous experience. But now we give brothers the opportunity to make their gift by Visa or Master Card over the phone (13% of our donors currently select this option), which should help our rate--but this is still an unknown. Next, while our completion rate (number of brothers contacted per hour, or dropped after repeated no answers) is now lower than we show in our projections, it is subject to change. And finally, the dollars raised per hour may fluctuate over time. This \$18,000 net projection added to the \$2,500 net raised from the fall non-donor project gives us a total estimate of \$20,500 from non-donors for 1989-90, at this point in time. This does not give us much margin for error towards our \$18,000 goal.

The benefits of this extensive phonothon project go well beyond the actual net dollars raised in 1989-90. We will have for the future a greatly expanded donor base which we can continue to target. The cost to contact them in the future will be much lower since we have separated those interested from those not interested. Also, we are making extensive corrections to brothers membership records--new addresses, business information, and phone numbers. Finally, while our callers know we want to raise money their chief



responsibility is to be an ambassador of goodwill for Alpha Sigma Phi. Whether brothers donate or not the callers are trained to tell them about the exciting, positive success story of our fraternity. Many brothers--even those who do not give--have commented that they appreciate the positive update of the fraternity's progress.

The Official Family. Trustee Gibbs spearheaded the effort this fall to encourage as many of our "official family" brothers to donate as possible. This group of 196 brothers includes all official volunteers and the staff. The fifteen brothers on the Grand Council, Trustees, and Staff together have given or pledged \$9,000 in 1989-90. These leadership gifts have allowed Brother Gibbs to challenge our other volunteers to join in and follow a great example. Fifty-three of the 196 official family brothers have donated or pledged to date (27%) and we will continue following up with these brothers through the spring.

The Future. Future increases in the Annual Loyalty Fund beyond 1989-90 will likely be only marginal until we add new, higher giving clubs to encourage higher average gift sizes and/or until we implement more personal contacting of donor prospects by the staff and volunteers. One of Steve Zizzo's areas of responsibility is to develop and coordinate a donor research program for the fraternity. Once these processes are set up we will begin identifying brothers who have the means and may have the inclination to make major gifts to Alpha Sigma Phi. Personal contacting will be the most effective way of developing these brothers into major donors.

Publishing only two issues of The Tomahawk puts the Annual Loyalty Fund at a significant disadvantage. While it is impossible to estimate what we lose in donations per year because of this, we do know that The Tomahawk helps "develop" interest and awareness which can later on result in gifts.

### 3. Educational Foundation Endowment

The Endowment has received gifts of \$8,084 during the first half of 1989-90 bringing the total to \$703,909 as of 12/31/89. These gifts were payments on Third Founding Campaign pledges. During January we received a \$5,000 bequest from the estate of Past Grand Senior President Ray Glos. Of the \$81,400 left outstanding on Third Founding pledges, \$36,791 are pledges in arrears from 198 brothers. While we continue to follow up with these brothers--and many of them continue to pay on their pledges--we expect to write some of these off during the next six months. If pledges are paid off at their currently scheduled rate, we will receive the total outstanding balance by the end of 1992.

<u>Endowment</u>	<u>Cash Pledges</u>	<u>Verified Requests</u>
\$703,909	\$81,400	\$409,000



#### 4. Planned Giving

Membership in "The Manigault Society," our recognition "club" for brothers who have made planned gifts (bequest, insurance policy, or trust) to the Educational Foundation, now stands at 54 brothers. Twenty-two brothers have listed the amounts of these provisions which total \$409,000. The others have either left percentages of their estates without estimate, or declined to list an amount.

We promoted "The Manigault Society" in the fall issue of The Tomahawk and will continue to do so in future issues. Every brother who made a gift of \$50.00 or more to the Annual Loyalty Fund this year received a thank-you letter with a "Tomahawk News Cards" which gives them an opportunity to express an interest in "The Manigault Society." Follow up and research on these brothers will be integrated into the overall research program coordinated by Steve Zizzo. Program dollars have not been allocated for any other types of promotion of this giving program.

#### 5. The Tomahawk

Both issues of The Tomahawk--a summer issue in July and fall issue in November--which were planned and budgeted for during 1989-90 have been printed and mailed. The next issue the staff is planning would be a summer issue in July unless we are otherwise directed by the committee and Grand Council. We have produced only three issues of The Tomahawk during the past two years, as compared to the regular annual quarterly publication we had been used to for many years.

#### 6. Foundation For Excellence

The Foundation For Excellence newsletter was mailed to all previous donors in January and will be mailed again in May. The newsletter will continue to promote the programs which are funded by the Educational Foundation, and provides a less expensive way than The Tomahawk to maintain contact with key alumni.

#### 7. Chapter Newsletters

Since 1984-85 the National Headquarters has been encouraging chapters to increase the quality and quantity of their contacts with alumni through chapter newsletters by providing the Headquarters Newsletter Service. The service gives chapters the opportunity to select a very low cost method of producing newsletters if they agree to complete three per year and raise money through the newsletter from alumni to help pay the cost. Chapters who do not utilize our service are encouraged to produce their own three newsletters per year. Steve Zizzo will continue to follow up with these chapters.

So far 23 chapters have signed up for our service this year, and we expect more will do so in the coming weeks. The following table shows how many newsletters have been produced by chapters, on their own or with our service, during the past three years.



# Chapters HQ/Own - Total

1986-87	30/ 6 - 36
1987-88	29/10 - 39
1988-89	29/11 - 40

# Newsletters HQ/Own - Total

63/ 8 - 71
74/13 - 87
63/18 - 81



# ALPHA SIGMA PHI EDUCATIONAL FOUNDATION

## BUDGET REPORT

<u>REVENUES</u>	Actual <u>1988-89</u>	7/1/88- <u>12/31/88</u>	7/1/89- <u>12/31/89</u>	Budget <u>1989-90</u>	Projected <u>1989-90</u>
1. Endowment Gifts	\$ 23,898	\$ 11,465	\$ 9,084	\$ 16,000	\$ 20,000
2. Annual Loyalty Fund	134,745	58,744	63,355	162,000	186,000
3. Investment Income (net)	44,862	18,587	23,211	40,000	40,000
4. Investment Sale Gain	(3,734)	-	-	-	-
5. Computer Fees	22,740	10,375	11,370	22,500	22,500
6. Expendable Fund Transfer	<u>6,334</u>	<u>1,334</u>	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL REVENUES	\$228,845	\$100,505	\$107,020	\$240,500	\$268,500
NON-EXPENDABLE REVENUES/ENDOWMENT	<u>23,898</u>	<u>11,465</u>	<u>9,084</u>	<u>16,000</u>	<u>20,000</u>
TOTAL EXPENDABLE REVENUES	\$204,947	\$ 89,040	\$ 97,936	\$224,500	\$248,500
TOTAL EXPENDITURES	<u>204,324</u>	<u>86,463</u>	<u>94,171</u>	<u>224,450</u>	<u>248,450</u>
GAIN/(LOSS)	\$ 623	\$ 2,577	\$3,765	\$ 50	\$ 50



## EXPENDITURES

	<u>Actual</u> <u>1988-89</u>	<u>7/1/88-</u> <u>12/31/88</u>	<u>7/1/89-</u> <u>12/31/89</u>	<u>Budget</u> <u>1989-90</u>	<u>Projected</u> <u>1989-90</u>
1. Annual Loyalty Fund	\$ 45,810	\$ 26,901	\$ 21,464	\$ 40,000	\$64,000
2. Personnel	19,256	9,282	21,475	48,000	48,000
3. Alumni Development	4,146	2,170	4,067	6,000	6,000
4. Planned Giving	-	-	-	-	-
5. Bookkeeping	3,000	1,500	1,500	3,000	3,000
6. Audit and Legal	2,625	2,625	2,600	3,000	3,000
7. General Admin.	10,000	-	-	10,000	10,000
8. Third Founding Admin.	5,500	-	-	-	-
9. Equipment Depreciation	16,650	-	-	16,300	16,300
10. Equipment Maintenance	4,768	2,334	1,663	4,500	4,500
11. Miscellaneous	6,140	3,051	2,502	6,000	6,000
<u>Grants</u>					
1. Scholarships/Awards	\$ 1,650	\$ 1,100	\$ 1,400	\$ 1,650	\$1,650
2. Nat'l Leadership Conference	12,500	12,500	12,500	12,500	12,500
3. Educational Grants	72,500	25,000	25,000	73,500	73,500
4. Chapter Funds Grants	<u>279</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL EXPENDITURES	\$204,324	\$ 86,463	\$ 94,171	\$224,450	\$248,450



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual</u> <u>1988-89</u>	<u>7/1/88-</u> <u>12/31/88</u>	<u>7/1/89-</u> <u>12/31/89</u>	<u>Budget</u> <u>1989-90</u>	<u>Projected</u> <u>1989-90</u>
1. Initiation Fees	\$81,560.00	\$38,745.00	\$40,835.00	\$76,000.00	\$81,000.00
2. Pledge Fees	38,790.00	22,510.00	22,035.00	36,000.00	38,000.00
3. Chapter Fees	2,306.25	2,340.00	2,340.00	2,385.00	2,385.00
4. Undergrad. Dues	94,531.00	96,855.00	98,257.50	97,000.00	98,000.00
5. Educ. Foundation Grants	72,000.00	25,000.00	25,000.00	73,500.00	73,500.00
6. Merchandise (net)	6,095.46	4,094.25	5,889.27	4,000.00	8,000.00
7. Investments and Interest	5,943.92	2,022.50	2,190.70	5,000.00	5,000.00
8. Parking Rentals	1,710.00	810.00	865.00	1,800.00	1,800.00
9. Services to Organizations	30,738.00	5,100.00	5,100.00	24,700.00	24,700.00
10. Miscellaneous	<u>4,321.77</u>	<u>2,220.59</u>	<u>2,370.51</u>	<u>2,500.00</u>	<u>2,500.00</u>
TOTAL INCOME:	\$ 337,996.40	\$ 199,697.34	\$ 204,882.98	\$322,885.00	\$334,885.00
TOTAL EXPENSES:	<u>332,796.32</u>	<u>161,875.15</u>	<u>166,295.04</u>	<u>341,400.00</u>	<u>341,400.00</u>
GAIN (LOSS):	\$ 5,200.08	\$ 37,822.19	\$ 38,587.94	\$(18,515.00)	\$( 6,515.00)

### Special Notes

Annual Loyalty Fund (net)	\$ 88,934.28	\$ 31,842.36	\$ 41,891.84	\$122,000.00	\$122,000.00
Available Cash, 12/31/89:	\$124,547.32				



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual 1988-89</u>	<u>7/1/88- 12/31/88</u>	<u>7/1/89- 12/31/89</u>	<u>Budget 1989-90</u>	<u>Projected 1989-90</u>
1. Salaries	\$145,303.19	\$ 70,415.07	\$ 69,669.04	\$145,000.00	\$145,000.00
2. Unemployment Comp.	1,541.71	378.67	233.68	2,000.00	2,000.00
3. Employees A & H Ins.	10,475.97	4,135.86	8,287.88	20,700.00	18,700.00
4. Social Security Tax	11,049.46	5,355.89	5,262.22	11,000.00	11,000.00
5. Pension	8,416.31	4,243.81	4,354.91	8,700.00	8,700.00
6. Utilities	2,731.83	1,254.74	1,223.38	3,000.00	3,000.00
7. Bldg, Maint & Prop. Tax	1,630.70	363.92	203.19	1,500.00	1,500.00
8. Telephone	9,881.04	4,284.60	3,801.90	10,000.00	10,000.00
9. Postage	11,138.72	5,531.10	4,747.92	12,000.00	12,000.00
10. Office Supplies	12,597.82	7,848.50	8,759.60	13,000.00	13,000.00
11. Computer Service	3,762.36	1,505.99	2,197.26	4,000.00	4,500.00
12. Audit & Legal	4,196.07	3,542.99	3,800.00	4,500.00	4,500.00
13. Insurance	3,817.50	1,474.10	928.40	2,800.00	2,800.00
14. Publications					
a. Tomahawk	23,614.46	8,806.64	20,016.60	25,000.00	25,000.00
b. TBIM	3,540.48	3,140.99	281.16	3,000.00	3,000.00
c. Found. Excell.	-	-	-	5,000.00	5,000.00
15. Chapter Services					
a. Exec. Director travel	1,822.81	1,150.60	2,040.49	2,000.00	2,200.00
b. Dir. Chap. Serv. travel	7,263.64	3,396.54	1,341.71	4,000.00	4,000.00
c. Chapt. Cons. travel	14,661.90	8,080.59	3,300.81	7,000.00	7,000.00
d. Staff Housing	2,250.00	1,400.00	600.00	1,200.00	1,400.00
e. G.C., Others travel	2,236.29	529.30	2,430.73	2,500.00	2,700.00
f. Prog. Costs & Gen. Op.	5,249.86	3,293.37	2,953.35	4,000.00	4,500.00
16. Expansion					
a. Staff travel	711.26	529.13	-	1,000.00	1,000.00
b. Others travel	868.58	339.73	-	500.00	500.00
c. Prog. Costs & Gen. Op.	3,481.22	1,526.82	384.95	500.00	500.00



# GENERAL FUND

Expenses - Page 2

EXPENSES	Actual 1988-89	7/1/88 12/31/88	7/1/89- 12/31/89	Budget 1989-90	Projected 1989-90
17. Interfraternity					
a. Dues	1,950.00	1,950.00	2,362.45	2,000.00	2,400.00
b. Travel & Meetings	5,664.82	3,950.28	1,939.11	5,000.00	5,000.00
18. Chapter Programming					
a. Province System	2,481.91	2,381.91	2,239.23	2,500.00	2,500.00
b. Scholarship	-	-	-	-	-
19. Conf. & Exec. Meetings	13,281.33	6,485.15	4,289.85	9,000.00	9,000.00
20. Automobile	5,629.94	2,555.04	3,004.88	6,000.00	6,000.00
21. Insignia	12,091.07	3,727.16	3,495.12	11,000.00	11,000.00
22. Newsletter Service	1,676.07	3,646.10	1,250.87	1,000.00	1,000.00
23. Doubtful Accounts	1,235.16	-	-	1,000.00	1,000.00
24. Miscellaneous	4,026.08	1,995.83	648.29	4,000.00	4,000.00
25. National Meetings (net)	(7,483.24)	(7,345.27)	( 55.16)	-	-
26. Exec. Dir. Search	-	-	301.22	6,000.00	6,000.00
TOTAL EXPENSES:	\$ 332,796.32	\$ 161,875.15	\$ 166,295.04	\$341,400.00	\$341,400.00



### 3. Budget Review

Income for 1989-90 is projected to reach \$334,885--\$12,000 higher than has been budgeted--by the year-end. Expenses are expected to end the year as originally budgeted. These expected results will reduce the budgeted annual deficit from \$18,515 to \$6,515.

The major portion of the expected increase in income is from pledge and initiation fees, which should end up matching last year's total. A projected increase of \$4,000 in the merchandise area reflects the continued success of our credit card program, royalties from our new sportswear program, and a strong response to a special fall mailing to parents for the fraternity tie. The few increases expected in expenses are offset by a projected decrease in health insurance. Our semi-annual premium increase for health coverage--effective March 1--was 24%, but was budgeted to be 36%.

The Annual Loyalty Fund, which is always the most volatile of the income categories, (reflected in the Foundation Grants category) is projected to meet its \$122,000 net goal. Further information on the Annual Loyalty Fund's performance is available in the Report to the Joint Committee on Alumni Operations.

The committee's conservative approach to budgeting is paying off again this year as actual results are expected to outperform the budget.

### 4. Accounts Receivable

Chapter Dues and Fees. Dues payable to the fraternity by chapters is down to \$18,000 from \$24,700 at this time last year. All chapters who owe are on a payment plan or are in the process of finalizing one. Director of Administrative Services Bev Moody has directed new collection procedures developed last fall which have significantly reduced our receivables problem. Chapters also owe \$4,000 for recently billed pledge and initiation fees.

Missouri. The chapter's alumni organization owes \$10,036 from previous insurance bills and had hoped to make headway this fall in paying that balance down. Unfortunately the number of men living in the house was lower than expected, placing the alumni group in a deficit situation for the year. Rush has gone well for the chapter this year and they should have a full house next fall. The alumni propose submitting a payment plan for their outstanding debt by June 15, once next year's housing plans are clearer.

Oklahoma. The A-S-P Corporation's second mortgage loan made to the chapter's Alumni Corporation in 1978 remains delinquent (\$26,645 principal balance; \$34,063 including delinquent interest) and they owe \$11,640 from previous insurance bills. The chapter closed in 1987 and the house is rented to students. Due to the glut of campus rental property, the property only produces enough income to pay basic expenses and the interest on the first mortgage loan.

Although the alumni are seriously discussing selling the house to the university, it is unclear as to whether or not this will become a reality soon. Otherwise the alumni feel that no market for the sale of the house exists at this time--and the bank (first mortgagee) seems to agree. It is impossible to determine, due to the uncertainty of the housing market, whether or not the



property currently has enough equity to cover the \$45,703 of combined debts owed the fraternity. We expect the bank to force the sale of the property once the market turns around. The situation remains "on hold" until that point in time.

Widener. Cumulative rent receivables from the Widener Alumni Corporation to the A-S-P Corporation for the house there remained at \$29,500 through 1988-89. However, no rent payments have been made during 1989-90 which increases the receivables to \$41,048. A \$4,000 payment has been promised by March 15, and the rest of the 1989-90 rent (\$8,000) will be paid by the end of June. Over the past two years the alumni have paid off back taxes and finally have the house full. They are working on a repayment plan of all past rent, which they expect can be completed over a three year period.

The long term goal is for the A-S-P Corporation to sell the house to the alumni. A \$67,500 purchase price was offered four years ago, but the alumni have not been able to put together a down payment or arrange financing. Since the original offer was made the house was appraised at \$98,000 (Summer, 1988) and a \$10,000 roof repair was done last spring. The alumni have been told that this cost would be added to any future price offer.

Our hope has been that the university will, sooner or later, agree to co-sign a loan for the alumni corporation to purchase the house. Obviously the current debt problem must first be addressed and then we may have the opportunity to work out a deal.

## 5. Insurance Program

As was reported to The Grand Council in November (see pages 9-15) the liability insurance market has become much more challenging. Specifically, our carrier, The New Hampshire Insurance Company, has experienced some significant losses from its other fraternity accounts. We have had no losses during the past three years with New Hampshire, although they are holding a \$25,000 reserve for a potential claim which we think they will dismiss soon.

At the December meeting of the Fraternity Insurance Purchasing Group we were told by our insurance brokers, Insurance Coverages Ltd., to expect significant increases from New Hampshire. The brokers also promised to search the market for other companies who might offer coverage. James R. Favor & Company, our property insurance brokers, also promised to try to find coverage for us.

We have offers from three companies for general liability insurance for 1990-91. Through Insurance Coverages Ltd. we have a quote of \$45 per man from New Hampshire (compared to \$40 per man in 1989-90 and \$45 per man in 1988-89) and from the Reliance Insurance Company for \$50 per man. Lloyd's of London, which carries our property insurance program through James R. Favor, has offered a rate of \$45 per man, but they would require an aggregate deductible of \$25,000 per year. The committee will need to make a recommendation to the Grand Council as to which quote to accept. New Hampshire is the obvious best choice in terms of cost. No significant intangible benefits for accepting either of the other two quotes exist.

In addition to the general liability coverage, every undergraduate shares the cost of the fraternity's other insurance coverages (Directors & Officers, Fidelity Bond, Non-Owned Auto, and Headquarters Property) which totals \$12,057



this year--\$7.26 per man. The Grand Council directed that a \$5.00 per man fee be assessed this year for administrative fees and reserve. If the New Hampshire quote is approved then the cost per man comes to \$57.26.

The rhetoric at the December FIPG meeting caused us to believe that our rate could end up being significantly higher than New Hampshire's \$45 quote. In addition, all brokers involved told us that the earliest we could expect a quote was February 12 (our renewal date is March 12), and we did finally receive these quotes on February 16. Unfortunately we bill chapters for insurance on January 15, so we had to either delay the billing or do our best to project the cost. The billing was made at a charge of \$60 per man and the unknowns of the situation--including the fact that a second billing was possible--were explained to the chapters. The result of the \$2.74 per man overcharge will be an over collection of \$4,551.14.



ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: The Grand Council

FROM: Robert M. Sheehan, Jr., Executive Director *RMS*

RE: Liability Insurance

DATE: November 22, 1989

Attached you will see correspondence from Durward Owen, Executive Director of Pi Kappa Phi and President of the Fraternity Insurance Purchasing Group, to me (and other FIPG members) regarding a change in the New Hampshire Insurance Company's posture regarding liability insurance. Specifically, New Hampshire has run an audit of the FIPG business and found that after nearly three years of business its loss:premium ratio is 126.8%. Obviously they cannot continue doing business this way and the company is instituting new underwriting and pricing guidelines. The good news is that they seem to be interested in continuing to write liability insurance. The bad news is that we have no idea now what the implications of the new underwriting and pricing guidelines will mean, specifically, for Alpha Sigma Phi. In our favor is the fact that we have had no paid losses while with New Hampshire (since March, 1987) and currently have only \$15,000 in reserve losses for two minor incidents which should not result in any actual paid losses. Thus, other fraternities have experienced major losses during the past three years which has prompted this action by the insurance company.

FIPG is contacting the Reliance Insurance Company to see if they may be more reasonable. While FIPG may be successful in finding a new company, the bottom line is that, given the current pricing and losses, FIPG will not make money for an insurance company. It's hard for me to imagine much more fair treatment from a company interested in making a profit than New Hampshire is expressing at this point in time.

We will pursue New Hampshire and Reliance to see who may offer us the best opportunity. In the meantime, the James R. Favor & Company, which originally brokered our liability program in 1984 and still services our property insurance program, may be able to find coverage for us. The Favor Company has brokered our property program with Lloyd's of London since 1985 and has tried to interest them in liability coverage since that time. The property program has been profitable for Lloyd's and, since we and Favor have carried on this relationship with them for nearly five years, they now seem willing to consider liability coverage. Jim Favor is pursuing this possibility for us.

Our current coverage expires March 12, 1990 and I will keep you informed of continuing developments following the November 30 meeting of the FIPG. As always, please feel free to give me a buzz if you have questions or concerns.

---

RMS/kb  
enclosures

cc: Randall S. Lewis, Director of Chapter Services  
Wesley R. Owen, Chapter Leadership Consultant  
Steven V. Zizzo, Director of Development



# FRATERNITY INSURANCE PURCHASING GROUP, INC.

November 17, 1989

RECEIVED

NOV 20 1989

Robert M. Sheehan, Jr.  
Executive Director  
Alpha Sigma Phi Fraternity  
24 W. William Street  
Delaware, OH 43015

Alpha Sigma Phi Fraternity, Inc.

Dear Rob:

As you read the communication from Anne Campbell of New Hampshire you will note the difficulty we now face. To make it short, we need to secure another insurance company in order to make our efforts financially worthwhile.

We have a possibility in Reliance Insurance Company. However, they insist on a specific letter from each FIPG member, not FIPG itself.

Please write the attached letter under your signature and letterhead.

Mail the original as follows:

Mr. Jeff McGowan  
Harris & Harris of Kentucky, Inc.  
Harris & Harris Building  
501 South Second Street  
P. O. Box 909  
Louisville, KY 40201-0909

Then, mail a photo copy of the letter to:

Durward W. Owen  
Pi Kappa Phi Fraternity  
P. O. Box 240526  
Charlotte, NC 28224

Jim Beckmann, President  
D.G. Durham Insurance Managres  
9800 4th Street N, Suite 303  
St. Petersburg, FL 33702

Call me if you have any questions.

Interfraternally,



Durward W. Owen  
President

DWO/ll

P.S. In the meantime, it is imperative that you mail this letter and copies as soon as possible, ie, today!

Enclosures: Sample agent of record letter  
New Hampshire letter  
November 30 meeting agenda

Durward W. Owen  
President  
P.O. Box 240526  
Charlotte, NC 28224  
(704) 525-1000

Sidney N. Dunn  
Vice President  
8815 Wesleyan Road  
Indianapolis, IN 46268  
(317) 674-1212

James E. Vredenburg  
Secretary  
9974 Old Olive Street Rd.  
St. Louis, MO 63141  
(314) 222-1000

Gregory E. McElroy  
Treasurer  
15. S. Henry Street  
Pearl River, NY 10965  
(914) 525-1000



DATE

Reliance Insurance Company  
Philadelphia, PA

Gentlemen:

This letter will authorize you to recognize Harris & Harris of Kentucky, Inc. as our agent of record.

Sincerely yours,

\_\_\_\_\_  
(Individual person's name signing)

\_\_\_\_\_  
(Title)





**THE NEW HAMPSHIRE**  
YOUR CONNECTION TO THE WORLD

ANNE C. CAMPBELL,  
CPCU, ARP, ALCM  
ASSISTANT VICE PRESIDENT

SPECIAL RISK  
1750 ELM STREET  
MANCHESTER, NH 03107  
TEL: (603) 645-7353  
FAX: (603) 645-7474

November 13, 1989

Mr. Durward W. Owen, President  
FRATERNITY INSURANCE PURCHASING GROUP, INC.  
C/O PI KAPPA PHI FRATERNITY  
P.O. Box 240526  
Charlotte, NC 28224

RE: FRATERNITY INSURANCE PURCHASING GROUP NATIONAL LIABILITY  
PROGRAM

Dear Durward:

In 1987, the New Hampshire Insurance Company began writing fraternities with the intention of establishing and maintaining a long term involvement with the F.I.P.G. As with any other business enterprise insurance programs must make a profit for an insurance carrier, and we believed with the involvement of many fraternities that we could achieve this goal. Our relationship with F.I.P.G. has been a positive relationship, and the New Hampshire Insurance Company has made and kept commitments which provided advantages to F.I.P.G. members.

We have completed an actuarial analysis of the F.I.P.G. premiums and claims since March of 1987. We are concerned because at this time, the current rates are not adequate for the New Hampshire Insurance Company to achieve a potential profit. The attached chart on the next sheet will show you the results of the F.I.P.G. members.

The chart has 5 columns which represent:

1. The Accident Year
2. The Earned Premiums for that year
3. The Actual Incurred Losses
4. The Developed Incurred Losses and Loss Adjustment Expense (this shows what we anticipate will be paid in the ultimate end on that particular year on all claims within that policy year based on the experience of the F.I.P.G.)
5. The last column, Loss & Loss Adjustment Expense Ratio (shows the final loss ratio that is anticipated for that year at this point in time.)



We have reviewed each and every loss experienced by the F.I.P.G. to be certain we have properly evaluated each with the information we have today in making this analysis.

As you know, we evaluate each claim as to its expense, what we think the ultimate outcome will be, and we set reserves that we feel are appropriate as to what this claim ultimately will cost. As the claim matures, the reserve can change especially if there's discovery of adverse circumstances or if during discovery damaging evidence or testimony may come forth. The extent of injuries coupled with the degree of negligence will also adversely affect the ultimate settlement.

It has been our experience that the loss development for fraternities is worse than that of our other general liability book of business. One aspect which we must account for is the Incurred But Not Reported claims (I.B.N.R.) For example, an individual who is injured at a fraternity function and only some chapter members are aware of this and they feel that this incident is not chapter related. Therefore, there is no report ever made. However, the following year or more months down the road, due to the extent of injuries or medical bills, the individual files suit against the chapter. We know that you have I.B.N.R. claims and we are taking that into consideration when considering loss development. The loss adjustment expense for fraternity claims seems to be higher than that for normal liability claims in that our investigators have a difficult time finding the students for depositions. The adverse development of losses including I.B.N.R. claims and loss adjustment fees have a dramatic effect on an insurance carrier's results of making a profit on such a class of business or on such a program.

The New Hampshire's major concern at this time is the adverse development of claims and loss adjustment expense. Applying a loss development factor based upon our experience in handling these types of claims creates an unprofitable situation for our company. If you will refer to the chart, our calculations show a loss ratio for the accident year 1987 of 49% after developed incurred losses and the loss adjustment expense are taken into consideration. For the year 1988, that loss ratio goes to 170.6%. For the 9 months of 1989, that is anticipated to go to 105.7%. The overall loss ratio for these years is an average of 126.8%. Please keep in mind that this figure does not include operating expenses (i.e., salaries, computers, overhead, acquisitions costs, loss control inspections, state premium taxes, etc.)

We do write fraternity business other than the F.I.P.G. The F.I.P.G. results are approximately 30% worse than this other book of fraternity liability insurance. Our loss data shows the following has happened in the last few years on F.I.P.G. business.

Fights  
Deaths  
Rapes

Haunted Houses  
Roofs/Maintenance/falls



All of the above were serious situations. We had numerous smaller claims as well. Ten of the F.I.P.G. members have had significant losses/incidents.

Durward, the New Hampshire feels that we must change our approach to remain a viable market for fraternities across this country. We must make the following changes:

1. The New Hampshire Insurance Company will continue to underwrite fraternities within the F.I.P.G. The rates, forms, and limits will be unique to each fraternity. Each fraternity may be required to provide additional data. We will take into consideration additional criteria which may include:
  - a. Chapter participation
  - b. Loss history
  - c. Risk management program & its application and enforcement. We consider the F.I.P.G. program a superior one but find its enforcement has not been consistent among your membership.
  - d. Deductibles.

This is to enable us to underwrite each individual risk as to its own merit.

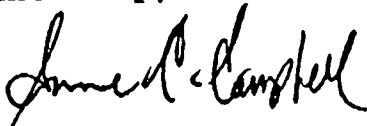
2. Those National Fraternities with substantially all their chapters covered will receive more favorable treatment than those with lower participation levels. Those with less than 75% participation may have the special exclusions added to their policy (i.e., hazing, sexual abuse). We feel the participation level is a sign of commitment on behalf of each National Fraternity to a properly run risk management program.
3. We will also provide quotations for Non-F.I.P.G. fraternities. This is in no way condemning what F.I.P.G. has tried to do. Your efforts are commendable. We do not want to in any way discourage these efforts. As we have discussed, we believe that F.I.P.G. Risk Management Policies will have a favorable effect on losses if Nationals can effectively enforce them. But, unfortunately, we cannot wait for these results to come to fruition. We must act now in order to become profitable.



4. We foresee a rate increase. Those with good experience and a proven risk management program will receive lower rates than those without such programs.
5. Our previous open commitment and open publishing of our rates, forms, and loss history on this book of business has left us totally vulnerable for our competition to "cherry pick" those fraternities out of your group which they feel are profit makers. With this in mind, I feel we can no longer provide such a standardized way of doing business.

Obviously, we anticipate that this letter will not be popular with the membership. Please understand that we WILL provide a market for fraternity liability, but it has to be on a profitable basis. We will be entering our fourth year together. We know that the prior three years have not achieved an overall profit. We know that this will take time, and we are willing to stick with this program. We would urge your F.I.P.G. members to stick with the goals of the F.I.P.G. If supported by your membership, the Risk Management Policy that you have in place can provide the greatest benefit of all, a safe environment for fraternities to function on college and university campuses. The senseless loss of life, and senseless maiming of an individual can and will be prevented through the application of a good Risk Management Policy. We commend your efforts and we will continue, and hope that you will continue, the commitment for the years ahead.

Sincerely,



Anne C. Campbell, CPCU, ARP, ALCM  
Assistant Vice President  
New Hampshire Insurance Group





**THE NEW HAMPSHIRE**

YOUR CONNECTION TO THE WORLD

**ANNE C. CAMPBELL,**  
CPCU, ARP, ALCM  
ASSISTANT VICE PRESIDENT

**SPECIAL RISK**  
1750 ELM STREET  
MANCHESTER, NH 03107  
TEL: (603) 645-7353  
FAX: (603) 645-7474

**NEW HAMPSHIRE INSURANCE GROUP**

**FRATERNITIES - NATIONALS-FIPG  
(USING COLLECTED PREMIUM)**

<u>ACCIDENT YEAR</u>	<u>EARNED PREMIUM</u>	<u>INCURRED LOSSES</u>	<u>DEVELOPED INCURRED LOSSES &amp; LAE</u>	<u>LOSS &amp; LAE RATIO</u>
1987	653,569	136,853	319,990	49.0%
1988	1,969,345	1,737,356	3,360,277	170.6%
9/89	2,028,101	302,225	1,787,873	105.7%
<b>TOTAL</b>	<b>4,313,749</b>	<b>2,176,434</b>	<b>5,468,140</b>	<b>126.8%</b>



AGENDA  
FRATERNITY INSURANCE PURCHASING GROUP  
Stearns Room  
Hyatt-Dearborn

1. Loss information (Owen)
2. Letter dated November 13, 1989 from Anne Campbell of New Hampshire Insurance Company (Owen)
3. Kegs (Green)
4. Financial Report (McElroy)
5. Financial support to FEA for "Broadside" PR effort (Dunn)
6. Sorority membership (Stohl, Morris and Dunn)
7. Trouble campuses: LeHigh (Littlefield)  
Virginia  
West Virginia (Littlefield)  
Penn State  
California (all)  
James Madison  
Missouri  
LSU  
Illinois  
Purdue  
etc.
8. Legal  
Ohio (Green)  
Pennsylvania (Owen)
9. Miscellaneous



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual</u> <u>1988-89</u>	<u>7/1/88-</u> <u>1/31/89</u>	<u>7/1/89-</u> <u>1/31/90</u>	<u>Budget</u> <u>1989-90</u>
1. Initiation Fees	\$81,560.00	\$51,285.00	\$51,395.00	\$76,000.00
2. Pledge Fees	38,790.00	22,355.00	22,515.00	36,000.00
3. Chapter Fees	2,306.25	2,340.00	2,340.00	2,385.00
4. Undergrad. Dues	94,531.00	95,810.00	98,257.50	97,000.00
5. Educ. Foundation Grants	72,000.00	25,000.00	25,000.00	73,500.00
6. Merchandise (net)	6,095.46	4,660.71	6,700.26	4,000.00
7. Investments and Interest	5,943.92	2,654.03	2,876.89	5,000.00
8. Parking Rentals	1,710.00	1,020.00	985.00	1,800.00
9. Services to Organizations	30,738.00	5,100.00	5,100.00	24,700.00
10. Miscellaneous	<u>4,321.77</u>	<u>2,375.15</u>	<u>2,535.31</u>	<u>2,500.00</u>
TOTAL INCOME:	\$ 337,996.40	\$ 212,599.89	\$ 217,704.96	\$322,885.00
TOTAL EXPENSES:	<u>332,796.32</u>	<u>200,993.91</u>	<u>206,786.00</u>	<u>341,400.00</u>
GAIN (LOSS):	\$ 5,200.08	\$ 11,605.98	\$ 10,918.96	\$(18,515.00)

### Special Notes

Annual Loyalty Fund (net)	\$ 88,934.28	\$ 41,895.53	\$ 45,999.40	\$122,000.00
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Available Cash, 1/31/90:	\$126,662.06
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# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual 1988-89</u>	<u>7/1/88- 1/31/89</u>	<u>7/1/89- 1/31/90</u>	<u>Budget 1989-90</u>
1. Salaries	\$145,303.19	\$ 82,122.83	\$ 81,528.04	\$145,000.00
2. Unemployment Comp.	1,541.71	617.48	482.35	2,000.00
3. Employees A & H Ins.	10,475.97	5,351.12	10,216.06	20,700.00
4. Social Security Tax	11,049.46	6,240.47	6,179.06	11,000.00
5. Pension	8,416.31	5,698.06	5,971.91	8,700.00
6. Utilities	2,731.83	1,521.53	1,490.37	3,000.00
7. Bldg, Maint & Prop. Tax	1,630.70	585.90	227.53	1,500.00
8. Telephone	9,881.04	4,872.19	4,454.53	10,000.00
9. Postage	11,138.72	6,349.32	6,940.49	12,000.00
10. Office Supplies	12,597.82	8,432.52	9,271.25	13,000.00
11. Computer Service	3,762.36	1,930.94	2,656.82	4,000.00
12. Audit & Legal	4,196.07	3,606.26	3,800.00	4,500.00
13. Insurance	3,817.50	2,298.03	1,040.50	2,800.00
14. Publications				
a. Tomahawk	23,614.46	21,113.83	20,443.02	25,000.00
b. TBIM	3,540.48	3,177.83	11,887.91	3,000.00
c. Found. Excell.	-	-	1,330.00	5,000.00
15. Chapter Services				
a. Exec. Director travel	1,822.81	1,382.75	2,054.49	2,000.00
b. Dir. Chap. Serv. travel	7,263.64	3,801.73	1,363.16	4,000.00
c. Chapt. Cons. travel	14,661.90	9,567.43	3,700.27	7,000.00
d. Staff Housing	2,250.00	1,600.00	725.00	1,200.00
e. G.C., Others travel	2,236.29	529.30	2,431.98	2,500.00
f. Prog. Costs & Gen. Op.	5,249.86	3,697.39	3,121.97	4,000.00
16. Expansion				
a. Staff travel	711.26	529.13	-	1,000.00
b. Others travel	868.58	339.73	-	500.00
c. Prog. Costs & Gen. Op.	3,481.22	1,681.16	394.95	500.00



GENERAL FUND

Expenses - Page 2

<u>EXPENSES</u>	<u>Actual 1988-89</u>	<u>7/1/88 1/31/89</u>	<u>7/1/89- 1/31/90</u>	<u>Budget 1989-90</u>
17. Interfraternity				
a. Dues	1,950.00	1,950.00	2,362.45	2,000.00
b. Travel & Meetings	5,664.82	4,912.23	3,078.72	5,000.00
18. Chapter Programming				
a. Province System	2,481.91	2,381.91	2,089.23	2,500.00
b. Scholarship	-	-	-	-
19. Conf. & Exec. Meetings	13,281.33	7,143.65	4,329.75	9,000.00
20. Automobile	5,629.94	3,065.32	3,468.93	6,000.00
21. Insignia	12,091.07	4,705.60	4,550.65	11,000.00
22. Newsletter Service	1,676.07	4,448.47	2,665.24	1,000.00
23. Doubtful Accounts	1,235.16	-	-	1,000.00
24. Miscellaneous	4,026.08	2,688.30	2,261.31	4,000.00
25. National Meetings (net)	(7,483.24)	(7,345.27)	( 55.16)	-
26. Exec. Dir. Search	-	-	323.22	6,000.00
 TOTAL EXPENSES:	 \$ 332,796.32	 \$ 200,993.91	 \$ 206,786.00	 \$341,400.00



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107 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

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COLUMBUS  
614-548-4566

Grand Council  
Alpha Sigma Phi Fraternity, Inc.  
Delaware, Ohio:

We have audited the accompanying balance sheets of Alpha Sigma Phi Fraternity, Inc. as of June 30, 1989 and 1988 and the related statements of revenues, expenses, reimbursements and changes in fund balances for the years then ended. We have also audited the accompanying balance sheets of A-S-P Corporation as of June 30, 1989 and 1988 and the related statements of earnings and retained earnings for the years then ended. These financial statements are the responsibility of the Fraternity's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Alpha Sigma Phi Fraternity, Inc. and A-S-P Corporation at June 30, 1989 and 1988 and the results of their operations and changes in fund balances or retained earnings for the years then ended, all in conformity with generally accepted accounting principles.

*Wolf, Rogers, Dickey & Co.*  
Certified Public Accountants

July 17, 1989



Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets  
June 30, 1989 and 1988

ASSETS

	<u>1989</u>	<u>1988</u>
Cash, including savings and other interest bearing accounts	\$ 48,380	54,729
Certificates of deposits and money market funds	58,846	30,786
Notes and accounts receivable:		
Notes receivable	19,134	20,398
Notes receivable from A-S-P Corporation	31,241	21,120
Accounts receivable	27,896	34,350
National insurance premium receivable	<u>29,857</u>	<u>41,066</u>
	108,128	116,934
Less allowance for doubtful receivables	<u>(4,400)</u>	<u>(6,185)</u>
Total notes and accounts receivables	<u>103,728</u>	<u>110,749</u>
Publication and jewelry inventories, at cost	1,847	3,454
Investment in A-S-P Corporation, at cost (Note 5)	51,500	51,500
Property and equipment, at cost:		
Land	14,294	14,294
Building	14,812	14,812
Equipment and vehicle	<u>51,368</u>	<u>48,830</u>
	80,474	77,936
Less accumulated depreciation	<u>47,470</u>	<u>50,055</u>
Net property and equipment	<u>33,004</u>	<u>27,881</u>
	\$ <u><u>297,305</u></u>	<u><u>279,099</u></u>

See accompanying notes to financial statements



Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets  
June 30, 1989 and 1988

LIABILITIES AND FUND BALANCES

	<u>1989</u>	<u>1988</u>
Installment notes payable	\$ 17,219	12,711
National Insurance payable	12,834	-
Accounts payable	3,675	4,408
Deposits, refundable and non-refundable	12,076	14,325
Accrued expenses	917	2,802
Deferred income	<u>14,774</u>	<u>14,990</u>
Total liabilities	<u>61,495</u>	<u>49,236</u>
Fund balances (Note 2):		
Designated by the Grand Council for:		
Alabama Alumni escrow	38,678	36,661
Investment in A-S-P Corporation	51,500	51,500
Emergency loans to chapters	20,000	21,000
National Insurance reserve	506	-
Property and equipment	<u>15,785</u>	<u>15,169</u>
Total	<u>126,469</u>	<u>124,330</u>
Undesignated	<u>109,341</u>	<u>105,533</u>
Total fund balances	<u>235,810</u>	<u>229,863</u>
	<u>\$ 297,305</u>	<u>279,099</u>



Alpha Sigma Phi Fraternity, Inc.  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1989 and 1988

	<u>1989</u>	<u>1988</u>
Revenues and grants:		
Annual dues	\$ 94,531	84,410
Initiation fees	81,560	96,400
Pledge fees	38,790	34,265
Chapter fees	2,307	2,295
Educational grants (Note 4)	72,000	72,500
Service fee (Note 4)	30,738	25,700
Gross profit on sale of merchandise and jewelry	6,095	4,308
Profit on National Insurance Program (Note 3)	506	3,252
Interest and dividend income	5,944	4,756
Profit (loss) on National conference	7,483	(5,334)
Other	5,526	4,313
Total revenues	<u>345,480</u>	<u>326,865</u>
Expenses:		
Salaries and employee benefits	180,865	168,410
Facilities and equipment, including depreciation	13,223	18,160
Telephone	9,881	10,400
Postage	11,139	12,954
Office supplies and expense	14,233	15,104
Professional	4,196	3,755
New member jewelry	12,091	13,205
Tomahawk publication	23,614	47,318
Interest expense	1,859	898
Bad debts, net of recoveries	1,235	1,785
Chapter services	30,985	28,117
Expansion	5,061	7,831
Interfraternity	7,615	6,471
Grand Council meetings and conferences	13,281	11,789
Province program	2,482	5,392
"To Better The Man" project	3,540	19,222
Miscellaneous	4,233	2,814
Total expenses	<u>339,533</u>	<u>373,625</u>
Excess (deficit) of revenues and grants over expenses	5,947	(46,760)
Fund balance:		
Beginning of fiscal year	<u>229,863</u>	<u>276,623</u>
End of fiscal year	\$ <u><u>235,810</u></u>	<u><u>229,863</u></u>

See accompanying notes to financial statements



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements  
June 30, 1989 and 1988

(1) Summary of Significant Accounting Policies

Investments

Investments in corporate bonds and stocks are carried at cost. Gains or losses on the sale of investments are recognized upon realization. Gifts of investment securities are recorded at the market value on the date the gift was received. Investments in A-S-P Corporation, a wholly owned subsidiary of Alpha Sigma Phi Fraternity, Inc., are carried at cost. (See Note 5).

Depreciation

Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on the straight-line basis.

Federal Income Taxes

The Fraternity is a non-profit social fraternity exempt from Federal income tax under the provisions of Section 501(c)(7) of the Internal Revenue Code.

Revenues

The principal revenues of the Alpha Sigma Phi Fraternity, Inc. are fees from member chapters and their member brothers, initiates and pledges.

(2) Fund Balances

Funds are currently expendable and have not been restricted by donors in any manner. Convention and educational conference fees are billed to member chapters each year.

(3) National Insurance Program

The Fraternity is engaged in a national liability and property insurance program. Member chapters are required to purchase liability insurance and are billed on a per member basis. Property insurance is optional. Property insurance premiums are based on specifics of the separate houses. The insurance brokers are currently James R. Favor and Company and Insurance Coverages Limited who place coverage through various insurance companies. Premiums are billed annually. Revenue and cost of insurance is recognized based on expired portion of policy term.

The following is a summary of the insurance program operations:

	<u>1989</u>	<u>1988</u>
Revenue	\$ 144,051	154,031
Cost of insurance	(135,920)	(150,779)
Bad debt expense	(2,587)	-
Administrative service fee	<u>(5,038)</u>	<u>-</u>
Profit from program	\$ <u>==506</u>	<u>==3,252</u>



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1989 and 1988

(4) Related Party Transactions

The Fraternity and the Alpha Sigma Phi Educational Foundation share common management and facilities. The Fraternity's personnel provides bookkeeping services and conducts fund-raising on behalf of the Educational Foundation.

The following amounts received from the Educational Foundation are included in Fraternity revenue or offset against the Fraternity's expenses:

<u>Fraternity revenue category</u>	<u>1989</u>	<u>1988</u>
Educational grants	\$ 72,000	72,500
Service fee	<u>18,500</u>	<u>18,500</u>
	<u>90,500</u>	<u>91,000</u>
 <u>Fraternity expense category</u>		
Loyalty Fund campaign	4,677	3,251
Leadership conference	<u>12,500</u>	<u>12,500</u>
	<u>17,177</u>	<u>15,751</u>
Total revenue and reimbursements	\$ <u>107,677</u>	<u>106,751</u>

The Fraternity's expenses include \$12,240 in 1989 and \$12,000 in 1988 paid to the Educational Foundation for computer use.



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1989 and 1988

(5) Investment in A-S-P Corporation

A-S-P Corporation is a Delaware corporation formed for the purpose of aiding chapters of the Fraternity in providing housing and housing facilities by making second mortgage loans. The corporation acquired ownership of one property in 1981 which is leased to a chapter of the Fraternity.

The separate financial statements of A-S-P Corporation at June 30, 1989 and 1988 and for the years then ended are as follows:

A-S-P Corporation  
Balance Sheets  
June 30, 1989 and 1988

	<u>ASSETS</u>	<u>1989</u>	<u>1988</u>
Mortgages and bonds receivable (secured)		\$ 26,646	26,645
Less allowance for doubtful accounts		<u>10,000</u>	<u>10,000</u>
Net receivables		16,646	16,645
Rental property, at cost (pledged) net of accumulated depreciation of \$20,625 in 1989 and \$18,333 in 1988		53,870	56,162
Cash in interest bearing accounts		<u>5,381</u>	<u>6,534</u>
		\$ <u><u>75,897</u></u>	<u><u>79,341</u></u>
 <u>LIABILITIES AND STOCKHOLDERS' EQUITY</u> 			
11.75% Mortgage note payable (secured) due September, 1990		\$ 12,160	21,010
4% Debenture bonds, due September, 1986		-	100
Note payable Alpha Sigma Phi Fraternity		<u>31,241</u>	<u>21,120</u>
Total liabilities		43,401	42,230
Stockholder's equity:			
Common stock, without par value.			
Authorized 5,000 shares; issued and outstanding 515 shares		51,500	51,500
Retained earnings (accumulated deficit)		<u>(19,004)</u>	<u>(14,389)</u>
Total stockholder's equity		<u>32,496</u>	<u>37,111</u>
		\$ <u><u>75,897</u></u>	<u><u>79,341</u></u>



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1989 and 1988

A-S-P Corporation  
Statements of Earnings and Retained Earnings  
Years Ended June 30, 1989 and 1988

	<u>1989</u>	<u>1988</u>
Revenues:		
Rent	\$ 8,000	8,894
Interest on mortgages and bonds	-	26
Interest on savings accounts	<u>390</u>	<u>341</u>
Total revenues	8,390	9,261
Expenses:		
Interest	2,032	3,031
Administrative services	7,206	7,236
Depreciation of rental properties	2,292	2,792
Professional	1,435	1,075
Loss on disposal of leasehold interest at Miami	-	11,000
Taxes	<u>40</u>	<u>82</u>
Total expenses	<u>13,005</u>	<u>25,216</u>
Net income (loss)	(4,615)	(15,955)
Retained earnings (accumulated deficit):		
Beginning of fiscal year	(14,389)	<u>1,566</u>
End of fiscal year	\$ <u>(19,004)</u>	<u>(14,389)</u>

A-S-P Corporation  
Notes to Financial Statements  
June 30, 1989 and 1988

(1) Summary of Significant Accounting Policies

Rent and Interest on Mortgages and Bonds

Rent income on properties and interest income on mortgages and bonds are recorded as received.

Depreciation of Rental Properties

Depreciation is provided over the estimated useful lives of the assets on the straight-line basis.

Federal Income Taxes

The Corporation is a tax paying entity. Deferred income taxes will be provided on any differences between income for tax and accounting purposes when such differences occur. The Corporation has net operating loss carryforwards of \$35,972 to offset future taxable income. Carryforwards start to expire in 1998.



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DELAWARE, OHIO 43015

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COLUMBUS  
614-548-4566

Board of Trustees  
Alpha Sigma Phi Educational Foundation  
Delaware, Ohio:

We have audited the accompanying balance sheets of Alpha Sigma Phi Educational Foundation as of June 30, 1989 and 1988 and the related statements of revenues, expenses, reimbursements and changes in fund balances for the years then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Alpha Sigma Phi Educational Foundation at June 30, 1989 and 1988 and the results of their operations and changes in fund balances for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis. The supplementary data included in Schedule I has been subjected to the same auditing procedures and, in our opinion, is stated fairly in all material respects when considered in conjunction with the financial statements taken as a whole.

*Wolf, Rogers, Dickey & Co.*  
Certified Public Accountants

July 17, 1989



Alpha Sigma Phi Educational Foundation  
Balance Sheets  
June 30, 1989 and 1988

ASSETS

	<u>1989</u>	<u>1988</u>
Cash in interest bearing accounts	\$ 72,852	89,951
Certificates of deposit and money market funds	115,750	146,199
Interest and note receivable	7,995	500
Investment securities, at cost (market \$482,982 in 1989 and \$385,186 in 1988)	466,473	393,751
Equipment, at cost	83,888	82,613
Less accumulated depreciation	<u>43,798</u>	<u>27,147</u>
Net equipment	<u>40,090</u>	<u>55,466</u>
	\$ <u>703,160</u>	<u>685,867</u>

LIABILITIES AND FUND BALANCES

Accrued payroll taxes, fees and accounts payable	\$ 358	1,531
Accrued grants on Chapter funds	279	-
Restricted Fund balances (Note 2):		
Non-expendable:		
Third Founding	380,615	359,567
John P. Commons Fund	58,412	58,412
Warren A. Hanna Fund	51,001	51,001
John A. Selig Fund	50,000	50,000
Ralph F. Burns Fund	30,208	30,208
Evin C. Varner Fund	23,677	23,677
Carnegie-Mellon Fund	13,000	13,000
Minnesota Fund	3,000	3,000
Chapter funds:		
Penn State Fund	3,225	3,225
California Fund	1,500	-
Oregon State Fund	<u>1,350</u>	<u>-</u>
Total	<u>615,988</u>	<u>592,090</u>
Expendable:		
Undesignated	623	6,334
Designated (investment)	<u>85,912</u>	<u>85,912</u>
Total	<u>86,535</u>	<u>92,246</u>
Total fund balances	<u>702,523</u>	<u>684,336</u>
	\$ <u>703,160</u>	<u>685,867</u>

See accompanying notes to financial statements



Alpha Sigma Phi Educational Foundation  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1989 and 1988

	<u>1989</u>	<u>1988</u>
Revenues:		
Loyalty Fund campaign contributions	\$ 134,746	136,561
Interest and dividend income	48,961	38,338
Fees received computer & solicitation	22,740	22,500
Third Founding contributions	21,048	42,434
California Fund	1,500	-
Oregon State Fund	1,350	-
Bequests	-	80,912
Evin C. Varner Fund	-	110
Penn State Fund	-	100
Gain (loss) on sale of securities	<u>(3,734)</u>	<u>5,505</u>
Total revenues	<u>226,611</u>	<u>326,460</u>
Operating expenses (Note 3):		
Third Founding campaign	5,500	5,500
Loyalty Fund campaign	45,810	29,222
Administration:		
Salaries and employee benefits	19,256	18,967
Alumni development	4,146	1,691
Planned giving	-	3,050
Director development	-	10,520
Investment fees	4,099	3,189
Audit and legal	2,625	2,250
Administration	13,000	13,000
Travel, registrations, etc.	6,140	4,637
Depreciation	16,650	16,304
Equipment maintenance	4,769	4,078
Total administration expenses	<u>70,685</u>	<u>77,686</u>
Total operating expenses	<u>121,995</u>	<u>112,408</u>
Grants and awards:		
Educational grants	84,500	85,000
Scholarship awards	1,650	1,650
Chapter funds grants	279	-
Total grants and awards	<u>86,429</u>	<u>86,650</u>
Excess of revenues over expenses, grants and awards	18,187	127,402
Fund balance:		
Beginning of fiscal year	<u>684,336</u>	<u>556,934</u>
End of fiscal year	\$ <u><u>702,523</u></u>	<u><u>684,336</u></u>

See accompanying notes to financial statements



Alpha Sigma Phi Educational Foundation  
Investment Securities  
June 30, 1989

Schedule I

	<u>Shares/ Face</u>	<u>Cost</u>	<u>Market Value</u>
Huntington Bank Multiple Manager Investment Account:			
Equity funds:			
Income	1461	\$ 45,188	46,416
Capital appreciation	3955	83,596	89,225
Core	782	14,991	16,117
		<u>143,775</u>	<u>151,758</u>
U. S. Treasury Bills	25,000	22,864	22,864
U. S. Treasury Notes	175,000	174,678	180,172
Government Agencies (FHLB,FFCB)	100,000	100,133	101,961
Government Backed Mortgages (FNMA)	25,000	25,023	26,227
		<u>          </u>	<u>          </u>
Total investment securities		\$ <u>466,473</u>	<u>482,982</u>

See accompanying notes to financial statements



Alpha Sigma Phi Educational Foundation  
Notes to Financial Statements  
June 30, 1989 and 1988

(1) Summary of Significant Accounting Policies

Investments

Investment securities are carried at cost. Gains or losses on the sale of investments are recognized upon realization. Gifts of investment securities are recorded at the market value on the date the gift was received.

Depreciation

Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on the straight-line basis.

Federal Income Taxes

The Educational Foundation is a non-profit public charity exempt from Federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code.

(2) Restricted Fund Balances

Contributions to the Alpha Sigma Phi Educational Foundation are restricted by donors for use only for educational purposes including scholarships, scholarship awards, and support of the educational programs of the Fraternity including support of the annual educational conference. Special restrictions placed on the use of funds contributed to the Third Founding Campaign, the John P. Commons Fund, Warren A. Hanna Fund, the John A. Selig Fund, the Ralph F. Burns Fund, the Evin C. Varner Fund, the Carnegie-Mellon Fund and the Minnesota Fund have been recognized by the segregation of the fund balances. Separate funds have been established for each chapter. Income attributable to chapter funds is currently expendable at the chapter levels for purposes that meet the requirements for grants from a public foundation.

(3) Related party transactions

The Educational Foundation and Alpha Sigma Phi Fraternity, Inc. share common management and facilities. The Fraternity's personnel provides bookkeeping services and conducts certain fund-raising on behalf of the Educational Foundation.

Educational Foundation expenses and grants include the following amounts paid to the Fraternity:

	<u>1989</u>	<u>1988</u>
Third Founding campaign expenses	\$ 5,500	5,500
Loyalty Fund campaign expenses	4,677	3,251
Administration	13,000	13,000
Educational grants	<u>84,500</u>	<u>85,000</u>
	\$ <u>107,677</u>	<u>106,751</u>

Educational Foundation revenues include \$12,240 in 1989 and \$12,000 in 1988 received from the Fraternity for computer usage.



ALPHA SIGMA PHI FRATERNITY, INC.  
MINUTES OF THE GRAND COUNCIL MEETING

August 11, 1990  
Chevy Chase, Maryland

64. CALL TO ORDER

Grand Senior President Edmund A. Hamburger called the Grand Council meeting to order at 1:50 p.m. on Saturday, August 11, 1990.

65. ROLL CALL

Members of the Grand Council in attendance: Dr. Dennis R. Parks, Grand Secretary; Charles J. Vohs, Grand Treasurer; Robert G. Cabello, Grand Marshal; Dr. Larry G. Spees, Grand Councilor and Stan G. Thurston, Grand Councilor. Also in attendance were John R. Chaney, Executive Vice President; Robert M. Sheehan, Jr., Executive Director; Steven V. Zizzo, Director of Development; Ralph F. Burns, Executive Secretary Emeritus; Mark D. Still, Grand Councilor-Elect and Kevin J. Garvey, Grand Councilor-Elect. Grand Senior President Hamburger welcomed and congratulated the new members and officers of the newly elected Grand Council.

66. APPROVAL OF MINUTES OF MEETING OF MARCH 3-4, 1990

It was moved by Brother Spees, seconded by Brother Cabello and passed unanimously to approve the minutes of the March 3-4, 1990 meeting.

67. MAIL VOTE (Attachment A)

It was moved by Brother Cabello, seconded by Brother Spees and unanimously passed to approve mail vote 216.

68. OLD BUSINESS

At this time no items of old business were brought before the Grand Council.

69. NEW BUSINESS: UNDERGRADUATE OPERATIONS (ATTACHMENT B)

A. Grand Senior President Hamburger directed that the initiation of charter revocation proceedings started by Grand Council vote of February 6, 1988 concerning Gamma Delta Chapter, Davis and Elkins College, continue.

B. It was moved by Brother Cabello, seconded by Brother Parks and passed unanimously that steps be taken to begin the revocation of the charter of Gamma Psi Chapter, Lawrence Technical University and Gamma Omicron Chapter, Tulane University.

C. Grand Senior President Hamburger directed that a letter of concern be sent to Nu Chapter, University of California-Berkeley and Delta Alpha Chapter, Lehigh University, and notify them the Grand Council would review their overall operations at the next opportunity.



D. It was moved by Brother Spees, seconded by Brother Cabello and passed unanimously that we drop the live-in resident advisor requirement as requested by the Assistant Dean of Students, Ohio Northern University, for our Gamma Alpha Chapter.

E. It was moved by Brother Cabello, seconded by Brother Spees and passed unanimously that the administrative suspensions of Phi Chapter, Iowa State, Beta Epsilon Chapter, Lehigh University and Alpha Omicron Chapter, Missouri Valley College be continued until the next annual meeting.

F. It was moved by Brother Spees, seconded by Brother Cabello and passed unanimously that the 1991 National Leadership Conference be held at Pennsylvania State University from August 7-11, 1991.

G. It was moved by Brother Cabello, seconded by Brother Parks and passed unanimously that the awards recommendation from Dr. Gill be approved.

H. It was moved by Brother Cabello, seconded by Brother Spees and passed unanimously that we provide up to \$500 for a marketing survey to be conducted prior to publication of a proposed Alpha Sigma Phi historical publication.

70. NEW BUSINESS: FINANCE (ATTACHMENT C)

A. It was moved by Brother Vohs, seconded by Brother Thurston and passed unanimously that we accept the report of the auditors.

B. It was moved by Brother Vohs, seconded by Brother Thurston and passed by a vote of 5-1 to one with Brother Cabello voting in the negative, that the proposed budget adopted by the 1990 Convention delegates be approved. Brother Cabello requested that it be noted that he had reservations about numerous budget line items.

C. It was recommended by Brother Vohs, seconded by Brother Thurston and passed 5-1 with Brother Cabello voting in the negative that the Educational Foundation's grant request be approved. Brother Cabello requested that it be noted that the Province System was underfinanced and that he felt that undergraduate services took the brunt of the budget cuts.

D. It was moved by Brother Vohs, seconded by Brother Thurston and passed unanimously that the single signature check writing authority be raised from \$200 to \$500.

E. It was moved by Brother Vohs, seconded by Brother Thurston and passed unanimously that we adopt the FIPG Policy Statement that includes "The possession and/or use of firearms or explosive devices of any kind within the confines and premises of the chapter house is expressly forbidden" into our Risk Management Policy.



F. It was moved by Brother Vohs, seconded by Brother Thurston and passed unanimously that the two 1989-90 required IRS statements be adopted and signed.

71. Grand Senior President Hamburger convened the Grand Council into Executive Session at 3:35 p.m.

72. Grand Senior President reconvened the Grand Council at 3:46 p.m.

73. NEW BUSINESS: FINANCE

It was moved by Brother Vohs, seconded by Brother Thurston and passed by a vote of 5-1 with Brother Cabello voting in the negative that we automatically reimburse the staff and volunteers up to the federal maximum permitted (currently \$.26.5/mile).

74. NEW BUSINESS: ALUMNI OPERATIONS (ATTACHMENT D)

A. It was moved by Brother Parks, seconded by Brother Vohs and passed unanimously that we produce two issues of The Tomahawk this year, both in tabloid form.

B. It was moved by Brother Parks, seconded by Brother Vohs and passed unanimously that the Grand Council support the 1990-91 Annual Loyalty Fund.

C. The Alumni Operations Committee desired it to be made a matter of record that the Grand Council sets a very high priority for additional publications such as additional issues of The Tomahawk.

75. DELTA BETA XI AWARD

A. It was moved by Brother Vohs, seconded by Brother Thurston and passed unanimously that we award the Delta Beta Xi Award to Brother Frank Proto, Cornell '64.

B. It was moved by Brother Spees, seconded by Brother Parks and passed unanimously that we award the Delta Beta Xi Award to Brother Stuart A. Spisak, Westminster '78.

C. It was moved by Brother Cabello, seconded by Brother Spees and passed unanimously that we award the Delta Beta Xi Award to Brother Mark L. English, Indiana '71.

D. It was moved by Brother Cabello, seconded by Brother Thurston and passed unanimously that we award the Delta Beta Xi Award to Brother William A. Cameron, Bowling Green '50.

E. It was moved by Brother Spees, seconded by Brother Thurston and passed unanimously that we award the Delta Beta Xi Award to Brother Mark A. Williams, Rio Grande '79.



76. Grand Senior President Hamburger suspended the regular Grand Council Business Session and convened a meeting of the Stockholders of the A-S-P Corporation.

77. It was moved by Grand Senior President Hamburger, seconded by Brother Sheehan and passed unanimously that the Board of Directors of the A-S-P Corporation be made up of Brothers Vohs, Chaney and Thurston.

78. It was moved by Brother Thurston, seconded by Brother Chaney and passed three to zero (3-0) that the officers of the A-S-P Corporation be Charles J. Vohs, President; John R. Chaney, Executive Vice President and Secretary and Stan G. Thurston, Treasurer.

79. Grand Senior President Hamburger reconvened the Grand Council for regular business.

80. COMMENTS FOR THE GOOD OF THE SOCIETY

A. Brother Sheehan expressed his appreciation to the 1988-90 Grand Council for their support.

B. Brother Hamburger expressed his thanks to the members of the Grand Council for their attendance, service and support.

C. Brother Spees expressed the thanks of the Grand Council to Brother Sheehan for his support and long tenure.

D. Brother Spees expressed the support of the Grand Council to Brother Chaney and his endeavors.


81. Grand Council President Hamburger adjourned the Grand Council at 5:10 p.m. and the A-S-P Corporation reconvened to hear a repayment proposal from Brother David Mason, Widener '81. The A-S-P Corporation agreed to accept the proposed repayment plan (ATTACHMENT E) with the reiterated objective that:

A. We do not desire to be in a landlord position.

B. We must receive funds due on time. If at any point during the repayment schedule funds are not received as promised, the A-S-P Corporation will look to put the house on the market for sale.

Respectfully submitted,

  
Grand Secretary

  
Executive Vice President



ALPHA SIGMA PHI EDUCATIONAL FOUNDATION



24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015  
614-363-1911

TRUSTEES:


DR. ROBERT E. MILLER, Connecticut '49, Chairman  
JAMES V. FITZPATRICK, Illinois Tech '47  
RICHARD R. GIBBS, Oklahoma '51  
ROBERT A. SANDERCOX, Bethany '51  
ALFRED B. WISE, Baldwin-Wallace '43


SERVICE AGREEMENT


The Alpha Sigma Phi Educational Foundation agrees to make available its Computer System to Alpha Sigma Phi Fraternity, Inc., during the time period of 7/1/90 to 6/30/91 for the purposes of:

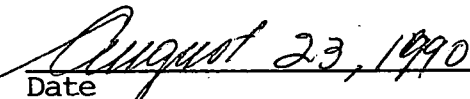
1. Membership record storage and updating
2. Production of membership reports, including labels printouts, and letters
3. Word Processing
4. Bookkeeping

Alpha Sigma Phi Fraternity, Inc., agrees to pay the Alpha Sigma Phi Educational Foundation a usage fee of \$13,300 for these services in equal quarterly installments of \$3,325.00 and agrees to pay for and purchase any and all materials, paper, labels, etc. necessary for using the system.

  
\_\_\_\_\_  
Charles J. Vohs  
Grand Senior President  
Alpha Sigma Phi Fraternity, Inc.

  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Dr. Robert E. Miller, Chairman  
The Alpha Sigma Phi  
Educational Foundation

  
\_\_\_\_\_  
Date





## MEMORANDUM

Be it resolved that, in the fiscal year of July 1, 1990 to June 30, 1991, income from the Investment Fund and other non-member income sources shall be, and hereby is, set aside in a separate fund to be expended for scholarships, student loans, loans on local Chapter housing, leadership and citizenship schools and services, and similar activities.

Be it further resolved that the amount is estimated at \$6,900.00.

Signed: \_\_\_\_\_

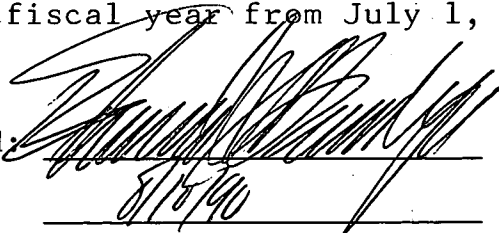
Date: \_\_\_\_\_





## MEMORANDUM

Resolved, that the income of Alpha Sigma Phi, Inc., received from the Investment Fund (\$2,780.37), parking lot rental (\$1,915.00) and Emergency Fund earnings (\$1,617.65) in the fiscal year from July 1, 1989 to June 30, 1990 in the amount of \$6,313.02 was set aside for and expended for educational and charitable activities of Alpha Sigma Phi Fraternity, Inc., including but not limited to the Chapter Consultants, with full-time duties as educational aides to the various chapters, and the portion of the Executive Director's salary and expenses that are devoted to leadership training and education of chapter members, and the expenses of volunteers while involved in leadership training and education of chapter members, as well as the proper overhead cost to support these activities from the national headquarters during the fiscal year from July 1, 1989 to June 30, 1990.

Signed: Date: 8/15/90



Mail Votes

Mail Vote No. 216

Approval that James L. Caldwell, RPI '55, receive the  
1990 Distinguished Merit Award.



REPORT BY THE  
COMMITTEE ON UNDERGRADUATE OPERATIONS

A. Membership Strength and Status

1989-90 Status: 53 Chapters  
2 Colonies  
1 Interest group

Number of Chapters/Colonies Previous Years:

1983-84	56
1984-85	54
1985-86	58
1986-87	57
1987-88	56
1988-89	57

Pledges:

Per Existing Chapter/Colony:

1981-82	791	13.41
1982-83	759 ( -4%)	13.24 ( -1%)
1983-84	906 (+20%)	16.18 (+22%)
1984-85	855 ( -6%)	15.83 ( -2%)
1985-86	1,049 (+23%)	17.08 ( +8%)
1986-87	969 ( -8%)	16.77 ( -2%)
1987-88	994 ( +3%)	18.40 (+10%)
1988-89	981 ( -1%)	17.65 ( -4%)
1989-90	951 ( -3%)	16.68 ( -5%)

Initiates:

Per Existing Chapter:

1981-82	722	12.10
1982-83	673 ( -7%)	11.85 ( -2%)
1983-84	703 ( +5%)	13.26 (+12%)
1984-85	719 ( +2%)	12.65 ( -5%)
1985-86	810 (+13%)	15.28 (+21%)
1986-87	751 ( -7%)	13.78 (-10%)
1987-88	904 (+21%)	14.49 ( +5%)
1988-89	749 (-17%)	13.77 ( -5%)
1989-90	808 ( +8%)	15.25 (+11%)

Average Chapter/Colony Size:

Total Number Initiates/Pledges  
Returning:

1983-84	38	1983-84	1485
1984-85	40	1984-85	1603
1985-86	43	1985-86	1585
1986-87	43	1986-87	1690
1987-88	44	1987-88	1733
1988-89	44	1988-89	1780
1989-90	44	1989-90	1837 (Projected)



## B. CHAPTER CHECKLIST

CHAPTERS	Year-End Size			Returning 1990-91
	1987-88	1988-89	1989-90	
<u>Province I</u>				
Univ. of California, Berkeley Nu	27 Weak	10 -	6 Very Weak	5
Univ. of California, Los Angeles Alpha Zeta	27 Weak	35 Average	37 Average	37
Oregon State University Psi	74 Strong	65 Strong	67 Strong	56
Univ. of Washington Mu	71 Very Str.	74 Very Str.	82 Very Str.	73
<u>Province II</u>				
Iowa State University Phi	44 Average	36 Average	37 Average	35
Univ. of Missouri Alpha Theta	22 Very Weak	24 Weak	25 Weak	24
Missouri Valley College Alpha Omicro	42 Average	53 Weak	51 Average	44
<u>Province III</u>				
Univ. of Illinois Eta	103 Very Str.	93 Very Str.	97 Very Str.	82
Illinois Inst. of Tech. Alpha Xi	36 Average	52 Strong	53 Strong	50
Indiana University Gamma Chi	59 Average	67 Strong	91 Very Str.	78
Loyola University Delta Alpha	28 Average	21 Weak	10 Very Weak	6
Purdue University Alpha Pi	75 Strong	77 Very Str.	123 Very Str.	100
Illinois State Univ. Delta Omicron	42 New	47 Average	31 Average	24



	Year-End Size			Returning
	<u>1987-88</u>	<u>1988-89</u>	<u>1989-90</u>	<u>1990-91</u>
<u>Province IV</u>				
Lawrence Tech. Univ. Gamma Psi	18 Weak	9 Very Weak	1 Not Ranked	1
Univ. of Michigan Theta	31 Weak	26 Very Weak	27 Weak	26
Univ. of Toledo Beta Rho	43 Weak	53 Average	53 Weak	50
Tri-State Univ. Beta Omicron	14 Weak	16 Very Weak	14 Very Weak	11
<u>Province V</u>				
Baldwin-Wallace College Alpha Mu	25 Average	35 Strong	22 Average	16
Bowling Green St. Univ. Gamma Zeta	36 Average	32 Strong	40 Strong	37
Ohio Northern Univ. Gamma Alpha	50 Average	56 Average	55 Average	44
Ohio State Univ. Zeta	17 Average	17 Weak	10 Not Ranked	5
<u>Province VI</u>				
Bethany College Beta Gamma	55 Strong	54 Strong	57 Very Str.	43
Davis & Elkins College Gamma Delta	- Not Rated	16 Very Weak	17 Very Weak	15
Marietta College Delta	31 Very Weak	37 Very Weak	47 Weak	31
Marshall University Beta Delta	89 Very Str.	86 Very Str.	60 Very Str.	52
Univ. of Rio Grande Delta Epsilon	36 Average	25 Average	21 Weak	19
Slippery Rock Univ. Delta Delta	40 Weak	49 Weak	35 Weak	32



## Chapter Checklist - Page 3

	Year-End Size			Returning
	<u>1987-88</u>	<u>1988-89</u>	<u>1989-90</u>	<u>1990-91</u>
<u>Province VI (Cont'd)</u>				
Westminster College Alpha Nu	47 Strong	52 Strong	61 Very Str.	42
<u>Province VII</u>				
Atlantic Christian College Gamma Lambda	17 Very Weak	14 Weak	14 Weak	13
East Carolina Univ. Delta Eta	44 Average	45 Average	41 Average	36
Longwood College Delta Iota	75 Strong	55 Average	55 Strong	47
Radford University Delta Theta	48 Strong	53 Average	51 Average	41
Wake Forest University Beta Mu	74 Average	63 Very Weak	51 Very Weak	31
<u>Province VIII</u>				
Univ. of Miami Gamma Theta	41 Average	40 Average	34 Average	28
UNC-Charlotte Delta Zeta	37 Very Weak	43 Very Weak	42 Weak	40
Presbyterian College Alpha Psi	23 Weak	21 Very Weak	22 Weak	17
Tulane University Gamma Omicron	10 Very Weak	11 Very Weak	4 Not Ranked	3
<u>Province IX</u>				
American University Beta Chi	64 Strong	77 Very Str.	102 Very Str.	85
Lehigh University Beta Epsilon	51 Very Str.	53 Strong	55 Average	42
New Jersey Inst. of Tech. Alpha Rho	46 Average	40 Average	50 Average	45



	Year-End Size			Returning
	<u>1987-88</u>	<u>1988-89</u>	<u>1989-90</u>	<u>1990-91</u>
<u>Province IX (Cont'd)</u>				
Rutgers University Beta Theta	53 Average	75 Average	70 Strong	56
Stevens Inst. of Tech. Alpha Tau	32 Weak	38 Average	30 Average	22
Stockton State College Delta Lambda	50 Average	40 Average	44 Average	44
Widener University Gamma Xi	49 Average	51 Average	46 Average	37
William Paterson College Delta Mu	60 Weak	41 Weak	44 Average	37
<u>Province X</u>				
Cornell University Iota	73 Strong	79 Average	73 Strong	61
Hartwick College Beta Xi	52 Average	68 Average	56 Average	44
Lycoming College Gamma Rho	47 Very Weak	30 Average	33 Very Weak	23
Pennsylvania State Univ. Upsilon	69 Very Str.	67 Strong	58 Strong	51
R. P. I. Beta Psi	33 Weak	36 Weak	29 Weak	28
Tufts University Beta Iota	32 -	26 Weak	18 Very Weak	16
Plattsburgh State Delta Xi	62 New	48 Average	50 Strong	38
Lock Haven University Delta Nu	50 New	53 Strong	42 Average	39



Chapter Checklist - Page 5

	<u>1987-88</u>	<u>Year-End Size</u> <u>1988-89</u>	<u>1989-90</u>	<u>Returning</u> <u>1990-91</u>
<u>COLONIES</u>				
State Univ. of N.Y at Buffalo Gamma Epsilon Colony	-	25	21	21
State Univ. of N.Y. at Binghamton Phi Theta Colony	-	28	33	28
<u>INTEREST GROUPS</u>				
Concord College	-	26	26	-
University of Delaware	-	16	30	30



### C. Chapters of Concern

California-Berkeley. This group was rechartered in 1982 and never really got off the ground. They had the attitude that they were the non-fraternity and never got into the Greek system.

Their numbers started to decline and once they got their current house they felt that they didn't have to rush anymore, that the rushees would just come to them. Needless to say this didn't happen and the numbers and quality continued to decline. In 1988 a group of 22 men were interviewed about their continuation as Nu Chapter and only five were retained.

The reorganization was not successful despite a lot of work on our part. The men selected never put effort toward what was expected and four of the five dropped out. There are a couple of really dedicated men to keep the movement going. There are a group of about fourteen Christian men who may be interested in becoming a part of a fraternity.

They need a visit during rush, assistance with informal rush, and a lot of direction and hand holding. There is much potential in a few of the young men. Kevin Mszanowski, from Penn State, is helping them out. We need to be careful of hazing.

Their alumni are talking about selling the house due to low numbers thus putting a crunch on their operations. The guys promised to work at renting out all available spaces for the year including this summer. The house was full during the summer, but the alumni want it full of Nu Chapter members, not boarders.

Davis & Elkins. Wes Owen visited this chapter and felt that they have a long way to go but seem to have the ability to grow and develop. Drugs, and the image and attitude that go along with drugs, are a major concern. Training would be helpful and direction is a must. Hazing is a concern. The chapter needs a retreat to talk about the future. They were reported as having a problem in their attitude about pledge education and having a violation with the alcohol policy.

Lawrence Tech. This chapter has 1-2 undergraduates who are active. They do have a group of alumni that have strong interest. The Committee recommended that we initiate charter revocation proceedings for Gamma Psi Chapter. (See attachment A, page 18.)

Loyola. This group is in trouble financially and numbers-wise. They refused to accept the fact that they indeed needed rush assistance. If they don't have a good rush and have more men living in the chapter house then the alumni will be forced to sell the structure. Brother Carl Moore, who runs the house, is concerned. The chapter is returning to school the day before rush begins. Our Chapter Leadership Consultant will be at the chapter when the doors open.

Ohio State. A reorganization plan is being developed for this chapter. The alumni and the National headquarters staff are fully committed to this chapter's summer rush program. The alumni, while they have approximately



\$10,000 as a sinking fund, are committing personal assets to support the chapter's rush costs. Initial impressions look excellent!

Tufts. Since, rechartering they have had a difficult time. They really have no leadership group or alumni support. Rush is of the utmost importance for them numerically, as well as is improving the quality of membership. The entire future of the Greek system at Tufts, like other small private colleges in the "Northeast Corridor," is in jeopardy, thus hindering a positive attitude by the system there. Our Chapter Leadership Consultant has an early visit scheduled in conjunction with an NIC Interchange target initiative at Tufts.

Tulane. They never have gotten to their feet. They are very small and we have done all that we can to help them. A mid-year flood destroyed most of the chapter operations for a portion of last semester. They have been provided the tools and encouragement but never seem to get around to rush. A change to second semester rush for this year gives them only one last chance to survive. The committee recommended that we initiate charter revocation proceedings for Gamma Omicron Chapter.

#### D. Chapters with Violations/Suspensions

Iowa State. This is a group of nice guys, but not very confident or outgoing. They have always been small and haven't had a very successful rush in a long time. They have been carrying a \$6,000 debt with their Co-op for the last several years and are going to have to take care of it in order to use the service again. Organization is also a problem. They violated our alcohol policy. They purchased a keg of beer with chapter funds and an underaged individual was allowed to drink at a party, not from the keg but in a brother's room. They need advisors and a more involved alumni corporation board. There is a lot of potential. (See attachment B, page 19.)

Lehigh. A past three-time GSP award winner, they are satisfied with where they are and see no need to change. They had a violation of the alcohol policy. One of the sanctions that the school gave to them is a request that the "National" and alumni work with them on a retreat to discuss officer responsibilities and goal setting. A Chapter Leadership Consultant visit scheduled early will provide a retreat facilitator. (See attachment C, page 24.)

Missouri Valley. An "athletic" chapter. There was an alleged problem with racism. They violated the alcohol policy. They had a good leader this last year and improved dramatically. They have paid their bills on time and communicated well with us. They need good advisors. (See attachment D, page 38.)

Ohio Northern. An "athletic" chapter. They were reorganized this last fall due to blatantly ignoring their university's directions. A weekly education process seemed to get them back on track. They achieved a GPA above the all men's average and are taking care of their problems themselves. The university is immensely pleased. We have outstanding support from Ron Kuhlman, the Greek advisor. The alumni who were recruited to help advise the group have been doing a great job. They have really come a long way and



recent correspondence has indicated they want to forego the resident advisor requirement. (See attachment E, page 41.)

Rutgers. They were apprehended by the police for having their pledges do a kidnapping. The dean of students wanted them off campus for five years or so. The chapter prepared a report to the Grand Council and a Pledge Education Program which was shared with the school. The school officials were not satisfied with this, but gave them a list of sanctions and conditions that they were to follow in order to be allowed to stay on campus. The group has done a tremendous job through all of this and are to be commended for their progress. There is a lot of potential in the group. They must be encouraged to be the flagship of the Greek system. Due to their success, the University administration recently modified the original sanctions against the chapter. A copy of the chapter's report that was required to be submitted was received at headquarters on August 2nd (not enclosed). (See attachment F, page 57.)

#### E. Colony/Interest Group Update

SUNY-Binghamton. This group has been doing quite well and seems to have a very good advisor from Cornell, Dave Twomey. They are seen in a very favorable light by the Greek advisor. Their organization is sound.

SUNY-Buffalo. This colony started off strong in the spring of 1988 with 30 quality men. They had several men drop out of the initial group due to lack of communication and organization. They never quite recovered. They have some good leaders, but are overly concerned with getting their charter. They will return with 15 seniors and only two juniors and one sophomore.

Delaware. This group is doing quite well. They have good men and a lot of potential. However, the university IFC is reluctant to recognize them.

#### F. Chapter Visits

Last Year. Even with only one chapter leadership consultant traveling we visited all chapters, colonies and interest groups. Many of these visits were of short duration so we could service all groups. Additional support in the form of a loan of Steve Zizzo from the Educational Foundation during August and September offered some temporary relief. Also, Randy Lewis made eight quick chapter visits during the spring.

This Year. Due to the rapid change in chapter visit schedules, these will be included in future Grand Council mail packets. The Chapter Services retreat held in mid-July, among other issues, separated our chapters into the following rating groups:

"A" chapters have been determined to not require a full Chapter Leadership Consultant (CLC) visit. Many "A" chapters will, however, receive a fall visit within the prioritized CLC schedules and time availability.

"B" chapters have been identified as requiring a fall CLC visit. All "B" chapters will receive at least one visit in the fall, some two visits. Chapters that had special time requests for visits were included in "B" and each received either their first or second requested date. All chapters with



each received either their first or second requested date. All chapters with violations/suspensions, along with colonies and our Delaware interest group were included as a "B".

"C" chapters were identified as target chapters indicating the staff felt they were prime for accelerated growth or were at a critical stage for development. All "C" chapters will be visited during the fall semester.

<u>"A"</u>	<u>"B"</u>	<u>"C"</u>
American	Atlantic Christian	Bowling Green
Bethany	Baldwin Wallace	ECU
Cornell	Binghamton	IIT
Hartwick	Buffalo	Illinois State
Illinois	Cal-Berkeley	Marietta
Indiana	Davis & Elkins	Slippery Rock
Lawrence Tech	Delaware	Toledo
Longwood	Iowa State	U.C.L.A.
Lycoming	Lehigh	UNCC
Marshall	Lock Haven	
Miami	Loyola	
Missouri Valley	Michigan	
N.J.I.T.	Missouri	
Penn State	Ohio Northern	
Plattsburgh	Ohio State	
Purdue	Oregon State	
Radford	Presbyterian	
Rio Grande	R.P.I.	
Stevens Tech	Rutgers	
Stockton State	Tri-State	
Tulane	Tufts	
Washington	Wake Forest	
Westminster	Widener	
William Paterson		

#### G. Expansion

Due to limitation in staff personnel and time, expansion again remains on the back burner. The following are considered current opportunities:

a. Central Michigan University. Bob Cabello has been in touch with a group here. In the past two weeks, the vice-president of the group received a letter from headquarters along with an updated information packet concerning our NCL&C. The group is investigating us and plans to make a decision in the early fall.

b. Central Missouri State University. The university is interested in expanding their Greek System and are soliciting written materials from NIC members. (See attachment G, page 58.) The headquarters will be preparing a written presentation along the lines as was submitted to Ohio University.

c. Ithaca College. Two local groups were formed for the purpose of



affiliating with NIC members. One group has affiliated and a call was made last spring by Randy Lewis to the Greek advisor about the other group. A follow-up call on August 1 resulted in no new information. The new Greek advisor will call when he takes over in the fall.

d. Merrimack College. The college is soliciting national affiliation for their four local fraternities. (See attachment H, page 63.)

e. Ohio University. Expansion efforts are on-going at the present time. The university solicited an expansion opportunity and we responded on May 15th. (See attachment I, page 66.)

f. Ohio Wesleyan. We were notified through Brothers Mills and Colby Bailey, Ohio Wesleyan '37, that they had heard of a 7-9 man group on campus interested in forming a chapter of a national fraternity and apparently had contacted the provost about this. Brother Ron Stephany in the university development office stated he had been in contact with a Brother Bob Gillespie in Cleveland about timing the chapter's re-opening to coincide with stabilized enrollment and increased Greek demands. Brother Stephany stated he thought those conditions were now right. Dean of Students, Don Chenowith, is presently making proper inquiries on our behalf with the University Provost.

g. Pepperdine. This is being pursued primarily by Gunnar Holmstrom, Washington '88. No further information is available.

h. University of Southern California. Information was sent to a Bowling Green alumnus who requested information and had an interest to start a colony. Gunnar was asked to follow-up.

i. Vincennes. Information was sent to the Greek advisor by Randy Lewis. The advisor was to submit our information, plus that of several other NIC members, to a local group. NOTE: This is a two year institution! On August 1st, the Greek advisor advised us that the group still had our information and said he would tell them of our renewed interest. He expected to talk to us again in September.

j. Other. Since the committee met, alumni from Gamma Pi Chapter, Findlay University, and Gamma Phi Chapter, Concord College, have requested assistance in recolonizing at these schools.

#### H. NLC&C 1990

We are participating in what was promised to be a great, and perhaps the largest ever, conference. The record for attendees is currently 215 (1988). This strong registration is due in great part to the aggressive follow-up by our chapter leadership consultants, Jeff Owens and Owen McCulloch. NLC&C Director, Steve Zizzo, is to be commended for his overall leadership of this premier event.

The awards banquet may very well be the largest gathering of Alpha Sigs ever. Again, the aggressive approach should pay off as 1,961 banquet invitations were sent to alumni in the Washington D. C. area six weeks prior



to the banquet. A reminder mailing went out to the 545 previous donors in the area who are the most likely to attend. Schedules are attached for both the NLC&C and the Alumni Conference.

#### I. NLC 1991

The committee concurs with the staff that Pennsylvania State University be the site of the 1991 NLC. Tentatively, the site is reserved by us from August 7-11, 1991, for such an event. This site was selected as the top recommendation due to its location near most of our chapters, its attractiveness as a Division I school, and most importantly, the cost.

#### J. NLC&C 1992 and Future Conferences

Brothers Cabello (Undergraduate Operations) and Vohs (Finance) requested a survey be prepared to determine future sites for national conferences. We would hope to learn from the undergraduates what factors such as distance, cost, and attractiveness of the conference's location entice them to attend. At present, the staff has an informal consensus to pursue Rutgers as a campus site for the 1992 NLC&C. If a resort or major hotel/conference facility is selected as the alternative, it is imperative that reservations be made as soon as possible in order to secure our choice of locations and preserve our costs.

#### K. Volunteer Support System

Brother Cabello initiated this topic in his committee conference call on July 5th. Bob also discussed having an alumni committee do the bulk of the work in developing the 1991 NLC. (See attachment J, page 82.)

#### L. Province System Reorganization Discussion

The Committee spent a great deal of time discussing proposed province realignment. Updated proposals and modifications to the model (Attachment K, page 98) are still underway and may be presented at these meetings. As with any province realignment proposal, the committee progressed to a discussion that involved Grand Province Chief duties. The committee wants to re-look the entire GPC issue. The current line of thinking is to ensure that Grand Province Chiefs have clear job descriptions and that they are used as a line of communications and information between the Executive Vice President/Director of Provinces and the Grand Chapter Advisors. Possibly the GPCs should be paid as part-time employees in order to obtain the desired results. The committee feels that significant changes should be made in the province structure to allow for proper management and span of control by the Executive Vice President and to better service our chapters. The committee feels that upcoming appointment/re-appointment letters to the Grand Province Chiefs should state that their term of office is changed to be "interim" so that the proper appointments can be affected after the provinces are realigned.



M. Awards

The committee recommends the approval of Dr. Gill's memorandum to the Grand Council. (Attachment L, page 99.)

N. Proposed Alpha Sigma Phi History Publication

The committee recommended the inclusion of \$500 in marketing survey seed money be included in the proposed budget (done) to finance a proposal to be issued in conjunction with our 150th anniversary. (Attachment M, page 100.)





Gamma Psi Alumni Council  
David L. Goetz, President  
327 Aqua Court  
Royal Oak, MI 48073

RECEIVED

The Grand Council  
Alpha Sigma Phi Fraternity  
24 West William Street  
Delaware, OH 43015

July 5, 1990

Dear Brothers:

This letter will serve as a statement of intent from the Gamma Psi Alumni Corporation. We wish to encourage the future of the Gamma Psi Chapter of Alpha Sigma Phi at Lawrence Technological University.

We, the alumni of Gamma Psi Chapter plan to re-establish the presence of the undergraduate chapter on the campus of Lawrence Tech. Our purpose is to strengthen the bonds of brotherhood first within the alumni group, and then within the active chapter. With this goal achieved, we will then pursue an active fall rush on campus along with corresponding social events for undergraduates, rushees, and alumni alike.

In order to accomplish our objectives, we request the Grand Council to make the following considerations:

- 1) Table any discussions or votes to begin proceedings on revoking the Gamma Psi Charter until your Winter 1991 meeting.
- 2) Request the Executive staff of Alpha Sigma Phi Headquarters to assist our alumni group in the process of re-establishing a chapter.

If however, you are unable to grant our first consideration, we request that a letter from our alumni council be included in any correspondence you would make to our Chapter Alumni.

Gamma Psi Alumni are concerned about the state of the active chapter and are determined to see the return of a strong and viable brotherhood at Lawrence Technological University. Thank you for your consideration.

Yours Within The Mystic Circle,

David L. Goetz  
President, Gamma Psi Alumni Corp.



## ALPHA SIGMA PHI FRATERNITY

July 9, 1990



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

Mr. Todd Maiellaro  
13805 Poppleton Circle  
Omaha, NE 68144

Dear Todd,

Thank you for your May 14 report to Randy Lewis regarding the incident with Chris Roberts on March 31. I appreciate your candor in admitting that the chapter purchased alcohol by the keg. While this is a clear violation of the Fraternity Risk Management Policy I am pleased that the incident has "grabbed your attention" and caused you to change your chapter's alcohol policy.

It sounds as if you have a good plan to assure that the new alcohol policy is followed. However, your direct violation of the alcohol policy does require action from the Grand Council. Grand Senior President Edmund A. Hamburger has placed the chapter on "administrative suspension" which will likely be continued for the 1990-91 school year. During this time the chapter will be under the close scrutiny of the Grand Council. If further violations of the policy occur the Grand Council may take more severe action--any form of collective alcohol purchase, (e.g. slush funds, pitch-ins), must be discontinued. In addition to the suspension, the chapter is required to 1. sign-up a Faculty Advisor and Grand Chapter Advisor--none are now shown on our records, 2. hold an alcohol abuse prevention workshop for all members. You are required to report to the National Headquarters by December 1, 1990 regarding these requirements.

Please let me know if you have any questions regarding these requirements, Todd.

Fraternally yours,

Robert M. Sheehan, Jr.  
Executive Director

RMS/hmd

cc: Edmund A. Hamburger, Grand Senior President  
Gary Forney, Grand Province Chief  
Robert G. Cabello, Grand Marshal  
Stan G. Thurston, Grand Councilor  
John R. Chaney, Executive Vice President  
Jeff Cufaude, Greek Affairs Coordinator



National Leadership Conference and Convention  
American University  
August 8-12, 1990



Phi Chapter of



Iowa State University  
2717 West Street  
Ames, Iowa 50010  
(515) 292-1902

Alpha Sigma Phi

Mr. Randy Lewis  
Director of Chapter Services  
Alpha Sigma Phi Fraternity  
24 West William St.  
Delaware, OH 43015

RECEIVED  
MAY 14 1990

MAY 18 1990

Alpha Sigma Phi Fraternity, Inc.

Dear Randy,

Here's the report I promised you last week concerning the incident that we discussed that happened here at Phi Chapter during Greek Week this past semester. There is a lot for me to do in the next week to prepare for finals and closing the house for summer, so I will enclose my summer address if I can be of any further help.

The incident occurred on March 31, 1990 on the final day of Greek Week. The person, Chris Roberts was a guest of one of our members. He is a high school senior, however he was undecided on which school he will be attending next year, so he wasn't an "official" rushee for Greek Week. We had a BBQ and party with our team members, Acacia, Phi Kappa Tau, and Alpha Omicron Pi. We all meet at our house around 6:00 pm for a BBQ and no alcohol was served until 8:00 pm, a rule previously set by IFC. It wasn't an open party at all, only members of our Greek Week team were invited. The keg, that I mentioned to you was purchased by all three Fraternities involved (the two are not under the FIPG policy). ID's were checked as the beer was handed out and not at the door because everyone was already in for dinner. However, Chris's ID was not checked because we had already known he was not of legal age, and he did not receive any beer at the party.

Chris was found passed out in a dorm hallway about 1:30 am, by an ISU Patrol. He was arrested for public intoxic. Chris reported that night that he had received the beer at our house and went out with a couple of guys from the house after the party broke up around 10 pm, after the AOPi's left, and went to another party in the dorms. They got separated and Chris, who was not familiar with the campus, passed out. The members from my house looked for more than an hour to find Chris, but they couldn't. They figured he either found a place to stay for the night, or he went back to the house.

I was not informed until the next morning of the incident. I did not see them leave the house that night. After talking to the guys that took him out, they said that they had been drinking in their room upstairs away from the party, and then left to go to



another party in the dorms, where they got separated.

We realize that this is a very serious incident and we certainly are thankful that Chris did not get hurt in any way. I personally have learned a lot, and have expressed my feelings to the chapter on our new policies. After discussing the incident with Jeff Cufaude, ISU Greek Affairs Coordinator, and Tav Marks, the head of IFC Judicial. I reported to the chapter that things were going to change.

Things have changed over the past few semesters, especially at Phi Chapter. It's my goal as being elected to my second term as president to get Phi Chapter heading in the right direction before I graduate in December. The idea of BYOB is new at ISU, and there is no overall BYOB policy among the fraternities. The level of this new policy is at different stages throughout the Greek System and I personally think that it is becoming more popular. Several alumni that have recently graduated were snocked, to say the least, about this new alcohol policy, however I feel very confident of its success.

Once again we have learned from our mistakes. I made it clear to our returning alumni during the past VEISHEA celebration here at Iowa State, that we were to have no kegs. That is something of a tradition in the past, where a returning alumni buys a keg for the house. But that did not happen this year or will not happen in the future. The responsibility of having a party is too great to risk 70 years of tradition of Phi Chapter at ISU. Our future is on shaky grounds now, but we do have the personal to fill the house and pay our financial obligations. There is a lot to learn and I plan on meeting with Jeff Cufaude the first week back in the Fall Semester.

Once again a lot of things have changed at Phi Chapter, a lot of the older guys are gone, which in a way makes running the chapter my way a whole lot easier. I do feel we are heading in the right direction and I feel we've learned a lot from this incident so it will never happen again. Again, there is a lot happening this next week to prepare for finals. I will be leaving Monday, May 14 for summer, if I can be of any more help please let us know, my summer address is:

Todd M. Maiellaro  
13805 Poppleton Cr.  
Omaha, NE 68144  
(402)333-2271

Fraternally Yours,



Todd M. Maiellaro, HSP

cc: Jeff Cufaude, IFC Greek Affairs Coordinator  
AlSiPhi Board Officers



PANHELLENIC AND INTERFRATERNITY  
COUNCILS  
STATE UNIVERSITY

RECEIVED

MAY 16 1990

May 9, 1990

Alpha Sigma Phi Fraternity, Inc.

Todd Maiellaro, President  
Alpha Sigma Phi Fraternity  
2717 West Street  
Ames, IA 50010

Dear Todd,

Thanks for meeting with Jeff Cufaude and me last week to discuss Alpha Sigma Phi's involvement in the Christopher Roberts' incident May 1. Although this is viewed as a serious matter, we were pleased with your cooperation and willingness to improve the fraternity's future efforts.

Two critical issues were raised during the meeting that must be analyzed further by the chapter. They were the lack of supervision of Mr. Roberts by the executive officers, and the absence of any planning or structure for post-Olympic activities.

To help resolve these problems we would like the fraternity to examine how the problems developed, and to formulate a set of guidelines next semester to address various risk management issues. Specifically, Alpha Sigma Phi should:

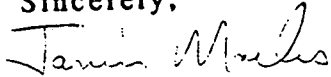
- \* Investigate how alcohol was obtained by Mr. Roberts. This report is to also detail the fraternity's perceptions of the problem, actions taken to discipline the individual(s) involved, and plans made to ensure that potential for a similar matter does not exist in the future. This report should be submitted to the Greek Affairs Coordinator by Thursday, May 17.
- \* Arrange a meeting with the Greek Affairs Coordinator, Inter-fraternity Council Risk Management Chairman, and Alpha Sigma Phi President and Social Chairman prior to any social events of the fall semester, 1990. This meeting will help to clarify risk management issues and alcohol policies affecting the fraternity, and should provide the basis for a chapter discussion of similar issues.
- \* Submit a proposal to the Greek Affairs staff prior the annual Porch Party, and again before Greek Week, that details all party aspects. (eg. anticipated number of guests, amount of alcohol, alternative beverages, door workers, etc.).

Α Β Γ Δ Ε Ζ Η Θ Ι Κ Λ Μ Ν Ξ Ο Π Ρ Σ Τ Υ Φ Χ Ψ Ω



If you have any questions or comments concerning our suggestions, please call me at 292-5553. Thanks again for your help.

Sincerely,



Jamin Marks  
Judicial Board Chairman

cc. Greek Affairs Coordinator  
IFC Risk Management Chairman



## ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

June 18, 1990

Mr. Jonathan A. Clark, HSP  
Beta Epsilon Chapter  
c/o Apt. 302  
425 Brighton Street  
Bethlehem, PA 18015

Dear Jonathan,

Thank you for your cooperation over the past few weeks as we gathered information on Beta Epsilon's April 20, 1990 violation of the Lehigh University Code of Conduct and the Alpha Sigma Phi Risk Management Policy. As we have discussed by phone, the chapter has violated the Fraternity Risk Management Policy by allowing and/or providing for the consumption of alcohol by individuals under the age of 21.

This is a serious violation and Grand Senior President Hamburger has placed Beta Epsilon on "administrative suspension," effective immediately. This means that your chapter will not have a vote at the National Convention this summer, and that your chapter's activities will be carefully monitored during the coming year. Further, the following additional requirements have been set for the chapter:

1. The Grand Council supports the University's disciplinary action upon the chapter. Failure to follow through on university requirements will be considered a violation of Fraternity requirements.

2. The chapter is required to participate in the Fraternity's national "Standards of Excellence" program for 1990-91. This will require the chapter to submit a report to the Grand Council by October 15, 1990 regarding the chapter's plans to achieve excellence. The chapter is required to submit progress reports on these plans on 12/15/90, 3/1/91, and 6/1/91.

3. As a tool to initiate these "excellence plans," the chapter is required to hold a retreat during the first four weeks of the 1990-91 school year. Jonathan, you are required to work with Brothers Blythe, Dekorte, and DiGiacomo, and with me, to choose the date and location of the retreat. The retreat will cover Goal Setting, Risk Management, Alumni Communication, Alcohol Abuse Prevention, and other topics you feel are important. Please contact me as soon as possible to begin preparations for the retreat. All members will be required to attend.






The purpose of these requirements is to support Beta Epsilon towards the goal all Alpha Sigs share: excellence. The Grand Council is confident that the chapter will respond positively to the administrative suspension and university probation, and that 1990-91 will be a great year for Beta Epsilon. If all these requirements are implemented positively, then the chapter may request that the suspension be lifted as early as January 1, 1991.

Jonathan, I will expect a call from you within the next ten days to discuss the retreat and to see if you have any questions about these requirements. I look forward to talking with you soon.

Warm fraternal regards,



Robert M. Sheehan, Jr.  
Executive Director

RMS/rr

cc: John R. Chaney, Executive Vice President  
Edmund A. Hamburger, Grand Senior President  
Robert G. Cabello, Grand Marshal  
Philip Blythe, Faculty Advisor  
John H. Luckenbill, Grand Province Chief  
Robert Robeson, Greek Affairs Coordinator  
Jeffrey J. Dekorte  
Richard A. DiGiacomo, Alumni Corporation/Association President  
Charles M. Slinghoff, Jr., Alumni Corporation/Association Treasurer  
All Beta Epsilon Undergraduate Brothers





NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: Richard A. DiGiacomo, Beta Epsilon,  
Alumni Corporation President  
Jeff DeKorte, Chapter Advisor  
Philip Blythe, Faculty Advisor

FROM: Robert M. Sheehan, Jr., Executive Director *RMS*

RE: Beta Epsilon Alcohol Violation

DATE: May 23, 1990

All of you are aware of the alcohol violation which occurred at our Beta Epsilon chapter house on April 20. Among other things, alcohol was provided to minors which is a violation of Lehigh University policies and Alpha Sigma Phi's Risk Management Policy (enclosed). Correspondence from the university and from chapter president Jonathan Clark is enclosed for your review.

The Grand Council will be taking action regarding the violation. Violations of this type by other chapters have previously resulted in the administrative suspension of the chapter's charter as well as additional "educational sanctions." Examples of "educational sanctions" have included, again in previous situations, requirements for holding chapter retreats, reviews of chapter membership, and/or requirements that other educational programs be implemented.

It is important to the Grand Council that the sanctions imposed fit the specific chapter's situation. We want the sanctions to support the goal we all have for Beta Epsilon--excellence. This is where I need your help. I need your thoughts and insights regarding the chapter's needs, challenges, and opportunities.

Please give me a call as soon as possible with your thoughts so I may communicate them to the Grand Council. In this way, we can develop a collective response to this violation that we all feel builds a positive future for the chapter. I look forward to hearing from each of you soon.

---

RMS/hmd

cc: Edmund A. Hamburger, Grand Senior President  
Robert G. Cabello, Grand Marshal & Director of Provinces  
Robert Robeson, Greek Affairs Coordinator  
Charles M. Slinghoff, Jr., Alumni Corporation Treasurer  
John H. Luckenbill, Grand Province Chief  
Jonathan A. Clark, HSP





RECEIVED

MAY 21 1990

University Center 29  
Bethlehem, Pennsylvania 18015

215-758-4156

May 9, 1990

Alpha Sigma Phi Fraternity, Inc.

Jonathan Clark, President  
Alpha Sigma Phi  
Box F-2

Dear Jonathan:

An Administrative Hearing was held on Monday, May 7, 1990 at 9:00 a.m. in the University Center. I served as the Administrative Hearing Officer and Alpha Sigma Phi was charged with the following:

1. Violation of University Code of Conduct, "Offenses against Lehigh: (4) violating any published or posted rules or regulations;" specifically: Violation of Social Police Rules #D.1.a., #D.1.b., #D.1.c.1., #D.1.c.2., #D.1.c.3., #D.1.c.4., #D.1.d., #D.1.g., #D.1.h.1., #D.1.h.2., #D.1.h.3., #D.2., and #D.5; specifically, as it relates to sunrise cocktails on April 20, 1990 with Alpha Omicron Pi sorority.
2. Violation of University Code of Conduct, "Offenses of possession: (1) the unauthorized use, distribution, or possession of any controlled substance or illegal drug on Lehigh premises or at activities sponsored by or affiliated with the university;" specifically, distributing alcohol to individuals under the age of 21.
3. Violation of University Code of Conduct, "Offenses against the peace: (1) intentionally or recklessly interfering with activities sponsored by or affiliated with the university, including but not limited to studying, teaching, research, administration, fire prevention, police activities, or another's exercise of freedom expression;" specifically, distributing alcohol during the event called "sunrise cocktails" immediately prior to Friday's class schedule.

I have found you guilty to the above charges.

After reviewing the interviews with the witnesses and the discussion with you, I have come to the conclusion that these actions were serious and absolutely unacceptable. Based on that finding, I would like to inform you of the sanctions placed on Alpha Sigma Phi:



1. The house will be closed and not available during Senior Week.
2. Eight weeks of social probation; 3-4 have already been served; the remainder will be served upon return in the fall.
3. I am requesting that a representative from Nationals and alumni advisors spend some time with the leadership in reviewing officer responsibilities.
4. The fraternity must plan and implement a social policy psychodrama for the Fall, 1990.

Rationale:

The evidence presented by the chapter was limited since none of the event planners were available. What was presented pointed to the belief that this was an event organized by the seniors in the house. It is not clear what level of pre-planning was done; however, the Alpha Omicron Pi's clearly were planning to attend earlier in the week. #1 sanction is directed at the seniors since the president indicated that the event was a senior event orchestrated by seniors. Those brothers blatantly disregarded the spirit and the specifics of the social policy. There was no evidence of any check of I.D.'s or responsible distribution. The party was not registered and violated the rules.

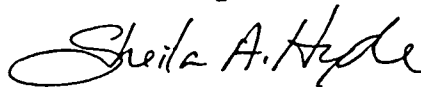
It's disconcerting that this happened four days after the chapter got off University disciplinary probation imposed by IJC. It is also disturbing that the president did not present a very effective case for the hearing (witnesses and earlier cooperation). In the closing statement, the president admitted that he was convinced that alcohol was present but that he still maintained a not guilty plea.

It is clear that underage individuals were served alcohol at the chapter on the date and time listed. It is also clear that at least two of those students were intoxicated and one was cited for public drunkenness on campus. This irresponsible distribution of alcohol at an unregistered party is totally unacceptable and will not be tolerated. The president's inability to provide appropriate information through appropriate witnesses (brothers) suggests the chapter's apparent disregard for the judicial process.



The appeal procedures for a decision rendered by the Administrative Hearing Officer are listed in the Lehigh University Student Handbook. Should you feel there is a basis for an appeal, please consult the handbook and contact Dean Terry Curran. Appeals must be in writing and submitted within seven days of the date of this letter. If you have any questions about the decision itself or the contents of this letter, please contact me directly.

Sincerely,

A handwritten signature in cursive script that reads "Sheila A. Hyde".

Sheila Hyde

SAH/gt

cc: Dean Terry Curran  
Bob Robeson





## Alpha Sigma Phi

Beta Epsilon Chapter  
Lehigh University

Sage Park  
Bethlehem, Pennsylvania 18015

May 16, 1990

Dear Rob,

I apologize for the delay, it's been a busy past two weeks. I only hope I will be rewarded for all the studying I did for my final exams.

It's too bad I have to write to you under these circumstances. Of course the matter I am referring to is the incident that occurred on April 20th at the Beta Epsilon Chapter House.

The event was somewhat spontaneous, being loosely planned less than one week ahead of time with the Alpha Omicron Pi Chapter. On April 20th at approximately 7:15 a.m., the AOPi sisters began to show up at the house. Throughout the course of this event there was approximately seven brothers (all of which are 21) and twenty sorority sisters. All the alcohol served was provided by individual members of the house, and was set out on the bar for self-service. This early morning gathering was broken up at 11:30 a.m. by Lehigh's Coordinator of Greek Affairs, Bob Robeson. At noon, when I returned from an 11 o'clock exam, I was briefed by Bob as to what had happened.

A couple of weeks later Lehigh sent me a charge sheet which I have enclosed for you. Please understand that I plead not guilty to all the charges in hopes that my testimony would lead to a lesser sentence. This of course was not the case and we were found guilty on all three charges. The sanctions imposed I believe were fair, they included: social probation for eight weeks; a leadership meeting with our alumni; and an alcohol awareness program.



Unfortunately the timing of our trial was not convenient. It was difficult to bring the house together to discuss what had happened and how we were going to remedy the situation. Of course this was due to the fact that the trial fell during final exams.

It's all past us now. I honestly think we got our just deserts. I only hope we can continue moving forward. If you have any further questions, please don't hesitate to call me at this temporary phone number (215) 691-7759.

Yours in Brotherhood

  
Jonathan A. Clark  
HSP Beta Epsilon



File -  
Lehigh

RICHARD A. DIGIACOMO  
RD #3 BOX 62  
DANVILLE, PA. 17821  
MAY 29, 1990 RECEIVED

BILL LUBBERS, ALUMNI OFFICERS AND KEY HOUSE PERSONNEL,

SUBJECT: I OWE MOST OF YOU A LETTER, SO HERE'S AN UPDATE AND MY THOUGHTS

GENTLEMEN,

I OWE BILL LUBBERS A LETTER TO UPDATE HIM ON THE SITUATION IN AEP. PLEASE EXCUSE ME IF I RAMBLE A BIT BUT THERE IS A FAIR AMOUNT TO DISCUSS. HERE GOES.

WE HAD A VERY PLEASANT 60TH ANNIVERSARY ON APRIL 7TH AS TED GALLASHER CAN ATTEST. THE YOUNG BROTHERS AND THEIR DATES WERE ELEGANT AND IMPRESSIVE AND I AM SURE WE WERE ALL PROUD TO BE ALPHA SIGS. AT THE AFFAIR, MENTION WAS MADE OF BILL LUBBERS' DESIGNATION IN HIS (AND HIS WIFE'S) WILL OF SIGNIFICANT FUNDS OF \$50,000 EACH TO ALPHA SIGMA PHI'S EDUCATIONAL FUND BENEFITING ACTIVE BETA EPSILON BROTHERS. WE DID NOT MENTION BILL BY NAME, BUT MANY ALUMNI AND OFFICERS ARE AWARE OF THE SOURCE, KNOWING WHO CARES AND WHO HAS DEEP ROOTS.

SINCE CHARLIE SLINGHOFF AND I HAVE GIVEN WORD TO ALL CONCERNED OF OUR ABSOLUTE INTENTION TO RESIGN THE BOARD AFTER THE SPRING MEETING IN 1991, NEITHER HE NOR I ARE WILLING TO DO A FUND RAISER TO BUILD ON THE FOUNDATION WHICH BILL LAID DOWN. IT IS MY EXPECTATION THAT LARRY HUNTER, TOM POTASH AND JEFF DEKORTE WILL ORGANIZE A FUND DRIVE WITHIN A YEAR AND ATTEMPT TO ESTABLISH AN EVENTUAL FUND OF \$250,000+ FROM WHICH THE ANNUAL INTEREST WILL BE AVAILABLE TO ACTIVE BE BROTHERS TO DEFRAY TUITION COSTS (EDUCATION EXPENSES).

1989/1990 HAS BEEN AN EXTREMELY TENSE YEAR FOR AEP AT LEHIGH. IT ALL STARTED WITH THE JULY 27TH NOTIFICATION OF ASBESTOS IN OUR HOUSE. THE ORIGINAL PROPOSAL TO SPEED \$157,000 TO REMOVE THE ASBESTOS TO MAKE OUR HOUSE "SAFE" EVENTUALLY COST \$145,000 GIVE OR TAKE. LEHIGH HAS NOT ENDEARED ITSELF WITH OUR ACTIVES OR ALUMNI WITH ITS EXTREMELY BUSINESS-LIKE (COLD HEARTED) POSITION OF FORCING THIS COST ON PRESENT OR FUTURE BROTHERS. THIS ISSUE IS NOT SETTLED AND LEHIGH IS NOT RESPONDING TO OUR NEEDS BY NOT ADDRESSING THE MATTER UNLESS PROMPTED BY THREATENING LETTERS FROM SOME OF OUR ALUMNI. I FEEL IT IS USEFUL TO CONTINUE THE LETTERS OF COMPLAINT TO MAKE LEHIGH UNDERSTAND THAT WE WILL NOT SIMPLY FORGET AND ACCEPT THEIR WILL.

WE HAD TO RELOCATE TO "HILLHOUSE" FOR MORE THAN A SEMESTER WHILE ASBESTOS WAS REMOVED FROM AEP HOUSE. THIS MOVE ADDED PRESSURE TO THE ACTIVES BY MAKING RUSHING MORE DIFFICULT. I BELIEVE THE SENIORS WHO HAD ABSORBED MORE OF LEHIGH'S RULE CHANGES DURING THEIR FOUR YEARS AT LEHIGH, AND MORE COST ESCALATION THAN THE YOUNGER BROTHERS, BECAME MORE FRUSTRATED TOWARD LEHIGH THAN YOUNGER BROTHERS. WHEN THE TIME CAME TO MOVE BACK INTO AEP CHAPTER HOUSE IN EARLY MARCH, I WAS SHOCKED AND DISSAPPOINTED WHEN I RECEIVED A CALL FROM LEHIGH INFORMING ME THAT THE ACTIVES HAD SPRAY PAINTED OBSCENE GRAPHITTI IN THE NEWLY PAINTED MAIDS CLOSET AND THAT SEVERAL WARDROBES WHICH WERE BRAND NEW, WERE CUT BY BROTHERS TO INSTALL ROOM LOFTS. THE DAMAGES WERE ATTRIBUTED PRIMARILY TO SENIORS. NOW I CAN UNDERSTAND THE PENT UP FRUSTRATION THAT OUR ACTIVES HAD AGAINST THE ADMINISTRATIVE SERVICES/FACILITY SERVICES/FINANCIAL SERVICE ETC. AT LEHIGH, BUT THAT DOES NOT GIVE ANY OF US THE RIGHT OF DAMAGING OUR OWN HOUSE. WHAT HAS BECOME OF OUR STANDARDS OF INTEGRITY? I WAS VERY,



DISAPPOINTED WITH THE ACTIVES AND I CAME WITHIN A WHISKER OF RESIGNING ON THE SPOT AS DID CHARLIE SLINGHOFF. THROUGH THE INTERCESSION OF JEFF DEKORTE I DECIDED NOT TO ABANDON THE ACTIVES BECAUSE THEY APPARENTLY NEEDED SOME SERIOUS GUIDANCE THEN MORE THAN MOST TIMES. I TOLD LEHIGH THAT IF THEY COULD FIND THE GUILTY PARTIES TO THROW THE BOOK AT THEM TO THE FULL EXTENT OF LEHIGH LAW, TO REPAIR ALL DAMAGES AND TO BILL THE RESPONSIBLE INDIVIDUALS. I LATER FOUND OUT THE GUILTY PARTIES WERE SENIORS AND LEHIGH DEALT WITH THEM APPROPRIATELY. I HAD THOUGHT THAT THE ACTIVES WOULD WRITE TO ME APOLOGIZING FOR THEIR ACTIONS BUT NO SERIOUS REMORSE WAS EVER EXPRESSED. I HOPE THE LACK OF AN APOLOGY FROM THE ACTIVES DOES NOT MEAN THEY DO NOT THINK THE DAMAGES ARE ACCEPTABLE RESPONSE TO LEHIGH'S POLICIES. WHAT A MISERABLE LESSON TO GIVE THE NON-SENIORS. AT OUR BOARD OF DIRECTORS MEETING WHICH WAS HELD ON FRIDAY APRIL 6TH, THE DAY BEFORE OUR GALA 60TH ANNIVERSARY BLACK & WHITE FORMAL, I POINTEDLY MADE MY DISPLEASURE KNOWN TO ALL ATTENDING AND I TOLD THE ACTIVES THAT THEY WERE MISSING THE POINT OF WHAT IS EXPECTED WHEN YOU ARE AN ALPHA SIG. TED GALLAGHER CAN VOUCH FOR MY POSITION AT THAT MEETING.

AT ANY RATE, I EXPECTED THE ACTIVES TO STEAR CLEAR OF TROUBLE WITH LEHIGH FOR THE REMAINING SIX WEEKS UNTIL GRADUATION. IMAGINE MY FEELINGS WHEN I RECEIVED A CALL FROM BOB ROBESON SEVERAL WEEKS AGO INFORMING ME OF AN ILLEGAL 'SUNRISE COCKTAILS' PARTY SPONSORED BY AEP AND A LEHIGH SORORITY WHICH CAME TO LIGHT WHEN ONE OF THE YOUNG LADIES WAS FOUND STUMBLING DRUNK ON LOWER CAMPUS AND WHEN PICKED UP, PROMPTLY INFORMED LEHIGH AUTHORITIES WHERE SHE HAD INDULGED.

NOT TO MAKE LIGHT OF A SERIOUS SITUATION, THIS SHOULD TEACH THE YOUNG MEN SOME VALUABLE LESSONS. FIRST, YOU CAN'T TRUST WOMEN AND SECOND, THEY CAN'T HOLD THEIR LIQUOR. BUT TO BE SERIOUS - HOW STUPID CAN THE ACTIVES BE TO DO THIS WHEN SKATING ON THIN ICE WITH BOTH ~~THE~~ ALUMNI AND WITH LEHIGH? JON CLARK IS A VERY RESPONSIBLE YOUNG MAN, BUT I DID NOT RECEIVE A CALL FROM HIM THEN OR TO THIS DAY TO ALERT ME TO THIS NEW SITUATION - LEHIGH HAD TO CALL AGAIN. EVERY TIME I PICK UP A PHONE AND HEAR IT IS LEHIGH CALLING, MY FIRST THOUGHTS ARE "WHAT HAVE THE ACTIVES DONE THIS TIME?"

I LEARNED FROM LEHIGH THAT CLARK TOLD THEM (LEHIGH) THAT THE PARTY WAS NOT PLANNED IN ADVANCE AND WAS THE WORK OF SENIORS - THE FRUSTRATED SENIORS. IF I HAD BEEN MARRIED TO AEP, A DIVORCE WAS IN ORDER. I INSTRUCTED LEHIGH TO IMPOSE THE MOST SEVERE PENALTIES ON AEP. I WOULD NOT INTERPOSE ON THEIR BEHALF. I FURTHER TOLD LEHIGH THAT SINCE SENIORS WERE TO BLAME, THE CHAPTER HOUSE WAS NOT TO BE OPENED FOR SENIOR WEEK. AFTER ALL, THE SENIORS HAD CLEARLY DEMONSTRATED THEIR CLEAR LACK OF REGARD FOR AUTHORITY AND THE ESTABLISHED RULES OF LEHIGH SOCIETY. WHERE AND WHEN DID THE SENIORS LOOSE THEIR INTEGRITY? HAD THEY NOT YET LEARNED AND WHAT WILL BECOME OF THESE YOUNG MEN IN THE REAL WORLD? I WAS CONCERNED THEY WOULD TRASH THE HOUSE DURING SENIOR WEEK AND I FELT THE SENIORS BETRAYED ME. I OWE THEM NO CONSIDERATION!

LAST WEEK I RECEIVED ANOTHER CALL FROM LEHIGH INFORMING ME THAT JON CLARK (HSP) HAD MET WITH LEHIGH AND HAD ADMITTED THAT THE 'SUNRISE COCKTAIL PARTY' WAS INDEED PLANNED SOME DAYS IN ADVANCE AND THAT SENIORS WERE NOT SOLELY TO BLAME. LEHIGH WANTED TO KNOW IF I WOULD ALLOW THE HOUSE TO BE OPENED DURING SENIOR WEEK. I STILL REFUSED. I FELT THAT AEP HAD MISREPRESENTED THE TRUTH WITH LEHIGH AUTHORITIES AND WHEN THEY LEARNED THAT I WANTED THE HOUSE CLOSED DURING SENIOR WEEK, THE STORY CHANGED AND SENIORS WERE NOT SOLELY RESPONSIBLE. THIS IS NOT AN AUCTION, IF YOU DO NOT LIKE THE PENALTY, YOU CAN NOT CHANGE YOUR STORY. LEARN TO BE TRUTHFUL AT ALL TIMES. THE WRONG WITH THE FABRIC OF OUR SOCIETY CAN BE SEEN IN THE STANDARDS OF THE ACTIVES OF AEP. THEY SHOULD HAVE FEW COMPLAINTS IF THE WORLD DOES NOT GO WELL FOR THEM IN THE FUTURE. I SUSPECT THEY MAY BE PART OF THE PROBLEM AND I HOPE THEY SOON WAKE UP.



AGAIN LAST WEEK, JEFF DEKORTE CALLED AND SUGGESTED THAT KEEPING THE HOUSE CLOSED DURING SENIOR WEEK WILL BE AN EXTREME INCONVENIENCE AND THAT SOME PEOPLE WILL HAVE TROUBLE FINDING ROOMS LOCALLY. JEFF SUGGESTED A COMPROMISE TO ALLOW THE SENIORS OCCUPY AEP FRIDAY AND SATURDAY NIGHTS (6/1 & 6/2) AND DEPART SUNDAY MORNING - GRADUATION ON JUNE 2<sup>ND</sup>. OUR FACULTY ADVISOR, PHILLIP BLYTHE, HAS AGREED TO STOP IN THE HOUSE FOR APPROX. 1/2 HOUR BOTH NIGHTS TO KEEP AN EYE ON THINGS. I HAVE AGREED WITH THIS COMPROMISE AND JEFF DEKORTE HAS CONTACTED LEHIGH TO INFORM SHEILA HYDE OF MY POSITION. I REMAIN CONCERNED THAT THE SENIORS MAY TRASH THE HOUSE JUDGING FROM THE ATTITUDE THEY HAVE DEMONSTRATED THIS YEAR. IF I AM AGAIN BURNED BY THE ACTIVES, I WILL RESIGN IMMEDIATELY RATHER THAN SERVING THE BOARD OF DIRECTORS UNTIL THE SPRING OF 1991. I SINCERELY HOPE THE SENIORS TAKE RESPONSIBILITY FOR THEIR ACTIONS REGARDING "SENIOR WEEKEND" THIS SPRING AND NOT FORCE ME INTO EARLY RETIREMENT. THE REMAINING ACTIVES NEED ALUMNI GUIDANCE NOW IF BETA EPSILON CHAPTER IS TO CONTINUE TO FUNCTION AT LEHIGH.

IN CLOSING, I KNOW THAT MOST ALUMNI AND SOME ACTIVES SHARE MY SENTIMENTS AND VALUES. I PERSONALLY WOULD NOT ENJOY LEHIGH AND AEP AS MUCH IN 1990 AS I DID IN THE MID-1960S BECAUSE WE ENJOYED MUCH GREATER FREEDOMS TO GOVERN OUR OWN ACTIONS IN THOSE YEARS. BUT TIMES CHANGE, AND NEW RULES ARE MADE AND WE ARE OBLIGATED TO ABIDE BY THE RULES. CHANGE SEEMS TO BE COMING AT A GREATER PACE NOW THAN IN THE PAST AND THIS CERTAINLY CONTRIBUTES TO FRUSTRATIONS EXHIBITED BY OUR ACTIVES. THIS STILL DOES NOT AND NEVER WILL GIVE US THE RIGHT TO BREAK RULES. I WANT JON CLARK TO READ THIS LETTER OR EXERPTS FROM IT TO OUR ACTIVES AT A HOUSE MEETING IN THE FALL WHILE ENDURING SOCIAL PROBATION FOR THE "SUNRISE COCKTAIL" PARTY. I TRUST THAT THE MAJORITY OF THE ACTIVES WILL UNDERSTAND MY POSITION AS AN AEP ALUMNI AND AS A FATHER OF COLLEGE AGE CHILDREN.

COPIES TO:

TED GALLAGER, BILL LUBBERS  
JON CLARK (HSP), CHAS. SLINGHOFF,  
JEFF DEKORTE, TOM POTASH, LARRY WINTER

FRATERNALLY,

Di Xi

RICHARD A. DIGIACOMO '68





RECEIVED

MAY 21 1990

University Center 29  
Bethlehem, Pennsylvania 18015

Alpha Sigma Phiaternity, Inc.

215-758-4156

May 9, 1990

Jonathan Clark, President  
Alpha Sigma Phi  
Box F-2

Dear Jonathan:

An Administrative Hearing was held on Monday, May 7, 1990 at 9:00 a.m. in the University Center. I served as the Administrative Hearing Officer and Alpha Sigma Phi was charged with the following:

1. Violation of University Code of Conduct, "Offenses against Lehigh: (4) violating any published or posted rules or regulations;" specifically: Violation of Social Police Rules #D.1.a., #D.1.b., #D.1.c.1., #D.1.c.2., #D.1.c.3., #D.1.c.4., #D.1.d., #D.1.g., #D.1.h.1., #D.1.h.2., #D.1.h.3., #D.2., and #D.5; specifically, as it relates to sunrise cocktails on April 20, 1990 with Alpha Omicron Pi sorority.
2. Violation of University Code of Conduct, "Offenses of possession: (1) the unauthorized use, distribution, or possession of any controlled substance or illegal drug on Lehigh premises or at activities sponsored by or affiliated with the university;" specifically, distributing alcohol to individuals under the age of 21.
3. Violation of University Code of Conduct, "Offenses against the peace: (1) intentionally or recklessly interfering with activities sponsored by or affiliated with the university, including but not limited to studying, teaching, research, administration, fire prevention, police activities, or another's exercise of freedom expression;" specifically, distributing alcohol during the event called "sunrise cocktails" immediately prior to Friday's class schedule.

I have found you guilty to the above charges.

After reviewing the interviews with the witnesses and the discussion with you, I have come to the conclusion that these actions were serious and absolutely unacceptable. Based on that finding, I would like to inform you of the sanctions placed on Alpha Sigma Phi:



1. The house will be closed and not available during Senior Week.
2. Eight weeks of social probation; 3-4 have already been served; the remainder will be served upon return in the fall.
3. I am requesting that a representative from Nationals and alumni advisors spend some time with the leadership in reviewing officer responsibilities.
4. The fraternity must plan and implement a social policy psychodrama for the Fall, 1990.

Rationale:

The evidence presented by the chapter was limited since none of the event planners were available. What was presented pointed to the belief that this was an event organized by the seniors in the house. It is not clear what level of pre-planning was done; however, the Alpha Omicron Pi's clearly were planning to attend earlier in the week. #1 sanction is directed at the seniors since the president indicated that the event was a senior event orchestrated by seniors. Those brothers blatantly disregarded the spirit and the specifics of the social policy. There was no evidence of any check of I.D.'s or responsible distribution. The party was not registered and violated the rules.

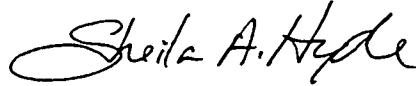
It's disconcerting that this happened four days after the chapter got off University disciplinary probation imposed by IJC. It is also disturbing that the president did not present a very effective case for the hearing (witnesses and earlier cooperation). In the closing statement, the president admitted that he was convinced that alcohol was present but that he still maintained a not guilty plea.

It is clear that underage individuals were served alcohol at the chapter on the date and time listed. It is also clear that at least two of those students were intoxicated and one was cited for public drunkenness on campus. This irresponsible distribution of alcohol at an unregistered party is totally unacceptable and will not be tolerated. The president's inability to provide appropriate information through appropriate witnesses (brothers) suggests the chapter's apparent disregard for the judicial process.



The appeal procedures for a decision rendered by the Administrative Hearing Officer are listed in the Lehigh University Student Handbook. Should you feel there is a basis for an appeal, please consult the handbook and contact Dean Terry Curran. Appeals must be in writing and submitted within seven days of the date of this letter. If you have any questions about the decision itself or the contents of this letter, please contact me directly.

Sincerely,

A handwritten signature in cursive script that reads "Sheila A. Hyde".

Sheila Hyde

SAH/gt

cc: Dean Terry Curran  
Bob Robeson



## ALPHA SIGMA PHI FRATERNITY

June 18, 1990



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

Mr. Pete Padilla, HSP  
Alpha Omicron Chapter  
779 Jennings Avenue  
San Antonio, TX 78225

Der Pete,

Thank you for calling me a couple of weeks ago to discuss your chapter's violation of the Fraternity Risk Management Policy. Specifically, the chapter's violation is that you held a party where alcohol was purchased by the chapter and provided to those in attendance — including minors.

This is a serious violation, Pete, and Grand Senior President Hamburger has placed Alpha Omicron on "administrative suspension," effective today. You are required to send me a letter by August 1, 1990 which explains the changes your chapter will be implementing this fall regarding social functions and alcohol. You are further required to submit a follow-up report to the National Headquarters by December 1, 1990 which explains how successful those changes have been. If both of these reports are satisfactory, then it is possible that the suspension could be lifted by February 1. However, if the reports are not satisfactory and/or the chapter violates the Risk Management Policy again, then more severe sanctions may be taken by the Grand Council. Your chapter will not have a vote at the National Convention because you are on administrative suspension.

Pete, I was pleased to hear that your chapter suspended the brothers who were involved in the fight at this party — it shows that you are moving in the right direction. I am confident that you will survive the administrative suspension period successfully. If you have questions about this action, please give me a call. I hope we'll see you at the Convention!

Warm fraternal regards,

Robert M. Sheehan, Jr.  
Executive Director

RMS/rr

Enclosures

cc: Edmund A. Hamburger, Grand Senior President  
Robert G. Cabello, Grand Marshal  
John R. Chaney, Executive Vice President  
John Campbell, Grand Chapter Advisor  
Gary Forney, Grand Province Chief



National Leadership Conference and Convention  
American University  
August 8-12, 1990



July 29, 1990

Robert M. Sheehan  
National Headquarters  
24 WestWilliams St.  
Deleware, Ohio 43015

Pete Padilla, HSP  
Alpha Omicron Chapter  
Box 442  
Marshall, Missouri 65340

Dear Brother Sheehan,

I am sending this letter pertaining to the action taken by the Grand Council on Alpha Omicron. We take full responsibility for our actions. I have discussed this incident with my fellow officers. We feel this is in our best interest not to have any social functions in which alcohol is involved. We tried our best to follow the Risk Management Policies, but we failed. We plan to have functions in which non-alcoholic beverages are served. If we plan any function where alcohol is available, it will be guidedlined by the Risk Management Policies. I will discuss this incident with my fellow brothers' during our first formal meeting. I hope this incident doesn't damper our future with Alpha Sigma Phi, because as you know we are trying to build a environment " To Better The Man".

We will keep striving for success. I hope this letter is satisfactory. We will submit a letter by December 1, 1990. Once again, Thank You for keeping me informed on the events that have taken place.

Fraternally,



Pete Padilla, HSP



May 18, 1990

Mr. Jasper Bianco, HSP  
Alpha Sigma Phi Fraternity  
500 East College Street  
Missouri Valley College  
Marshall, MO 65340



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

Dear Brother Bianco,

As you know, the purpose of the visits of Chapter Leadership Consultants to your chapter is to assist you with the planning of your chapter's future. Our goal is to support you in your efforts to achieve excellence and prominence on your campus—and nationally within Alpha Sigma Phi. The job of a Chapter Leadership Consultant is not to be a policeman—or to spy on you while he visits to see if you break our Risk management Policy. However, all members of the National Headquarters staff are required by the Grand Council to report all violations of the Risk Management Policy of which they become aware.

During Wes Owen's visit to your chapter this past spring he became aware of the fact that you had recently held a party where alcohol was provided through chapter funds and to those in attendance—including minors. This is a direct violation of the alcohol section of the Risk Management Policy.

I will be making a recommendation to the Grand Council regarding the action which should be taken in response to this violation, but I want to give you an opportunity to respond to it. Please write me within the next ten days if you have other facts of which I should be aware before submitting my report. Please feel free to call me if you have any questions regarding this process.

Fraternally yours,

Robert M. Sheehan, Jr.  
Executive Director

RMS/kb  
enclosure

cc: Edmund A. Hamburger, Grand Senior President  
Charles J. Vohs, Grand Treasurer  
John Campbell, Grand Chapter Advisor  
Gary Forney, Grand Province Chief  
Robert G. Cabello, Grand Marshal





July 18, 1990

Dear Brother Hamburger/Grand Council,

In the guidelines set forth by the Grand Council at the conclusion of the reorganization of Alpha Sigma Phi-Gamma Alpha Chapter, it was stated that a live-in resident advisor was to be obtained.

Gamma Alpha, in consultation with university administration and our Alumni Board, request to the Grand Council that the requirement for a resident advisor be dropped. After much discussion among the brotherhood, university and alumni, it has been concluded that a resident advisor would be ineffective and of little benefit to the brotherhood. We thank you for considering the lifting of this requirement.

Fraternally,



Michael P. Holland

1989-1990 HSP, Alpha Sigma Phi  
Gamma Alpha Chapter



### One-Year Goals

1. Scholarship committee and entire program improvement (ie. more incentives and rewards)
2. Philanthropy committee and entire program improvement (ie. more community service and fundraisers)
3. Stricter guidelines enforced and obeyed within in-house political system
4. Greater amounts of social teaching and/or discussions (ie. table manner lesson, interviewing techniques)
5. Greater care of entire household- inside and out

### Three-Year Goals

1. All one-year goals inclusive
2. Continuation of improved rush program
3. Maintenance of a reputable, improved attitude of Alpha Sigma Phi-Gamma Alpha (ie. from perspective of the university administration, alumni, and National Headquarters)
4. Continue to be looked upon as campus leaders of fraternity life at Ohio Northern University

### Five-Year Goals

1. All one- and three-year goals inclusive
2. Continue to develop and improve good programs and committees within Alpha Sigma Phi-Gamma Alpha
3. Obtain financial responsibilities from the University (ie. financial records and accounts once again under our control)



July 18, 1990

Dear Brother Hamburger/Grand Council,

In the guidelines set forth by the Grand Council at the conclusion of the reorganization of Alpha Sigma Phi-Gamma Alpha Chapter, it was stated that a live-in resident advisor was to be obtained.

Gamma Alpha, in consultation with university administration and our Alumni Board, request to the Grand Council that the requirement for a resident advisor be dropped. After much discussion among the brotherhood, university and alumni, it has been concluded that a resident advisor would be ineffective and of little benefit to the brotherhood. We thank you for considering the lifting of this requirement.

Fraternally,

  
Michael P. Holland

1989-1990 HSP, Alpha Sigma Phi  
Gamma Alpha Chapter





# OHIO NORTHERN UNIVERSITY

ADA, OHIO 45810 • Telephone (419) 772-2430

Office of Student Services


RECEIVED

JUN 4 - 1990

State Wide.

Alpha Sigma Phi Fraternity, Inc.

216, 923-6874

by   
7/2.

Mr. Robert M. Sheehan  
Executive Director  
Alpha Sigma Phi Fraternity  
24 W. William Street  
Delaware, OH 43015

Dear Rob:

Now is an appropriate time to issue a "state of the chapter" document relative to events of the past year.

1989-1990 has, in general, been a good year. The young men have responded well to this year's immediate needs and are well aware that next year is their true test, when they are not being "force fed" as much guidance from the National office as they have been this year.

While you may wish to refer to the results of the 1990 Annual Chapter Accreditations for specific program information, it would be accurate to say that significant progress has been made over the last year in the pledge education, alumni relations, University relations, internal discipline board and public relations program areas. The brothers also recognize their need to improve their philanthropy, scholarship, rush and alcohol awareness programs.

Of note in relation to each of these programs is a need to quantify (write down) officer procedures, responsibilities and job descriptions so that more effective transitional periods might lead to better continuity in programs.

This formalization process, when coupled with the setting of realistic one, three, and five year goal setting and planning, would be of great value.

The young men have indicated a clear understanding of the need to formalize programs and set goals with plans to attain them. The key, as many have discussed with the undergraduate men, is follow through on their part.

Turning now to the Review Commission's letter to Grand Senior President Hamburger, dated September 25, 1989, the following specific observations are offered for your review:



ITEM #3:

At the last report the officers were preparing a report addressing goals which are requested in Item #3 (as well as in Mr. Lewis' letter dated March 26, 1990) and other points of concern which are mentioned above. It is not known whether this report has been completed and submitted.

ITEM #4:

An Internal Discipline Board has been established. It has disciplined brothers four times this school year. While this Board may have reacted slowly at times, it has reacted appropriately and set a tone of encouraging individuals to be more responsible for their own actions.

ITEM #5

A group of concerned local alums has been meeting monthly for the school year. This group wisely first attained the trust of the current brotherhood and is now in a position to effectively act as a sounding board and advisory group for the fraternity.

The influence of this group of men on relations regarding Alpha Sigma Phi has been highly positive. Their commitment to the success of the chapter is evident to all concerned and is a welcome addition to members of the C.A.T.

Tom Burchelt (President) and Jack West (Secretary) are heading up this newly formed advisory group. Ben Stahler, Randy VanDyne (Membership Review Committee member), and several others are also active in this informal body of supporters. Ron Wyss, Jim Blair and Brad Hayes, while continuing to be officially recognized as officers of the Triangular Alumni Association, have expressed to the new advisory group a desire to be less involved but available, if necessary.

ITEM #6

It is now the desire of the University that the National disregard this provision. Perhaps if the R.A. had been installed immediately, it would have been a positive effort. Installation of an R.A. at this time would convey from the C.A.T. a message of mistrust to the undergraduates when, in fact, we might collectively reward them for current successes and encourage follow through. Removing this requirement could have a positive impact on many relationships. For these reasons, it is requested that you consider doing so.

ITEM #7

Establishing an Alcohol Awareness program which incorporates peer counseling is a goal which still needs to be met.

ITEM #8

Although a new Grand Chapter Advisor has not been found, a very fine Faculty Advisor has been recruited. Dr. Bob Ward recently joined Ohio Northern University as an assistant professor in civil engineering. He is a highly motivated and concerned individual who relates to athletic young men very well. A former fraternity man, Bob



will be an asset to the chapter and the C.A.T.

ITEM #10

The chapter has participated in the Annual Accreditation program. Concerns addressed in item #3 above and in the introductory paragraphs of this letter apply to item #10.

Items 1,2, and 9 list requirements which have been met.

An additional observation would be that each member of the C.A.T. (alumni, advisor, National and University) expresses an almost unqualified desire to support this group of young men. The progressive atmosphere of mutual cooperation which currently exists is one which chapter officers would do well to continue nurturing. This improved relationship between C.A.T. members also allows for maximum support of the brotherhood as they face the challenges which they will undoubtedly encounter (changing attitudes and behaviors, financial pressures, etc.).

Wes Owen's recent leadership visit to Gamma Alpha bears out much of what this document addresses. It should be noted that the brotherhood had a positive reaction to Wes. His direct, informed style is appreciated by all of us at Ohio Northern University.

Please feel free to contact this office at any time with questions or comments regarding the contents of this letter or your chapter at Ohio Northern University in general.

For Ohio Northern University,



Ronald R. Kuhlman  
Assistant Dean of Students

cc: Steve Vale, President  
Jack West, Alumni Advisory Group  
Bob Ward, Advisor  
Dr. Corle, Dean of Students  
file





NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

March 26, 1990

Mr. Mike Holland, HSP  
Gamma Alpha Chapter  
Alpha Sigma Phi Fraternity  
University Parkway  
Ada, OH 45810

Dear Mike,

Brian sent me a letter regarding the progress of Gamma Alpha. I'm impressed and know that our brothers will continue to improve and excel in all areas of operations. Congratulations on the great job you've done, as well as Brian and the majority of the brothers.

The Grand Council is expecting a written report on the progress and future goals of Gamma Alpha by May 15th. This report should be an in-depth look at every aspect of operation of the chapter, and have goals set for one year, three years and five years.

Please let me know if you have any questions. Congratulations again on the success Gamma Alpha has experienced - keep it going!!

Fraternally,

Randall S. Lewis  
Director of Chapter Services

RSL/hmd

cc: Ron Kuhlman, Greek Advisor  
Randy Van Dyne, Advisor





NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: Edmund A. Hamburger, Grand Senior President  
FROM: Gamma Alpha Review Commission  
RE: Membership Review  
DATE: September 25, 1989

We, the members of the Gamma Alpha Membership Review Commission, interviewed 41 members of Gamma Alpha Chapter on September 24, 1989 in twenty minute segments and recommend the following:

1. That 38 members of Gamma Alpha Chapter remain as active members to support and direct the reorganization of the chapter.

2. That three members (Larry Kramer, Bill Johnson and Andy Parr) be suspended immediately and be instructed not to have anything to do with the chapter for two years or until they graduate, whichever is longer.

3. That the chapter be placed on immediate Administrative Probation during which time their progress would be closely monitored. A written report to the Grand Council will be required by December 5, 1989 to address progress made and plans for the future. Oral and written reports will be required at the 1990 National Leadership Conference & Convention stating progress and goals in one year, three year and five year intervals.

4. That an internal Discipline Board be established to handle the discipline of individual members who violate the rules of conduct and expected behavior. Discipline procedures with certain expectations are to be outlined.

5. Set up an Advisory Board of at least seven alumni members who will help to advise the group, officers and direction of the chapter. This group will meet once a month to review the progress of the chapter.

6. The concept of Resident Advisor for the chapter was discussed. Mr Kuhlman and Brother Cabello were in favor of the suggestion. Brothers Higgins and Van Dyne were not because they felt that the individual would be seen as an outsider and watch dog. They were concerned that the brotherhood would view this action as a lack of trust.

7. That a chapter alcohol awareness program be established which included a large presentation with it being incorporated into the pledge education process. Peer counseling is also strongly advised in the area of intervention.



8. A new Grand Chapter Advisor should be selected and Faculty Advisors should be recruited to help in the positive direction the chapter is taking.

9. A letter from the University cleaning the slate for the chapter and stating that one more incident will not result in the end of Gamma Alpha Chapter of Alpha Sigma Phi.

10. That the chapter participate fully in the Annual Chapter Accreditation Program at Ohio Northern University. The progress will be reviewed and evaluated in the spring with the necessary arrangements made to ensure the success of the chapter.

The commission felt that there is great potential in the remaining members of Gamma Alpha. We feel very positive about the future of the chapter. Although change is never easy, the young men seem to understand that it needs to occur and are willing to do so. We feel that you can look for great things from this chapter in the future.

---

RSL/kb



RECEIVED

MAY 21 1990

Alpha Sigma Phi Fraternity, Inc.

Jack West  
Alumni Advisor

May 17, 1990

Jack:

Just a follow-up on our talks to say that Steve Vale (new pres.), Mike Holland (old pres.), Jim Lewis (Univ. Purchasing) and I met today to discuss the current financial factors.

The meeting was highly successful, positive and each of us came away from it with a greater understanding of how we might all go about helping the men address several issues.

Some salient points from the discussion include, for future reference:

It is possible that the roof may be made serviceable by simply repairing it or by replacing it more inexpensively;

It was generally agreed that the overhead hood fan and dishwasher are end items which must be replaced while the stove and refrigerator might be taken care of less expensively by repairing;

The University is prepared to help with coordinating bids on the kitchen or helping in any way;

The officers may be in a position to move 33 men in vs. the 32 previously discussed;

The officers will approach Jim earlier in subsequent years with the projected number of those planning to live in-house in order to help preclude such late breaking decisions;

Jim and I are prepared as well to help ensure that these budget talks take place at an earlier time (late March, early April);

As I listened to Jim, Mike and Steve brainstorming ideas about cooperatively addressing the kitchen, roof and other financial challenges, it struck me that the active brothers have not complained about paying on the debt incurred by (fulfilling the responsibility of) the Triangular Alumni Association;

Barring any unforeseen circumstances (roof costs not reflected), the active chapter should have the original debt of approx. \$48,000 down to \$12,000 or less by the end of this fiscal year;

This amortization has been occurring by applying end-of-year profits to the debt.



I am not sure how much these salient points might help you in your planning, but I felt you should be aware of them and the fact that they came up during a most positive meeting.

Please give me a call with any questions, thoughts, or concerns which you might have.

Sincerely,

A handwritten signature in dark ink, appearing to be 'R' followed by a horizontal line.

Ron Kuhlman





# OHIO NORTHERN UNIVERSITY

ADA, OHIO 45810 • Telephone (419) 772-2430

Office of Student Services

RECEIVED

MAY 21 1990

May 16, 1990

Alpha Sigma Phi Fraternity  
Rob,  
See third page  
"Meeting scheduled"

Mr. Jack West  
Alpha Sigma Phi  
Secretary,  
Alumni Advisory Board  
20361 St. Rt. 199  
Bowling Green, Ohio 43402

Dear Jack:

Thank-you for the attention which you and the alumni advisors are giving to the chapter. The men are appreciative and positive results have begun to quantify themselves. This letter is sent you as a follow-up to our recent phone conversations.

The leadership in the house has responded exceptionally well to challenges which they have been exposed over the last year. It seems that, just when we all start to praise the officers for their willingness to accept responsibility, they now face what may be the most significant growth opportunities for the "new" Alpha Sigma Phi fraternity.

Financial challenges of an immediate nature which face the fraternity include, among others, the number of brothers in the house and the impact of this number on decisions regarding the kitchen, the roof, and the amortization of the (approx. \$30,000 plus a roof) debt to the University. Salient points regarding these issues are outlined below.

## GENERAL DISCUSSION

It is a good sign that the outgoing officers, incoming officers, alumni leaders and the national officers are in agreement with the need to amortize Alpha Sigma Phi's outstanding debt to the University.

A critical factor in doing so is the number of men living in the house each year. It is understood and appreciated that Alpha Sigma Phi officers and alumni will arrive at a policy in the next year which sets a minimum occupancy requirement for the fraternity (suggest 36, or 90% of the maximum capacity of 40).

Arriving at a number of in-house occupants for the fall 1990 term has proven to be an ordeal. It appears at this time that the officers will go with 32 men in the house for the fall 1990 term.



The University maintains a position of advising fraternities relative to how many brothers should be living the houses while supporting the national officers, alumni leaders, advisors and undergraduate officers in making and enforcing these decisions.

It is the intent to allow chapters and house corporations to control living arrangements within stated University housing policies. There is a feeling within the University that institutional funds should not be used for extending further credit beyond the current indebtedness held by the Triangular Alumni Association of the Alpha Sigma Phi Fraternity.

#### KITCHEN

As we recently discussed, it became apparent during the quarterly house inspection on May 11, 1990 that the Alpha Sigma Phi kitchen is, in its current condition, unsafe and a health hazard. The oven is unsafe to operate, the refrigerator is not properly cooling contents therein, and both the overhead oven fan and the dishwasher are nonfunctional. These major appliances are not in the fraternity's budget as line items.

Intent would be for Alpha Sigma Phi to replace and/or repair these appliance end items and have its kitchen fully operational, meeting University and Hardin County health and safety standards, by July 13, 1990.

While the cost of replacement of these items will be high, it may be possible for repairs to be made at a significant savings. The University is willing to assist in the procurement of estimates and in the coordination of repair/replacement efforts, if desirable.

The July 13 date is coincident with when the fraternity's "work weekend" and chapter retreat are scheduled. This date would, as we shared, provide the chapter with the opportunity to either appreciate the new kitchen operation or to realize the chapter's need to make other dining arrangements for the coming school year.

Should it happen that the kitchen is not on line by July 13, students living in the house would be billed for and expected to eat in the University Dining Service.

The cost of the University board plan (\$605.00 per quarter) is generally higher than that provided by fraternity houses but it includes 21 meals per week.

#### ROOF

Discussion between the University and the undergraduate officers this year has been to cooperatively replace/repair the roof this summer. Based upon this commitment, the University is prepared to help both financially and physically in satisfying this need.



You have indicated the possibility of a former Alpha Sigma Phi affiliate would be able to accomplish this task at a fee less than the estimated \$12,000.00 for which the University has planned to arrange contracting. As we have both observed, close coordination between the University and the fraternity during the planning and implementation phases of this project need to be in order regardless of who does the work.

MEETING SCHEDULED

All parties contacted in regards to these financial factors affecting Alpha Sigma Phi agree that a meeting of the Alumni leaders, the undergraduate officers, the new advisor (Dr. Bob Ward), national officers (if desirable), and the University needs to take place in order to fully discuss these issues which have arisen late in the spring term.

*Rescheduled  
Sat 6/25.*

An arbitrary time and date of 3:00pm, Monday, June 11, 1990 is suggested. Please advise this office if a different time is preferred and, by all means, let's continue the phone conversations and open communication.

Our open exchanges of information and opinions, and continually improving relations in the last year, are testimony to the fact that we collectively desire the best educational experiences for the undergraduate men in Alpha Sigma Phi and that we are willing and able to work together towards this end.

For Ohio Northern University,



Ronald R. Kuhlman  
Assistant Dean of Students

CC: Steve Vale, President  
Tom Borchelt, Alumni Advisor  
Dr. Ward, Faculty Advisor  
Dr. Corle, V.P. for Student Affairs  
Dr. Hassell, V.P. for Financial Affairs  
Mr. Jim Lewis, Purchasing  
✓ Mr. Randy Lewis, National Office





NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: Edmund A. Hamburger, Grand Senior President  
FROM: Gamma Alpha Review Commission  
RE: Membership Review  
DATE: September 25, 1989

We, the members of the Gamma Alpha Membership Review Commission, interviewed 41 members of Gamma Alpha Chapter on September 24, 1989 in twenty minute segments and recommend the following:

1. That 38 members of Gamma Alpha Chapter remain as active members to support and direct the reorganization of the chapter.
2. That three members (Larry Kramer, Bill Johnson and Andy Parr) be suspended immediately and be instructed not to have anything to do with the chapter for two years or until they graduate, whichever is longer.
3. That the chapter be placed on immediate Administrative Probation during which time their progress would be closely monitored. A written report to the Grand Council will be required by December 5, 1989 to address progress made and plans for the future. Oral and written reports will be required at the 1990 National Leadership Conference & Convention stating progress and goals in one year, three year and five year intervals.
4. That an internal Discipline Board be established to handle the discipline of individual members who violate the rules of conduct and expected behavior. Discipline procedures with certain expectations are to be outlined.
5. Set up an Advisory Board of at least seven alumni members who will help to advise the group, officers and direction of the chapter. This group will meet once a month to review the progress of the chapter.
6. The concept of Resident Advisor for the chapter was discussed. Mr Kuhlman and Brother Cabello were in favor of the suggestion. Brothers Higgins and Van Dyne were not because they felt that the individual would be seen as an outsider and watch dog. They were concerned that the brotherhood would view this action as a lack of trust.
7. That a chapter alcohol awareness program be established which included a large presentation with it being incorporated into the pledge education process. Peer counseling is also strongly advised in the area of intervention.



8. A new Grand Chapter Advisor should be selected and Faculty Advisors should be recruited to help in the positive direction the chapter is taking.

9. A letter from the University cleaning the slate for the chapter and stating that one more incident will not result in the end of Gamma Alpha Chapter of Alpha Sigma Phi.

10. That the chapter participate fully in the Annual Chapter Accreditation Program at Ohio Northern University. The progress will be reviewed and evaluated in the spring with the necessary arrangements made to ensure the success of the chapter.

The commission felt that there is great potential in the remaining members of Gamma Alpha. We feel very positive about the future of the chapter. Although change is never easy, the young men seem to understand that it needs to occur and are willing to do so. We feel that you can look for great things from this chapter in the future.

---

RSL/kb



## ALPHA SIGMA PHI FRATERNITY

March 13, 1990

NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

Mr. Chris Ippolitto, HSP  
Alpha Sigma Phi Fraternity  
Beta Theta Chapter  
106 College Avenue  
New Brunswick, NJ 08903

Dear Brother Ippolitto,

During the recent Grand Council meeting in Pittsburgh, the Grand Council approved the removal of the Administrative Suspension that Beta Theta is currently under. There will be two requirements that will need to be met.

These include a written report to the Grand Council by **May 15** of the progress the chapter has experienced, what programs/changes have been implemented, future one year, three year, five year goals, and how the chapter and alumni are making sure that hazing will never creep back into Beta Theta. An oral report will also be required at the August meeting during the National Leadership Conference & Convention, August 8-12.

This action by the Grand Council is a sign of the confidence and trust they have put into Beta Theta Chapter and Alumni. They are proud of your recent performance and look forward to Alpha Sigma Phi being the flagship fraternity at Rutgers. It is important that you continue on your positive track. I cannot stress that enough.

I would strongly suggest that you include this whole incident in your education process so that your new men understand why Alpha Sigma Phi does not require or even suggest that they do ridiculous, degrading and potentially dangerous activities.

Congratulations to all the brothers of Beta Theta Chapter. My sincere thanks to Joe Gurth, Brian Mochnal and others who made significant contributions to the success you have experienced. Keep up the good work!!

Yours In The Mystic Circle,

Randall S. Lewis  
Director of Chapter Services

RSL/kb

cc: Stephen C. Cafiero, Alumni Association/Corporation  
Stevan N. Zullo, Jr., Grand Chapter Advisor  
Teresa M. Loser, Dean of Fraternity/Sorority Affairs  
Al Page, Assistant Dean of Fraternity/Sorority Affairs  
John H. Luckenbill, Grand Province Chief





# Interfraternity Council

CENTRAL MISSOURI STATE UNIVERSITY

Warrensburg, Missouri 64093 • 816-429-4157

April 12, 1990

RECEIVED

APR 27 1990

Alpha Sigma Phi Fraternity, Inc.

Dear, NIC Fraternity:

The Interfraternity Council at Central Missouri State University has decided to expand the fraternity system. The timeline and required procedures for this expansion are enclosed. The Interfraternity Council extends the invitation to submit written materials to all fraternities not currently on campus.

Recolonization of groups previously on CMSU's campus must follow the same procedures. All groups will be given equal consideration. Groups choosing not to follow the guidelines for expansion will not be recognized.

Thank you for your interest.

Sincerely,

*Alan Nordyke*

Alan Nordyke  
Coordinator of Greek Affairs

Todd Heaton  
Interfraternity Council  
President

AN/jw



## TIMELINE FOR EXPANSION OF FRATERNITY SYSTEM

- |  |  |
|--|--|
| 1. Decision to Expand  | Approved by<br>Interfraternity<br>Council<br>April 1, 1990 |
| 2. Announcement to NIC Fraternities                                  | By April 20, 1990  |
| 3. Deadline for Written Presentation<br>from Interested Fraternities | September 1, 1990  |
| 4. Decision on Who to Invite to Make<br>Campus Presentations         | Expansion Committee<br>By October 1, 1990                  |
| 5. Invitations to Present<br>On Campus                               | By October 20, 1990  |
| 6. Scheduled Presentations to<br>Expansion Committee                 | October 29 to<br>November 16, 1990                         |
| 7. Decision/Invitation to Colonize                                   | Expansion Committee<br>By December 7, 1990                 |
| 8. Colonization  | Mid February 1991  |
| 9. Colony Sign Up for Housing<br>(If Available)                      | March 1991   |
| 10. Colony Fully Integrated  | Fall 1991  |



INTERFRATERNITY COUNCIL  
EXPANSION POLICY

Any group wishing to establish as a National Social Fraternity at Central Missouri State University must first make their intentions known, by formal petition, to the IFC Expansion Committee. The following application for colony status to IFC must first be filed if the group wishes to be recognized by IFC and approved as an organization on campus.

APPLICATION FOR IFC COLONY

- I. Formal Letter of Intent to establish a National Social Fraternity at CMSU, to be approved by the 1) IFC Expansion Committee, 2) Interfraternity Council, 3) Coordinator of Greek Affairs and Director of Residential Life, and 4) Vice President for Student Affairs.
- II. Constitution - a complete copy of the following:
  - a) Preamble
  - b) Articles
  - c) Bylaws
- III. Membership Roster (If interest group exists)
  - a) Names of Prospective members
  - b) Local addresses
  - c) Majors
  - d) Hometowns
  - e) Year in school
  - f) Semester and cumulative GPAs of prospective members
- IV. Objectives of the organization in the following areas:
  - a) Brotherhood
  - b) Leadership
  - c) Scholarship - What scholastic incentive programs does your fraternity provide individual chapters and members?
  - d) Service
  - e) Social
- V. History
  - a) A brief History of the development of the organization.
  - b) How many collegiate chapters are active at the present time? Inactive?
  - c) Where is the (inter)national headquarters located?



- d) What chapters does the fraternity have located in nearby Missouri/Kansas schools?
  - e) Does your fraternity charter alumni clubs?
  - f) How many alumni of your fraternity presently reside in close proximity of CMSU?
  - g) Is your fraternity a member of the National Interfraternity Conference?
- VI. List the present National Headquarters Executive Director, Officers, etc and briefly elaborate on their duties and responsibilities.
- VII. List the Chapter Officers and briefly elaborate on their duties and responsibilities.
- VIII. Committees and Chairmen
  - a) Committee Names
  - b) Committee Chairmen
  - c) Duties of Committee Chairmen
  - d) Objectives and goals of committees
- IX. Activities of the Organization
  - a) Social
  - b) Service
  - c) Other
- X. Pledge/AM Program
  - a) Objectives
  - b) Goals
  - c) Requirements
  - d) Outline of program
- XI. National Headquarters Information
  - a) What are the Pledge Fees, Initiation Fees, and National Dues?
  - b) What are the National fraternity policies on:
    - 1. Hazing
    - 2. Alcohol
    - 3. Academic Standards
    - 4. Risk Management
    - 5. Support Organizations
- XII. Other Specific Information
  - a) How often is each chapter visited by a national representative?
  - b) Does the national provide a bonding service for chapter officers?
  - c) How often do representatives of each chapter convene at a national convention/Regional conference, etc.?



- d) What is the average length of time required to establish a colony? chapter?
- e) What information does the national require from the university?

As a minimum, groups applying for the colony status must submit materials under Sections I through XII with their letter of intent and answer the specific questions under each section.

If the request for colonization privileges is approved, the fraternity must meet the following standards:

#### Colonies

- a) the period as a colony will begin when the group reaches a size of at least 8 members. This must be reached within one (1) semester of the date that approval to colonize is granted.
- b) The minimum grade requirement of members must meet the university standards of 2.20/4.00 or above.
- c) The maximum colonization period will be two (2) years. At the end of these two years (or before if the colony has met all guidelines and is ready for chapter status), the colony should have a membership equal to 1/2 the average fraternity chapter size at CMSU (NPHC groups must have at least 8 members).
- d) Have a chapter GPA of 2.00 or above.

Chapters - The following are recommendations and suggestions for the development of new chapters at CMSU.

- a) Membership should be equal to or greater than the average fraternity chapter size at CMSU (NPHC groups must have at least 8 members).
- b) The chapter should maintain a "Chapter" Grade Point Average at or above the all-fraternity grade point average at CMSU. Also, the chapter should strive to maintain a chapter grade point average at or above the "All-Male" grade point average if this is higher than the all-fraternity average.
- c) Chapters should complete one (1) service project each term to assist the chapter's public relations within the campus and community.
- d) Members of the chapter should participate in other student organizations at CMSU.
- e) Chapter representatives must attend all IFC meetings at CMSU.
- f) Chapters should develop a budget and present a financial report at the end of each month/semester/etc. (as appropriate).
- g) Chapters must maintain an accurate list of members with the Coordinator of Greek Affairs.



## ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

June 22, 1990

Mr. Bruce Perry  
Assistant Director of Student Activities  
Office of Student Activities  
Merrimack College  
North Andover, MA 01845

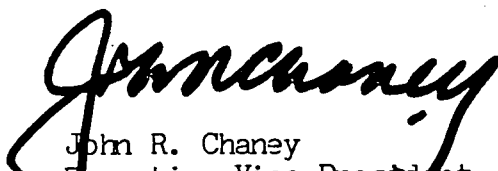
Dear Bruce,

Enclosed is the material you requested regarding Alpha Sigma Phi. This information should give you a good idea of what Alpha Sigma Phi is and how it stands on specific issues.

We hope this is helpful to you in your effort to provide your students with general information on what opportunities would be available to them if they were affiliated with a national organization such as Alpha Sigma Phi.

We are excited about the possibility of expanding with quality established local fraternal groups or men at Merrimack College. Please let us know of your progress.

Interfraternally,

  
John R. Chaney  
Executive Vice President

JRC/hmd

Enclosures



National Leadership Conference and Convention  
American University  
August 8-12, 1990



# Merrimack COLLEGE

North Andover, Massachusetts 01845, 617-683-7111

RECEIVED

JUN 15 1990

NOTE: See ...

Office of Student Activities

June 15, 1990

Robert M. Sheehan, Jr.  
Alpha Sigma Phi Executive Director  
24 West William St.  
Delaware, Ohio 43015

Dear Mr. Sheehan:

Currently I am serving as the advisor to the Inter-Fraternity/Sorority Council at Merrimack College in Massachusetts. Although most of Merrimack's Greek chapters are fairly small, local organizations, I have been trying to encourage more of them to consider affiliating with a national organization. In an effort to make students aware of the opportunities that may be available to them through affiliating with a national organization, I am starting a resource file about Greek life. If you have any general information about your organization that you could send to me, it would greatly assist me in helping Greek organizations on this campus make an informed decision about affiliating with a national organization in the future.

If it is helpful to you, the following is some general information about the College: Merrimack College is a private institution of 2400 undergraduate students established by the Order of St. Augustine in 1947. The College is located 25 miles north of Boston, in Andover and North Andover, Massachusetts. Merrimack's population is approximately 53% male and 47% female, with about half of the students living on campus, while the other half commute from the local area.

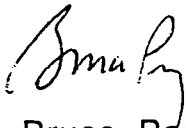
Currently, the College recognizes two local sororities, with about thirty and forty members respectively, and four local fraternities, with membership that ranges from fifteen to forty students. The College also recognizes one national fraternity (Alpha Delta Gamma, with membership



of twelve brothers), and one international fraternity, (Tau Kappa Epsilon, with membership of almost fifty brothers). The total Greek membership on campus is approximately 265 students, or slightly more than 10% of the total student population. There are no chapter houses on campus, and local ordinances restrict such housing in the area. All of the Greek organizations are governed by a student inter-fraternity/sorority council, advised by the Assistant Director of Student Activities. Each chapter also has a faculty/administrative advisor that is an employee of the College.

Any general information you could send would be very much appreciated. Thank you for your time.

Sincerely,

A handwritten signature in cursive script, appearing to read "Bruce Perry".

Bruce Perry  
Assistant Director of Student Activities



## ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

To: Kevin P. Shannon, Assistant Director of Student  
Activities for Student Organizations & Greek Life

From: Randall S. Lewis, Director of Chapter Services

RE: Expansion Survey Responses

Date: May 15, 1990

Alpha Sigma Phi is very interested in expansion at Ohio University. Enclosed are the materials requested in your Expansion Policy, and following are the responses to your policy, section III.

#### A. Academics

In 1988 the undergraduate delegation of our convention voted that the minimum requirement for initiation into the Mystic Circle of Alpha Sigma Phi is a "C" average. Other than this academic requirement there are no National requirements, however all chapters are encouraged to set requirements to be an officer and participate in events such as intramurals. Every man who pledges Alpha Sigma Phi receives a copy of our scholarship guide (enclosed).

We have three scholarships and two grants-in-aid that the Educational Foundation gives to our outstanding academic brothers and those who are in need. This is in addition to the awards that are given to both the individuals and chapters for academic improvement and achievement. There are three chapter awards: one for the chapter that is above the All Men's Average; one for the chapter that ranks in the top ten percent of the fraternities on campus; and one for the chapter that raises its GPA .5. The two individual awards are for those who obtain a perfect GPA and for those who raise their GPA one point above their previous semester or quarter. There is also the Scholar of the Year award that is given out every year at the National Meeting.

#### B. Advisors and Alumni

Alpha Sigma Phi has 172 alumni in southeastern Ohio and 12 alumni in Athens County. Since we do not have a chapter in Athens County at the present, we do not have knowledge of alumni who would be interested in working as advisors. However, we will have two Medical Students at Ohio University next year whom we



have great confidence in as they were staff prospects for us this year.

Our advisors are appointed to two year terms by our national president and they may be reappointed continually. All advisors are invited to attend our annual Alumni Conference where we break the conference down into two different tracks so that advisors and corporation officers get the most up to date information possible to help them get their job done better. The headquarters personnel when visiting the group will also meet with these alumni and continue to help train them in their capacity. We also have a member of our Grand Council who lives in southeastern Ohio (Gallipolis) and will be able to work with the alumni and the group along with the Grand Province Chief for that Province.

### C. Colonization

Alpha Sigma Phi's philosophy on colonization is three-fold. The foundation of our philosophy is that we are committed to doing everything in our power to assure that every man who pledges and initiates into Alpha Sigma Phi--anywhere, anytime--has the opportunity for the highest quality fraternity experience possible. We, therefore, expand nationally only on a very selective basis. We make sure not to commit ourselves to too many colonization efforts at one time--we "pick our spots." Second, building on our selectivity, we believe that "the beginning of any endeavor is the most important part." We believe in providing significant educational support from our national staff to a new colony--from day one the proper operations and programs are in place. Finally, we believe that the standards a colony should meet before it is chartered should be realistic, yet challenging. Our Chartering Standards (enclosed) reflect this philosophy and are based upon our Standards of Excellence (enclosed). The Standards of Excellence provide for our chapters a vision of superior performance in every area of operation, and challenge them to reach for these goals. When a chapter is chartered it is clear to the members that chartering is a milestone we recognize along the chapter's continued journey for excellence.

Our techniques and procedures for recruiting new colony members vary from campus to campus. No two universities are alike, therefore we design a recruitment plan specifically for every different campus on which we colonize. It is very important to us to work closely with the IFC and the university administration in designing these plans. In every case however, we believe that it is critically important for a new colony to start out with a "bang" in recruitment. We are very assertive in building momentum for the new colony. We find that if they start out very successfully then they are able to maintain that positive momentum for months--even years--to come.



Current Colonies:

- a. State University of New York-Buffalo
- b. State University of New York-Binghamton
- c. Interest Group: University of Delaware

Recent colonization success:

a. William Paterson College, Wayne, NJ, Michele Collins, Program Coordinator, Student Development. Chartered in 1986 this group has been very active on campus and has had several student leaders. They are becoming a positive force on campus and continue to work at improving the system as a whole.

b. University of Iowa, Iowa City, IA, Mary Peterson, Coordinator. This colony has been our only group not to charter. There are several reasons that could account for this. We have learned from this experience and have continued to successfully colonize groups since this time.

c. Lock Haven University, chartered 1987, Lock Haven, PA, Steven Fisher, Residence Hall Director. As a new fraternity on campus the chapter has grown to be one of the school's largest chapters and a leader in progressive programming. They are highly service minded and have held one of the top grade point averages among fraternities.

d. State University of New York-Plattsburgh, chartered 1988, Plattsburgh, NY, Ed Englebride, Assistant Director Campus Life. The chapter was only the third nationally affiliated group on a campus with many local fraternities which had traditions of hazing. The chapter chartered with sixty men and immediately led the charge for responsible pledge education programming. They have been leaders on the Greek Council, promoting responsible programming and providing an opening for national sororities to come to the campus.

e. Illinois State University, chartered 1988, Normal, IL, Michael D. Schermer, Director of Student Life. This group has grown to over 50 men, and has been involved in leadership roles on campus and in their Inter-Fraternity Council. They have organized a campus-wide service project and are committed to a positive education program that involves no hazing.



f. Tufts University, chartered 1988, Medford, MA, Catherine Harder-Bernier, Assistant Director of Student Activities. This Greek system is under investigation by the administration. In lieu of the possibility of abolishing the system, our chapter instituted a public relations committee in the Inter-Fraternity Council to combat the negative press and stereotypes fraternities have received.

g. State University of New York-Buffalo, colonized 1989, Buffalo, NY, Robert Henderson, University Liaison for Greeks. Our colony helped institute dry rush on the campus and started a campus-wide alcohol awareness program. They are dedicated to service to the campus and the community.

h. State University of New York-Binghamton, colonized 1989, Binghamton, NY, Margaret Clancy, Assistant Director for Campus Activities. A rapidly growing colony, currently with 33 men, this group has started a public relations campaign to encourage positive Greek relations. They raised \$1,500 for the elderly in their community.

We believe that a significant amount of time needs to be spent by our staff on site during the initial colonization period. Staff directs, then later coordinates, recruitment efforts--this is the initial key to success. Our staff assures that a significant number of men, with the commitment to our ideals and the skills to implement our operations, are pledged into the colony in its early stages. During the next phase of initial colonization our staff directs the educational programming of the colony members and integrates volunteers into advisory roles.

While other numerous support services are available to our colonies and chapters, we believe that nothing can take the place of on site staff work during the initial colonization period. However, other services would include our National Leadership Conferences, regional leadership conferences, national volunteer visitations, and an extensive array of manuals and educational publications. Finally, as a medium sized national fraternity, we are able to offer both quality programming and, importantly, the opportunity for our colonies and chapters to develop personal working relationships with our entire national staff. These relationships are maintained through continued personal visits, telephone calls, and other communications.

The requirements for chartering are outlined in the above mentioned Chartering Standards publication which is enclosed. While we do not place a written minimum or maximum time frame on



our colonies as they work towards chartering, they are told that we expect continued growth and development--quantitatively and qualitatively, and that they must show a "maturity" in their operations before they are chartered. We find that most colonies take anywhere from twelve to eighteen months to charter, following colonization. Again, this varies from campus to campus.

We will recruit and pledge men to our colony who have the commitment to the high ideals of our fraternity--brotherhood, scholarship, service, leadership, character--and who have the skills to successfully found and operate a colony and chapter of Alpha Sigma Phi. First and foremost we will concentrate on the commitment to ideals. We want to build a chapter which will be a credit to the university, the Greek System, and our fraternity. Next we will work at building a team of men who--collectively--have the skills, and who we believe will have the synergism, to be successful.

#### D. Corporation

We are currently working on a new alumni volunteer manual that will include all aspects of the volunteer network including the corporation and advisory board. We have been working with the NIC Alumni Corporation Workshop presenters to help during our alumni conference. Alpha Sigma Phi believes that, in the long run, it is more difficult for a chapter to maintain an excellent chapter operation if it does not have competitive housing. This is not to say that it is impossible. After all, the fraternity movement was not founded on principles of housing, but on high ideals. However, the reality is that it takes a chapter without competitive housing more effort year in and year out to achieve excellence than it would if they had it. If a chapter does not have housing competitive to the rest of the campus, then we often find that the degree of their difficulty depends upon how close they can get to that competitive level. For example, if all the fraternities have houses which sleep 60 men, then a chapter which can secure a house that sleeps twenty is better off than a chapter which has no house at all. For these reasons we work hard to assist our new chapters in securing competitive housing as soon as possible.

#### E. Financial

Alpha Sigma Phi has never loaned more than \$25,000 to a chapter for a housing project and it is likely that this policy will continue. However, our Grand Council has been very open to the consideration of "leveraging" the national fraternity's financial strength to help chapters, e.g. co-signing a mortgage for a house or housing renovations.



Our current fee structure is as follows:

- \*Chartering fee.....\$1000
- \*Pledge fee.....\$40
- \*Initiation fee.....\$110
- Undergraduate dues.....\$55/man/year
- Chapter fee.....\$236/year
- Liability Insurance 1990....\$60/man/year

\*One time fees

#### F. Philanthropic Projects

Alpha Sigma Phi does not have a National Philanthropy program. Enclosed is a manual that was created for our chapters regarding service and community involvement. We have a strong commitment to service and reward our chapters in that area with two awards, one in service and the other for philanthropy. Our chapter at Penn State along with the women of Alpha Sigma Alpha raised over \$146,000 this year in the IFC Dance Marathon--the largest contributor to the most successful collegiate fundraiser in America. Our current Annual Report is included in the enclosed fall issue of The Tomahawk.

#### G. Pledge/Associate Program

We have enclosed our Pledge Educator's manual which includes sample schedules for the process and different lengths that are recommended. Also enclosed is our risk management policy and statement of position on Human Dignity that addresses the hazing issues.

#### H. Statement of Commitment to Human Dignity

As mentioned in the above paragraph we have enclosed our Position Statement on Human Dignity which indicates our commitment to the issue of human dignity. Also enclosed is our Position Statement on AIDS, Racism and Religious Discrimination and Substance Abuse. These position statements reflect our total commitment to membership diversity.

#### I. National Society General Information

Alpha Sigma Phi was founded at Yale in 1845 and is the nation's tenth oldest fraternity. The fraternity has a tradition of moderate expansion. In fact in the early years charters were granted to only Ivy League schools or other selective universities. More open minded expansion followed and growth was augmented by mergers with Phi Pi Phi Fraternity in 1939 and Alpha Kappa Pi Fraternity in 1946. The addition of these brotherhoods have added to the rich traditions of Alpha Sigma Phi. We currently have 53 chapters, two colonies, and one interest group.



During the past fifteen years Alpha Sigma Phi has enjoyed a renaissance along with many other fraternities. Many chapters which were lost during the turbulent 1960s and early 1970s have been refounded. A successful \$1.1 million endowment fund-raising campaign was completed in 1985 which is providing important funding for quality programs. Alumni involvement with local chapters is on an upswing and, nationally, chapters continue to increase the quality of their programming and size of their brotherhoods.

Alpha Sigma Phi builds upon a 145 year tradition of excellence which has produced many outstanding alumni including golfer Tom Watson, entertainers Vincent Price and Willard Scott, businessman Warren Buffett, and former Surgeon General C. Everett Koop. Thousands of other successful alumni serve their communities and businesses proudly as they carry on the Alpha Sig tradition of leadership.

The National Headquarters staff for 1990-91 will include:

- Executive Vice President (title change July 1)
- Two Chapter Leadership Consultants
- Director of Administrative Services
- Four support staff positions

During 1990-91 two Chapter Leadership Consultants and the Executive Vice President will be visiting our 56 chapters and colonies. Every chapter will receive at least one three day visit from the staff and many will receive more than one visit. Colonies will receive at least two one-week visits. The frequency, length, and timing of each visit will depend solely on each chapter's needs. During the summer the staff does an extensive analysis of every colony's and chapter's status and needs. From this analysis priorities are assigned for visitations and schedules are made. Flexibility is built into scheduling to adapt to changes in status during the school year. In this way we best serve our chapters and colonies by balancing needs and resources.

#### J. National Programs

The most important program of the year for Alpha Sigma Phi is the annual national leadership conference. The four day conference is held in August to provide all chapter leaders with the opportunity to learn how to make their chapters successful and to motivate them to lead their chapters to excellence. A great deal of staff time is spent developing the conference program and recruiting students to attend. Our Educational Foundation provides the funding necessary to bring in nationally recognized experts in all fields of fraternity programs (see enclosed program from 1989 conference). We have found that our success in emphasizing this program and generating the attendance of nearly four men per chapter has produced exceptional results at the chapter level. Chapter leaders leave the conference excited about promoting excellence and empowered with the



knowledge and skills to make things happen. Smaller scale "province" leadership conferences are held regionally among our ten provinces and cover many of the same issues as the National Leadership Conference.

The Headquarters staff is trained to carry out workshops on Alcohol Abuse Prevention, Pledge Education, Human Dignity, Risk Management, Scholarship, Public Relations, Alumni Relations, Membership Recruitment, Financial Management, and virtually every area of fraternity operation and programming. We believe that programming is most effectively delivered in person, however we have a series of educational manuals and videotapes which reinforce and augment our "in person" work. The core of our programming "curriculum" is developed for our national leadership conferences and then delivered locally at every chapter and colony during visits.

Our Standards of Excellence program was unanimously adopted by our 1988 National Convention and provides a measure of excellence for all chapters to strive. We emphasize "excellence" rather than "minimum" standards, so that chapters are always looking upward. However, our Chartering Standards do outline the "minimums" a colony must meet before receiving a charter. These standards are often used as we work with sub-par chapters which need to improve their operations. Also in 1988 a resolution regarding Scholarship Standards was passed by our convention. It states that pledges must have a "C" average in order to be initiated.

Our Chapter Awards program uses the Standards of Excellence as a guideline for evaluating chapter performance. Awards are given in the following categories:

- a. Grand Senior President's Award. Two awards given biennially, one to the top chapter in the country at a campus with ten or fewer fraternities and the other to a chapter on a campus with more than ten fraternities.
- b. Alpha Gamma Upsilon Award. Given annually to the chapter showing greatest improvement in operations and programs.
- c. Gary A. Anderson Memorial Award. Given annually to the chapter with the most outstanding program of pledge education.
- d. Service Award. Given annually to the chapter with the most outstanding program of service to the campus and community.
- e. Philanthropy Award. Given annually to the chapter with the most outstanding fund-raising success for charity.



f. Publication Awards. Awards given annually to the chapters who produce the best newsletters, submit the best material for our journal, and submit the best material for the bi-weekly inter-chapter newsletter.

Alpha Sigma Phi has a strong tradition of interfraternal involvement. We believe that a strong system is of critical importance to the success of every one of our chapters and to the future of the North American Fraternity System. On a local level we encourage every one of our chapters to be leaders for improvements in their campus Greek system. On a national level our staff is very involved with the Fraternity Executives Association and the National Interfraternity Conference, having taken leadership responsibilities for programs such as the Interfraternity Institute and the Regional IFC Conferences. We support the regional conferences and have often sent staff as speakers or attendees. We have been a leader in the interfraternity movement to secure liability insurance for fraternities and are active members of the Fraternity Insurance Purchasing Group.

Our Risk Management Policy is enclosed for your review and is in accordance with the FIPG policies. Our enforcement procedures are to, 1. Conduct an investigation of every alleged violation of any rule as soon as possible, and 2. To respond strongly and appropriately to every confirmed violation. Appropriate responses may range from a requirement for educational programming in minor cases, or revocation of charters in serious instances. We have suspended four charters over the past eighteen months due to violations and have sent the message that violations will not be tolerated by Alpha Sigma Phi.

A copy of our membership manual, To Better The Man, is enclosed for your review. Alpha Sigma Phi believes in "membership education." We believe that pledge education is an important first step in the lifelong learning process of membership in our fraternity. Therefore, while our membership manual is used extensively in the pledge education process, we emphasize that it is a membership manual. The manual contains a section on "On-going Education." Our Standards of Excellence program includes an important section (XVII) on "Membership Enrichment" which further stresses this important philosophy.

Every national fraternity has distinguishing features of an historical nature, whether it concerns their organizational history or the long line of alumni in which they take pride. Alpha Sigma Phi is very proud of our rich and distinctive history as one of America's premier fraternities for 145 years. We are proud of our many outstanding alumni and of the contributions they have made to our society. However, it seems more fitting here to discuss the distinctive features of our fraternity as it relates to the support we can provide to a colony at Ohio University.



Alpha Sigma Phi offers chapters and colonies the personal attention a medium sized fraternity can provide while also offering high quality programs--leadership conferences, staff, educational materials. It is unique that a national fraternity can offer this balance because the income required to provide quality programs is usually dependent upon the size of the fraternity. Therefore, most organizations are required to choose between one or another--a larger organization with fewer opportunities for personalized service and high quality programs or a smaller organization with low quality programs. At Alpha Sigma Phi we decided ten years ago that we wanted both personal attention and high quality programs. We realized that the only way to accomplish this was to develop other avenues of funding, and we have. During the past ten years we have developed a highly advanced alumni fund-raising program which provides extra funding and the "margin of excellence" for our national operations. Again during 1989-90 Alpha Sigma Phi will have the highest percentage of our alumni contributing to our Educational Foundation. We have successfully completed a \$1.1 million endowment campaign and will raise nearly \$200,000 during 1989-90 from alumni in annual giving. Less than 50% of our annual income is derived from undergraduate fees due to the high level of alumni funding we receive. Our ability to provide this highly personalized service along with outstanding educational programs gives Alpha Sigma Phi the opportunity to render the best possible fraternity experience to every member at every chapter and colony.

The response of our alumni to funding appeals reflects the high level of commitment our alumni have to Alpha Sigma Phi. They show this commitment with their pocketbooks, and just as importantly, with their time.

Alpha Sigma Phi strives to maintain strong relationships with the university administrators and IFC leaders at every campus on which we are represented. These relationships are developed over time at interfraternity gatherings, during personal visits, and through our National Headquarters' ongoing communications program. We have many examples of occasions during which we have worked particularly closely with IFC leaders and university administrators. The most challenging of these occasions usually are those which involve chapter discipline problems. While these situations are most challenging, they also usually present the greatest opportunities for making significant improvement in a chapter's operation. Following are two examples of cooperative efforts we have enjoyed this past year:

a. Ohio Northern University; contact Ron Kuhlman, Assistant Dean of Students, 419/722-2430. In August of 1989 the Dean and Assistant Dean contacted our office concerning an unauthorized party which had occurred at our chapter's house the previous spring, and the implications of that



violation of school policy. While the university was concerned about the violation, they were even more concerned with the habit of misbehaviors which had occurred over the years at the chapter. Our staff shared these concerns and we worked together to design a plan to create a major shift in the chapter's behavior. Alumni were called to an emergency meeting with staff and university officials during the first week of school and were integrated into the plan. Interviews were held between every member and a Membership Review Board comprised of staff, university, local alumni, and national board representatives. The Board was committed to closing the chapter if it thought enough quality members did not exist, and it told the chapter this ahead of time.

The Board removed three men from the chapter and it unanimously agreed that the rest of the chapter members could continue running the chapter if major changes were made in their operations. The members agreed to sweeping changes and all of them went through a pledge education program taught by the national staff. New advisors have been brought in, and the chapter is taking responsibility for their members' behavior. The performance of the chapter through the year has been very commendable. While improvement must continue there, the school, alumni, and staff all agree that this cooperative endeavor has already been a great success.

b. Rutgers University; contact Teresa Loser, Dean of Fraternity Affairs, 201/932-7692. During the spring of 1989 our Rutgers Chapter was caught in a hazing violation as a result of a pledge class kidnapping activity. The chapter was immediately placed on suspension by our national president and our staff began working with the university to cooperatively design a rehabilitation program for the chapter. It was mutually decided to require the chapter to employ an in-house advisor and develop a new pledge education program, along with plans for upgrading their entire operation and programs. These tasks were completed by the end of the spring term and the alumni corporation conducted a membership review at the beginning of the next fall term. All members were allowed to remain in the chapter as they made commitments to



improvements in operations. The chapter has exceeded all expectations with its performance this year to everyone's satisfaction.

With our close proximity to Athens, Alpha Sigma Phi will be able to give more service to this group as needed. As with all expansions we are only a phone call away, but in this case, we could get the phone call and be on site within a couple of hours. We find that to be an attribute that cannot be overlooked.

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#### Enclosures

- \*Scholarship Guide
- \*Constitution & By-Laws
- \*To Better The Man, membership manual
- \*Standards of Excellence
- \*Chartering Standards
- \*Position Statements
- \*Code of Conduct
- \*Risk Management Policy
- \*National Leadership conference program, 1989
- \*Pledge Educator's Manual
- \*The Tomahawk, Fall 1989
- \*The Tomahawk, Fall 1988
- \*Volunteer Network Handout
- \*Copy of Staff Listing



## **THE OHIO UNIVERSITY EXPANSION POLICY**

The addition of fraternities and sororities at Ohio University shall be contingent upon the assessed need on the campus by the respective Greek governing council: Ohio University Council of the National Pan-Hellenic Council (NPHC), Women's Panhellenic Association (WPA), Interfraternity Council (IFC), and/or the Greek Life Committee. We are committed to National & International Greek Letter Societies (hereinafter referred to as National Societies) and will strive to put first the interests of our current chapters. It is our philosophy to encourage the growth of the Greek community by working with the existing chapters and reviewing opportunities for other national societies to establish chapters on the campus. The following are elements of the Expansion Policy to be observed for consideration in establishing a new national society at Ohio University.

### **I. Criteria For Expansion Consideration**

- A. Interest as shown through the number of rushees or prospective members during membership recruitment periods.
- B. Popularity of fraternities or sororities on campus (average chapter size, image on campus, growth potential).
- C. Number of new Greek chapters on campus.
- D. University enrollment trends.

### **II. Expansion Request Process**

- A. Once the decision has been made in favor of expansion, the Greek Life Committee will notify national societies that are not currently represented at Ohio University and invite them to submit the requested documents to:

Assistant Director of Student Activities  
for Student Organizations & Greek Life  
Office of Student Activities  
Baker Center, Suite #204  
Ohio University  
Athens, Ohio 45701  
(614) 593-4025

- B. The national societies will have thirty (30) days to respond with the requested information in order to be considered in the expansion process.
- C. The Expansion Sub-committee of the Greek Life Committee will be formed to review requested documents after they have been received. The Expansion Sub-committee will submit recommendation(s) and material(s) to the Greek Life Committee.
- D. The Greek Life Committee will screen the recommendation(s) of the Expansion Sub-committee giving preference in the following order:
  - 1. previously established national societies on our campus
  - 2. requested colonization by new national societies
- E. The national society(s) will be invited, if determined necessary by the Greek Life Committee and/or the respective Greek governing council.



- F. The Greek Life Committee will submit their recommendations, based on submitted materials and presentations, to the respective Greek governing council. At this time, the respective Greek governing council will submit recommendations to the Dean of Students. The procedure must be completed within sixty (60) days.
- G. The Dean of Students shall review the recommendations and make the final decision of whether or not to invite the national society(s) to colonize on campus. The Dean of Students will respond to the respective Greek governing council, the Greek Life Committee, and the Office of Student Activities. The Office of Student Activities will notify the national society(s). The entire expansion process may not extend past twelve (12) academic weeks.
- H. A national society is not permitted to solicit potential members to form a new group without the approval of the Ohio University Greek Life Committee.

### III. Requested Information From National Societies

- A. Academics
  - 1. A copy of the national society Scholarship Program.
  - 2. National society academic requirements to pledge/associate, to initiate, to hold office, and to remain a member in good standing.
  - 3. Scholarships offered by the national society.
  - 4. A copy of the national society Scholarship Manual.
  - 5. The duties and responsibilities of the national society scholarship officer.
  - 6. National society (financial) scholarship and loan programs and awards for individual members and for chapters.
- B. Advisors & Alumni
  - 1. Number of alumni residing in southeastern Ohio.
  - 2. Number of alumni residing in Athens County, Ohio.
  - 3. Names and addresses of Athens County alumni who have expressed an interest in working with the chapter in an advisory capacity.
  - 4. Are advisors appointed or elected and by whom.  
What training do advisors receive from the national society.  
Is there an established term of office for advisors.
  - 5. Efforts are made to identify and recruit alumni initiates to serve as advisors.
- C. Colonization
  - 1. Outline of new member recruitment strategies.
  - 2. Outline of retention strategies.
  - 3. Provide guidelines for a colony, such as: minimum or maximum length of colony status, the colony's responsibility to the national society, etc.
  - 4. Outline a growth plan for the duration of the colony.
  - 5. Total number of colonizations from 1985 to date with geographical locations. Please include the name of the University officer who we may contact.
  - 6. Number of colonies and chapters, lost since 1985 (where, when, and reasons).
- D. Corporation
  - 1. National society house corporation program and manual.
  - 2. House Corporation financial planning information.
- E. Financial
  - 1. Financial support for housing from the national society.
  - 2. All fees paid to the national society.
  - 3. Provide a budget for the year concerning the new colony.



- F. Philanthropic Projects
  - 1. A copy of the national society philanthropy program.
  - 2. A copy of the most recent annual report of the national society philanthropy program which would include all chapters of the national society.
  - 3. Suggested programming activities for community involvement.
- G. Pledge/Associate Program
  - 1. Recommended length of pledge/associate program.
  - 2. Outline of recommended pledge/associate program.
  - 3. Position statement concerning anti-hazing policies and compliance with the State of Ohio Hazing Law, the Ohio University Student Code of Conduct and the Ohio University Hazing Brochure.
- H. Statement of Commitment to Human Dignity
  - 1. Please include information regarding all programs and policies which support the Greek Community Statement of Commitment to Human Dignity.
  - 2. Please include information regarding programs, policies and plans currently implemented or being reviewed by the national society related to membership diversity.  
(membership diversity in terms of persons of different, races, creeds, sexual preference and national origin.)
- I. National Society General Information
  - 1. Total number of chapters and colonies and locations.
  - 2. A copy of the national society constitution and bylaws.
  - 3. A list of the national society elected/appointed officers and their duties.
  - 4. Verification of membership in the National Pan-Hellenic Council, National Panhellenic Conference, or National Interfraternity Conference.
  - 5. Position (job) descriptions and qualifications for all professional staff.
  - 6. Outline of a chapter visit by professional staff.
- J. National Society Programs
  - 1. Please include copies of any programs which are offered by the national society which have not been addressed.

#### IV. Information Provided for the National Society

- A. University enrollment statistics.
- B. Greek Community membership statistics.
- C. Greek Community Academic Performance Report.
- D. The Ohio University Statement of Relationship.
- E. Statement of Commitment to Human Dignity.
- F. Constitution & Bylaws of the respective Greek governing council.
- G. Rush publications and information.
- H. Office of Student Activities Leadership Development Program.
- I. University and Student Activities policies regarding student organizations.
- J. The Ohio University Student Handbook.
- K. The Ohio University Student Code of Conduct.

#### V. Colony Status Requirements

- A. When a national society is granted colony status, it must comply with the rules and regulations concerning fraternities and sororities set forth by the respective Greek governing council and the University. The colony must comply with the national society's policies relative to maintaining colony status.



- B. University and Greek Governing Council Requirements:
1. The colony should show an increase in membership.
  2. The colony must maintain a minimum quarterly G.P.A. of 2.3.  
It is expected that the colony maintain a G.P.A. comparable to the All-University male or female G.P.A.
  3. The colony must participate in its respective Greek governing council (NPHC, WPA, or IFC) as a non-voting member. The colony must submit the following reports and rosters to the Office of Student Activities each quarter:
    - A) membership roster
    - B) officer report
    - C) financial report
    - D) chapter development plan:
      - 1) Scholarship Program
      - 2) Pledge Education Program
    - E) alumni involvement
- C. Requirements for Obtaining a Charter:
1. A national society may be an approved colony for a minimum of one (1) calendar year but, not more than two (2) years from the date colony approval was granted. A colony may receive chartering approval in less than one (1) year as long as approval has been given as outlined herein. If at the end of the second year the colony still has not fulfilled the requirements for chartering approval, the colony will be reviewed by the Greek Life Committee and the Greek Life Committee will make a recommendation(s) to the Dean of Students concerning the status of the colony.
  2. To petition for a charter the national society and the colony must send a joint petition statement to the Greek Life Committee for recognition. The petition must include the following information:
    - A) Membership roster and growth of the colony
    - B) Academic Statistics & Program
    - C) Financial Responsibility
    - D) Housing Prospects
    - E) Alumni Involvement
    - F) Greek Governing Council Involvement
    - G) Compliance with the Statement of Relationship
    - H) Compliance with the Student Code of Conduct
    - I) Support of the Statement of Commitment to Human Dignity
    - J) Health Education Programs
    - K) Philanthropy Programs
    - L) Membership Diversity efforts
    - M) Other Colony Projects and Activities
  3. The respective Greek governing council and the Greek Life Committee will evaluate the above elements in the petition at a specially scheduled meeting. Members from the colony and the national society must be present at the specially scheduled meeting.
  4. Upon final approval by the Dean of Students, the colony will be given full recognition to become a chartered organization at Ohio University.

Adopted: January, 1969  
 Revised: May, 1972  
 Revised: October, 1979  
 Revised: April, 1981  
 Revised: January, 1985  
 Revised: July, 1985  
 Revised: April, 1990



THE VOLUNTEER NETWORK OF ALPHA SIGMA PHI  
THE PROVINCE SYSTEMIt Makes Sense

Alpha Sigma Phi is a brotherhood.

It is also a business. And like a large, national business, it is wise to break the total "company" down into divisions. Alpha Sigma Phi does it for the same reason that big business does it - more manageable units, geographical similarities, and opportunities to share and learn from nearby operations.

Where do Provinces fit into the Alpha Sigma Phi governance structure? Each Province of the Fraternity has very clear and vivid distinctions. The makeup of each Province varies by geographics, number of chapters, and number of square miles.

It has become glaringly apparent to the Fraternity that it must assume a role that coordinates all segments of the Province System for the good of the entire Fraternity.

This coordination and assistance to the Provinces has, in the past, been somewhat limited. This guide has been developed not as a "bible," but to be comprehensive and flexible enough to meet most situations which you may encounter.

Always remember that the Province is the "front line" of all Fraternity activity, the place where the greatest amount of individual attention can be given to the important affairs of Alpha Sigma Phi. The Challenge is great, and the benefits enormous. Alpha Sigma Phi will be all the better for your efforts.

Where You Fit In

The National Convention of Alpha Sigma Phi is the supreme legislative body of the Fraternity. Delegates at the Convention elect the Grand Council to run the Fraternity between Conventions.

The seven members of the Grand Council are elected to a four-year term, and may not serve more than two successive terms. All members serve their Fraternity as volunteers, without compensation.

The Grand Council of the Fraternity is responsible for hiring and directing the National Headquarters professional staff. Brothers serving on the staff are paid, full-time employees of the Fraternity. The staff is responsible for the day-to-day administrative operations of the Fraternity, and carry out the directives set by the Grand Council.

The Grand Council appoints volunteer alumni Directors to serve as coordinators of various Fraternity programs which deserve and require attention beyond that which the National Headquarters staff can offer. These alumni are appointed by the Grand Senior President for two-year terms which run January through December following the National Conventions.



## Where You Fit In (cont'd)

The Director of Provinces serves as the coordinator of the Province Program. He recommends outstanding brothers to the Grand Council to serve as Grand Province Chiefs. The Director of Provinces is responsible for assisting the Grand Province Chiefs in carrying out their vital role in the Fraternity by providing guidance, training and support to them. He reports directly to the Grand Council and the Grand Senior President.

The Grand Province Chief is appointed by the Grand Senior President, from the recommendation of the Director of Provinces, for a two-year term, which runs January through December following the National Conventions. He is the representative of the Grand Council in his Province. In the business world he would be a regional vice president. He reports directly to the Director of Provinces.

The Grand Province Chief is the advisor to the Province Executive Council and Province President. He works with all Grand Chapter Advisors in his Province, having frequent contact with them during the school year. He coordinates all Province activities.

The Province Executive Council is composed of two representatives of every chapter in the Province (the HSP and one other member). The Province Executive Council meets at least twice yearly to develop and coordinate the activities of the Province.

The Province President is an undergraduate member in good standing of a chapter in the Province, elected by the Province Executive Council at their spring meeting to serve during the following school year. He works closely with the Grand Province Chief to coordinate Province activities.

The Grand Chapter Advisor is appointed by the Grand Senior President upon the recommendation of the Grand Province Chief and the Director of Provinces, for a two-year term which runs January through December following the National Conventions. He works closely with the undergraduate chapter he advises, having frequent contact with them during the school year.

The Faculty Advisor is appointed by the chapter he serves and may or may not be a member of Alpha Sigma Phi. He serves a term to be determined by the chapter and works closely with them and the appropriate college administrators during the school year.

## Job Descriptions and Responsibilities

### THE DIRECTOR OF PROVINCES

1. To serve at the pleasure of and report directly to the Grand Senior President concerning the state of the Province Program.
2. To recruit Grand Province Chiefs as necessary and recommend appointments thereof to the Grand Senior President.
3. To administer the funds budgeted for the Director of Provinces through the National Fraternity Budget.
4. To telephone or personally visit every Grand Province Chief at least twice a term during the school year. To oversee their work and see that they are carrying out all of their responsibilities.



5. To attend the National Educational Conferences and National Conventions of the Fraternity. To develop a Grand Province Chief's program to be held at each of these meetings.
6. To attend all meetings of The Grand Council.

#### THE GRAND PROVINCE CHIEFS

1. To help make every chapter in the Province stronger.
2. To report directly to the Director of Provinces concerning the state of the Province.
3. To recruit and help to train Grand Chapter Advisors (and an Assistant Grand Province Chief) and recommend appointments thereof to the Director of Provinces.
4. To administer the funds budgeted for the Province and the Grand Province Chief through the National Fraternity Budget.
5. To visit and inspect every chapter in the Province at least once during the academic year or to delegate that responsibility to the Assistant Grand Province Chief, and meet with its officers and Grand Chapter Advisor.
6. To telephone or personally visit every Grand Chapter Advisor and the Province President at least twice a term during the school year. To oversee their work and see that they are carrying out all of their responsibilities.
7. To set the date and location of the Province Conclave and to develop the Province Conclave program with the Province President. To attend and supervise all conclave activities.
8. To set the date and location of the Province Executive Council meetings, to attend and advise its members.
9. To attend the National Educational Conferences and National Conventions of the Fraternity.

#### THE ASSISTANT GRAND PROVINCE CHIEFS

1. To help make every chapter in the Province stronger.
2. To assist and report directly to the Grand Province Chief.
3. To visit the chapters in the Province as assigned by the Grand Province Chief, and to meet with its officers and Grand Chapter Advisors.



4. To telephone or personally visit the Grand Chapter Advisors in the Province as assigned by the Grand Province Chief.
5. To attend the Province Conclave and help the Grand Province Chief supervise it.
6. To attend the Province Executive Council Meeting and advise its members.
7. To attend the National Educational Conferences and National Conventions of the Fraternity, if possible.

#### THE PROVINCE PRESIDENTS

1. To represent the province at the National Meeting that takes place during his term
2. To act as Chairman of the Province Executive Council meetings, to recommend programs or activities which have the purpose of making all chapters in the Province stronger.
3. To help the Grand Province Chief select the dates and location of the Province Conclave and develop the Conclave program with him. To attend, help to direct, and promote all conclave activities.
4. To report directly to the Grand Province Chief.
5. To see that the next Province President is elected no later than March 15 of the following year.

#### THE GRAND CHAPTER ADVISORS

1. To report directly to the Grand Province Chief.
2. To attend 70%-100% of all chapter weekly meetings or to make weekly personal contact with chapter officers that often.
3. To advise and guide the chapter in its goals and objectives towards exceeding the Minimum Standards of Operation (Appendix Page 9 of "To Better The Man") in all areas.
4. To recruit as necessary and work with the Faculty Advisor of the chapter.
5. To attend, if at all possible, all Province and National Fraternity meetings.
6. To attend all regular and special meetings of the Alumni Association/Corporation, to create an Alumni Association/Corporation if one does not exist.
7. To semi-annually review the minimum standards of the Fraternity against chapter performance and help the chapter develop goals and objectives.
8. To authorize the Annual Chapter Report compiled by the undergraduate officers.



### THE FACULTY ADVISORS

1. To attend 50%-70% of all chapter weekly meetings or to make weekly personal contact with chapter officers that often.
2. To act as liaison with College/University officials as necessary.
3. To offer advice and guidance to the members of the chapter.
4. To work with the Grand Chapter Advisor in the overall advisement of the chapter.
5. To work with the chapter Scholarship Director in developing the chapter's scholarship program.
6. To attend, if possible, all Province and National Fraternity meetings.





NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: The Grand Council

FROM: Richard A. Dexter, Volunteer Alumni Task Force Leader

RE: Task Force Meeting, October 7-9, 1988

DATE: November 10, 1988

The charge we received from the Grand Council was a large and complex one, difficult to achieve in the time we had available. The time problem was compounded by the requirement for us to build effective group dynamics prior to problem solving activity. However, in true Alpha Sig tradition, each of us walked away from the weekend feeling a strengthened bond of brotherhood and knowing that we had agreed to a reasoned and practical recommendation. To a man, we would be willing to spend more time in detailed planning sessions and oversee the execution of our recommendation. However, our recommendation leads to a sizeable commitment of the fraternity's resources, i.e., a full time staff person. Therefore, the Grand Council must weigh the value of implementing this program against the program alternatives in other areas of the fraternity operations. In short, we're ready to go if you are, and are awaiting your decision.

The following is our report. It begins with a statement of our goal, followed by a conclusion about the environment, resources and priorities germane to reaching this goal, and finally an action plan recommendation. It is impossible to record, herein, all the reasoning and points of view expressed in the lengthy dialogue which led to these conclusions. However, the Grand Council members who were on the Task Force will be able to elaborate on clarifying the thinking behind these conclusions.

After much discussion about the current situation regarding volunteer alumni (see attachment A), the following goal was viewed and adopted.

To build effective alumni (first choice) or other adult involvement at the chapter level, which enables our brothers and pledges to progress on the Standards of Excellence.

This goal was decided upon with the following assumptions:

- adult leadership at the local chapter level improves chapter/brother chances for success.
- the province system has only moderate or limited impact on building strong chapters/brothers.
- national fraternity adult leadership has a great impact on building strong chapters/brothers.

It was the feeling of the group that this project should be a high priority for our fraternity, and that the province system has not proved to be as effective a tool in reaching the above stated goal. This then, may be an area from which resources could be allocated to finance this project.



Time was then spent by the task force to decide who are the "stakeholders" in reaching this goal. Stakeholders are:

"the concrete entities that effect and in turn are affected by a policy/plan. Stakeholders have a vested interest in a plan."

The stakeholders that evolved include the following (The first five are of higher importance. However, the others could be an important resource):

1. chapter alumni
  2. student affairs staff
  3. headquarters staff
  4. parents
  5. undergraduate brothers
- Grand Council  
development staff  
president of university/college  
all alumni  
insurance industry  
commercial vendors to fraternities  
Educational Foundation Trustees  
National Interfraternity Conference (NIC)  
other national fraternities  
Local Interfraternity Councils (IFC)

The characteristics of those who could become, or are, involved at the chapter level include:

- positive undergraduate experience
- believe in Alpha Sigma Phi vision
- past chapter officer
- can relate to 18-22 year old men
  - past experience, i.e., scoutmaster
  - occupation
- resources to make commitment (time, money)
- live within 1-2 hours of the chapter (the closer the better)
- team player
  - flexible
  - patient
  - persevering
- past coordinators, province presidents
- attended national meeting

Recognizing the stakeholders identified, characteristics of alumni who could be or are involved, the complexity of problems facing our fraternity, as well as our past experience, establishment of this involvement at the chapter level will only be accomplished by devoting national resources and time to this effort. At this point, volunteer effort as a sole resource would be inadequate. The achievement of this goal should take precedence over the maintenance of the province system; i.e., if this is an overriding goal, the approach described below will have more impact than the Province System and should receive first consideration for resources.



The questions that were then brought before the Task Force were:

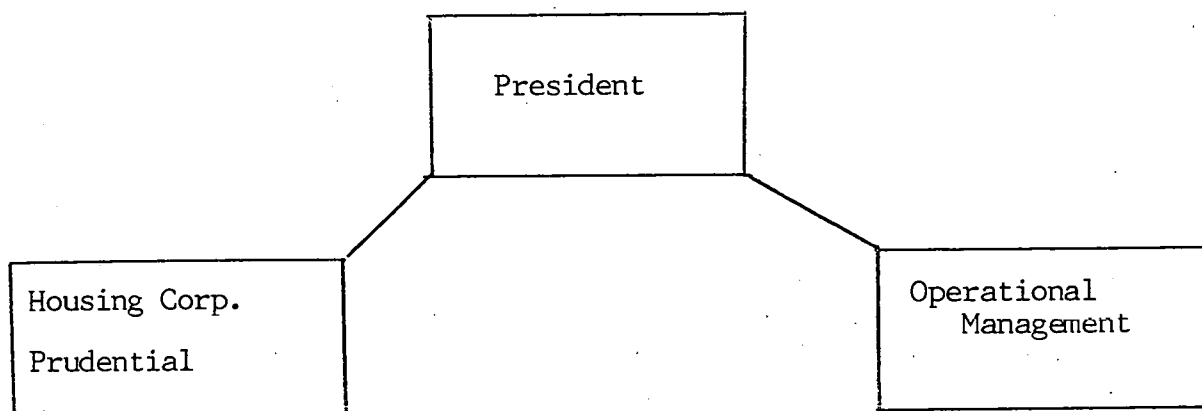
1. What problems and in what priority would an adult/alumni organization be addressing at the chapter level?
2. How would this involvement be organized to address these problems?
  - resources - sources
  - links to national/school/other stakeholders
  - activities/tasks

On the first question, the group tended to agree on the following problems in priority order:

1. Lifelong Commitment
  - alumni development
    - cultivation
    - training
    - recruitment
    - leaders
  - provide continuity
    - chapter programs
    - chapter officers
    - rushee recommendations
2. Resource Management
  - physical plant upkeep
  - fundraising
  - fiscal management & supervision
  - risk management
3. Brotherhood Fulfillment
  - provide positive role models
  - encourage scholarship
  - heighten awareness of
    - substance abuse
    - human dignity
    - sexual abuse
  - foster campus/community relations

Building the alumni organization as a replica of the chapter organization so that the groups will be a continuation of the Alpha Sig experience, was an interest of the group. More than one alumni organization at the chapter level is not needed. At the very least, if subgroups exist, they should be strongly coordinated. However, it was felt that if existing alumni groups were operating successfully at the chapter level, then we should not tamper with them by imposing a structure. However, new chapter level groups should be established using a unified structure.





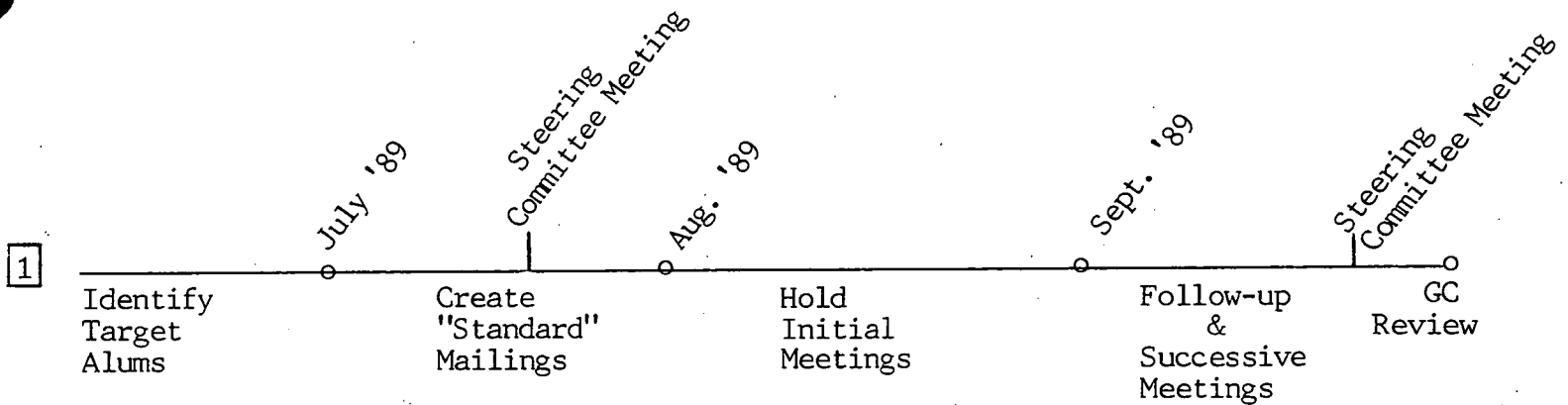
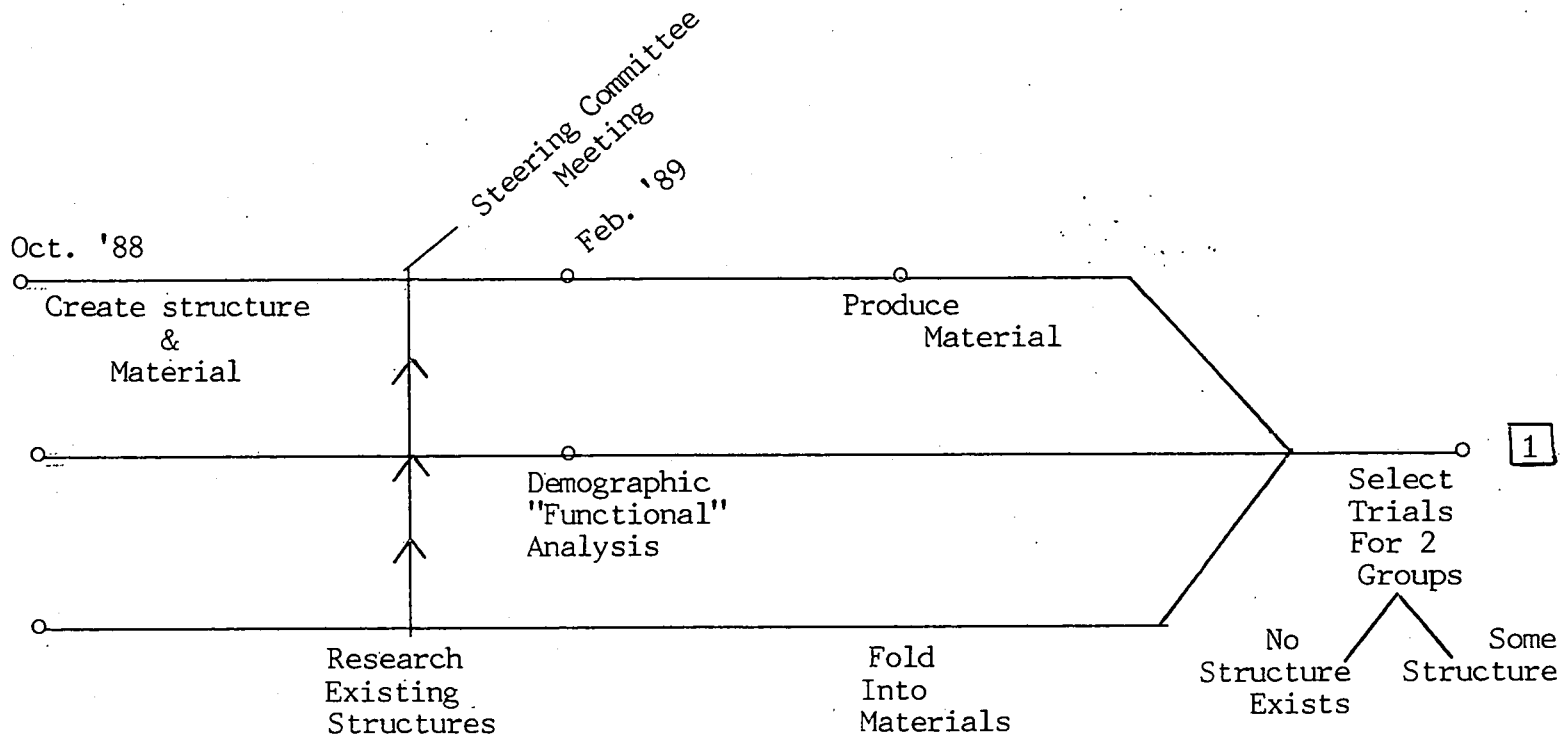
Starting an alumni organization from scratch should begin by getting a small group of interested alumni to meet and develop group esprit de corps. This will help to satisfy the value drives (see attachment B) among the group itself so that this core group is cohesive in its own being and in the long term. Our strategy should be to firmly establish the brotherhood among the groups first, then move to chapter problem solving activity. We know this works from our own experience during the weekend.

At the same time, it is important to make it known early on that the national fraternity expects these groups to help chapters grow in the Standards of Excellence by using their time and talent where appropriate, but avoiding burn out, (i.e., the local group, supported by a national effort, must target its efforts to the most important needs of the chapter as mentioned before; lifelong commitment, resource management and brotherhood fulfillment.) This national effort also needs to help the local group establish chapter contact and a working relationship at the appropriate places; identify the problems to be solved and implement any solutions. (See attachment C for problem solving model.) The staff will follow up, prod and help the local group until it can operate on its own. The overriding approach to be used is to lead in a positive, aggressive manner.

The group then discussed strategy, tactics and an action plan for this program. It was the feeling of the task force that resources need to be allocated for a full time staff position to this area. It was not felt that the existing staff would be able to fulfill these duties with their current time commitments. The idea of a volunteer to do this work was considered, but it was decided that this would not be as effective as a full time staff person.

The action plan that was laid out by Greg Sinise (see diagrams below) was agreed on by everyone as the approach that should be taken for this project. The plan calls for more detailed development of procedures and approach for establishing these groups, selection and implementation of two trials, evaluation of trial results, modification of plans based on trial experience and finally vamp up of the program if chances for success look good.





RAD/kb

cc: Robert M. Sheehan, Jr.  
Randall S. Lewis  
Kevin J. Garvey  
Richard R. Gibbs  
Gregory A. Sinise  
Mark D. Still



## VOLUNTEER ALUMNI SITUATION ANALYSIS

## History

Prior to Mid 60's

- more alumni organizations
- better organized

60 - 70's Upheavel

- drugs
- unrest
- long hair

Alumni

- disenchantd
- lost a lot of them
- undergrads didn't care, why should they?
- ugs told them to get lost
- campuses even gave up en loco parentis

Late 70's

- didn't have many strong alumni organizations
- never really did
- never really tried to develop/organize these groups
- never staffed for it

Filling Empty Chair

- story Evin Varner '82
- Rob developed handout for workshop
- volunteer alumni network handout (83-84)

Development of Alumni Involvement (Province)

- 1983 first time to pay for GPC attendance
- 1985 first Provinces given money
- Province program 84-85 - C. Vohs
- developed responsibility for GPC to recruit volunteer
- never really worked out

## Alumni Support Groups

Alumni Corporation - A structured group of alumni with set terms of service. They work in the area of housing maintenance, finances, mortgages, taxes, insurance, and landlords. (They are not necessarily limited to just these areas.) They have an undergraduate representative on the board for input; they work with the Grand Chapter Advisor, and plan major housing clean-ups and/or renovations. They meet ideally every other month, but at least twice a year.

Alumni Association - A structured group of alumni that are dedicated to fulfilling the social needs of the alumni. They work with the chapter to set up Homecoming, Founder's Day and Sig Bust, as well as golf tournaments and class reunions; and provide a sense of oneness with the alumni.



Advisory Board - Alumni who serve as advisors to the undergraduate chapter, specifically certain officers such as HSP (President), HJP (Vice President), HE (Treasurer), HM (Marshal), Rush Chairman, Pledge Educator, HA (Scholarship Chairman), etc. They meet monthly with their specialized undergraduate officers to support, encourage, evaluate, and offer ideas for difficult situations and problems they may encounter. These men need some expertise in the area they are consulting in, either through their undergraduate experience or business/professional experience. It is through this board that officer training is to be done to add some continuity to the chapter in order to help to secure its future. Within this group are the Grand Chapter Advisor and Faculty Advisor, whose job descriptions are outlined in the Volunteer System handout.

Alumni Council - This is an area alumni group that should meet once a month for lunch just to socialize, network and build new friendships within the community. There is not a lot of structure to this group but it should include some officers to coordinate dates and times of the social events. Speakers are also important to help draw the alumni in and make them want to come back. This is also a good way of being able to spot future good volunteers and potential donors.

#### Statistics

percentage of chapters which have:

	listed	active
GCA	62%	39%
Faculty Advisors	51%	35%
Alumni Corporation	77%	44%
Alumni Association	4%	4%
Advisory Board	0%	0%



## Assessment

### Strengths (internal)

- Computer Capabilities
  - information screens (Chapter Vol. screen & Member screen samples)
- Chapter Newsletter Service
- Alumni Directories
  - benefit alumni, service
  - address updates
  - occupation info.
- Tomahawk coming out as Magazine
  - pride
  - shelf life
- Success Story
  - building great image
  - expanding
  - helping more
- Pool of Potential
  - quality, talented alumni
  - haven't realized benefits
  - needs to pull together
- Awareness of importance of quality involvement from alumni/adults
  - Grand Council
  - Staff
  - Volunteers
  - Chapters
- Staff
  - we have an excellent staff with the desire and ability to work

### Weaknesses (internal)

- Limited Resources---compared to needs/wants
  - money
  - number of staff
  - current staff time
- Knowledge
  - don't have the experience of how quality groups work
- Lack of Ideal Groups
  - don't have ideal groups to serve as mold
  - to pull others into the mold
- Location of chapters
  - some chapters located in out of touch places
  - few alumni in the area
  - statistics



### Opportunities (external)

- American Philanthropic Tradition
  - philanthropy and volunteerism
- Membership in fraternities increasing nationally
  - more visible
  - more popular
- NIC, FEA interest in moving system upwards
  - seeing an importance of volunteerism
  - setting it as a priority
  - NIC Alumni Corporation Workshops
- Rekindling Interest
  - hearing friends whose kids, etc. going fraternity

### Threats

- Faculty/Administration
  - challenging existence
  - don't see advantages
  - seen as anti-intellectual
  - votes to kick off campus
- Legal Liability
  - law suits
  - responsible for all actions
  - deep pocket theory
  - insurance costs
- Negative Publicity
  - alcohol
  - hazing
  - sexual abuse
- Image
  - Property upkeep (lack of)
  - little sisters, sexist, degrading
- Individual Lifestyles
  - work commitment
  - family
  - community responsibilities
  - mobile society
  - transition to chapter not theirs



VALUE DRIVES:

Survival

Relatedness

Attachment  
Care  
Protection  
Recognition  
Communication  
Sociability  
Community

Pleasure

Novelty  
Fun, Beauty

Information

Sensory stimulation  
Direction, cars, signals, signs  
Knowledge  
Understanding

Mastery

Competence  
Control  
Ownership  
Antonym  
Achievement  
Power

Play

Exploration  
Fantasy  
Adventure  
Competition  
Experimentation  
Creativity  
Innovation

Dignity

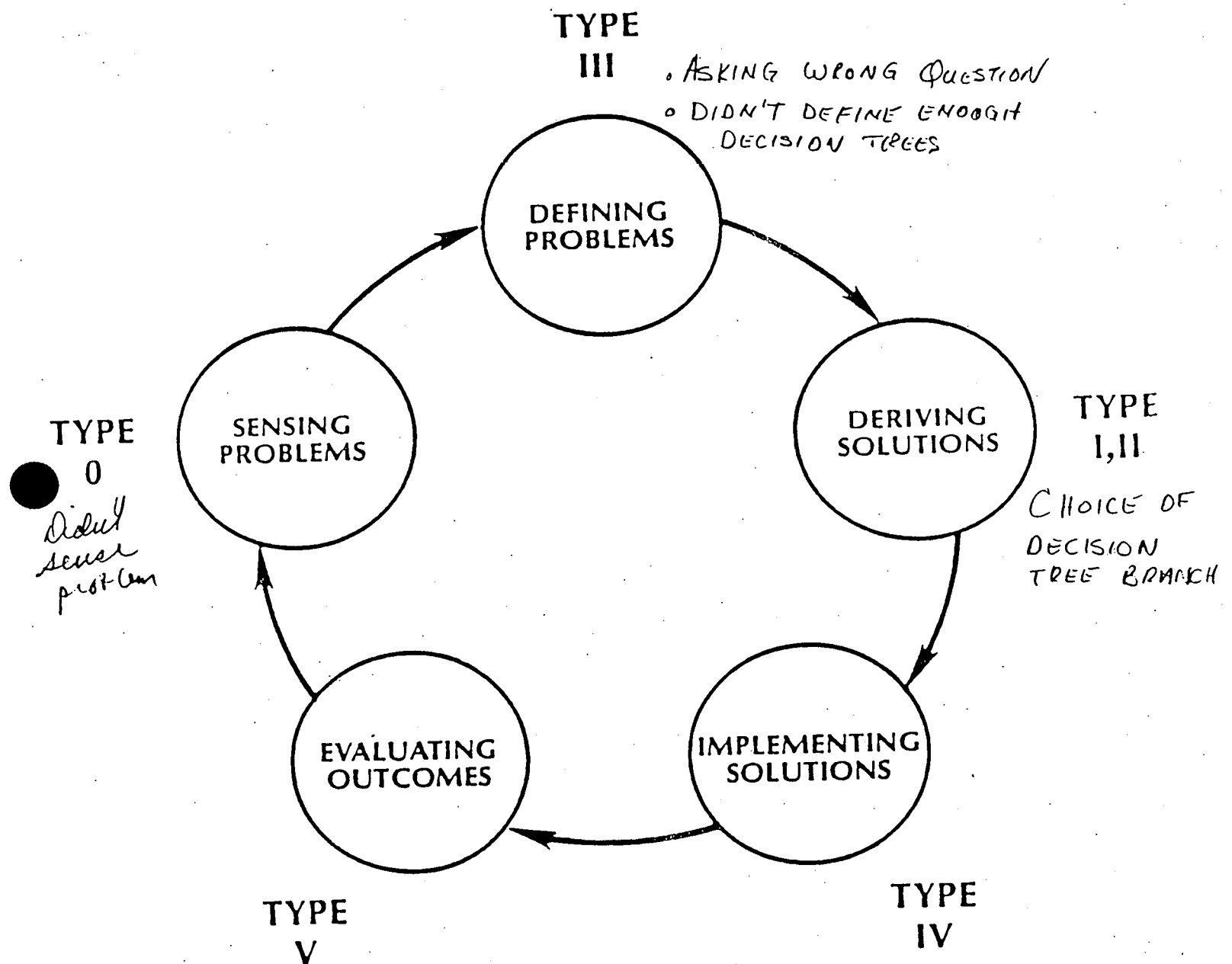
Respect  
Self Esteem  
Glory  
Integrity

Meaning

Universal  
Cultural  
Individual



# ERRORS IN PROBLEM MANAGEMENT





## A REVISED PROVINCE SYSTEM PROPOSAL

1. Western Province (4) Cal-Berkeley
2. Southeastern Province (9) Wake Forest
3. Midwestern Province (9) Illinois
4. Northeastern Province (19) Lehigh
5. Great Lakes Province (15) Ohio State

- |   |  |
|---|--|
| <ol style="list-style-type: none"><li>1. Western (4)<ul style="list-style-type: none"><li>- Washington</li><li>- Oregon State</li><li>- UCLA</li><li>- Cal-Berkeley</li></ul></li><li>2. Southeastern (9)<ul style="list-style-type: none"><li>- Longwood</li><li>- Radford</li><li>- Atlantic Christian</li><li>- ECU</li><li>- Wake Forest</li><li>- UNC-Charlotte</li><li>- Presbyterian</li><li>- Miami</li><li>- Tulane</li></ul></li><li>3. Midwestern (9)<ul style="list-style-type: none"><li>- Iowa State</li><li>- Missouri Valley</li><li>- Missouri</li><li>- Illinois State</li><li>- Illinois</li><li>- Illinois Tech</li><li>- Loyola</li><li>- Indiana</li><li>- Purdue</li></ul></li></ol> | <ol style="list-style-type: none"><li>4. Northeastern (19)<ul style="list-style-type: none"><li>- Penn State</li><li>- Cornell</li><li>- RPI</li><li>- Lehigh</li><li>- Widener</li><li>- American</li><li>- Stockton State</li><li>- William Paterson</li><li>- Stevens Tech</li><li>- Rutgers</li><li>- Plattsburgh</li><li>- Tufts</li><li>- Lock Haven</li><li>- NTIT</li><li>- Hartwick</li><li>- Lycoming</li><li>- SUNY-Buffalo Colony</li><li>- SUNY-Binghamton Colony</li><li>- University of Delaware</li><li>Interest Group</li></ul></li><li>5. Great Lakes (15)<ul style="list-style-type: none"><li>- Michigan</li><li>- Lawrence Tech</li><li>- Toledo</li><li>- Bowling Green</li><li>- Ohio Northern</li><li>- Ohio State</li><li>- Baldwin-Wallace</li><li>- Westminster</li><li>- Slippery Rock</li><li>- Rio Grande</li><li>- Marietta</li><li>- Marshall</li><li>- Bethany</li><li>- Tri-State</li><li>- Davis &amp; Elkins</li></ul></li></ol> |
|---|--|



## ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

## REPORT ON AWARDS

TO: The Grand Council

FROM: Dr. Robert M. Gill, Radford '83, Awards Chairman

RE: Award Recommendations

DATE: July 21, 1990

Grand Senior President's Award . . . . .	Beta Delta, Marshall University Eta, University of Illinois
Alpha Gamma Upsilon Award . . . . .	Alpha Zeta, University of California at Los Angeles Gamma Chi, Indiana University Honorable Mention - Beta Theta, Rutgers University Gamma Alpha, Ohio Northern University
Award for Service . . . . .	Beta Delta, Marshall University Delta Theta, Radford University
The Tomahawk Award . . . . .	Alpha Pi, Purdue University
Chapter Newsletter Award . . . . .	Beta Gamma, Bethany College
Photography Award . . . . .	None
Old Gal Gazette Award . . . . .	Beta Delta, Marshall University
Philanthropy Award . . . . .	Upsilon, Pennsylvania State University Honorable Mention - Delta Theta, Radford University
Frank F. Hargear Memorial Award . . . . .	T. Gunnar Holmstrom, Washington '88
Gary A. Anderson Award . . . . .	Beta Delta, Marshall University Honorable Mention - Eta, University of Illinois
Alumni Newsletter Award . . . . .	Beta Omicron, Tri-State University
Roadmap to Success Participation Award . . . . .	Delta Epsilon, Rio Grande University Phi, Iowa State University



## ALPHA SIGMA PHI FRATERNITY



ROBERT G. CABELLO  
DIRECTOR OF PROVINCES  
DELTA COLLEGE  
UNIVERSITY CENTER, MI 48710

OFFICE: 517-686-9340

March 28, 1990

RECEIVED

APR 2 1990

Robert W. Kutz  
495 Forest Avenue  
Arcata, CA 95521

Alpha Sigma Phi Fraternity, Inc.

Dear Brother Bob:

What a fabulous outline I received for the potential Alpha Sigma Phi volume.

I am by copy of this letter sharing with several others your thoughts of March 14.

I would suggest that perhaps some commentary need be added to Section VI or perhaps an appendix about the founding of Alpha Sigma Phi in the Phillipines. This would present some new and very interesting information collected by Brother Richard Gibbs.

It seems that a conference call might be in order to discuss the project and dole out some preliminary assignments, as far as providing to the Grand Council a cost range for what we are thinking about.

Additionally, a time frame should be established for the project and a level of possible involvement for each of us. Obviously if this project is formally approved by the Grand Council, you would serve as Editor-in-Chief as we discussed.

Thank you for your prompt reply.

Sincerely,

Robert G. Cabello

RC:ls

cc: ✓ Rob Sheehan  
Alpha Sigma Phi  
24 West William  
Delaware, OH 43015

Dr. Larry Sprees  
1040 First Avenue  
Gallipolis, OH 45631

Dennis R. Porks  
Assoc, Dean of the College  
Lake Erie College  
391 W. Washington Street  
Painesville, OH 44077



495 Forest Avenue  
Arcata, CA 95521  
March 14, 1990

Mr. Robert Cabello  
1538 Ottawa Blvd.  
Saginaw, Michigan 48602

Dear Brother Cabello:

Thanks for your phone call March 13th. As we discussed, I believe an accessible History of Alpha Sigma Phi would be a significant asset to the Fraternity. I would envision a one volume publication along the following lines:

I. Introduction- Origins of the American College Fraternity & the American college system of the 1840's. (10-20 pages)

II. The Founding and Early Growth (1845-1876) (30-40 pages)

- A. Yale College and the Founders
- B. Organization to First Election; December 6, 1845-June 1846
- C. First Efforts at Growth--the 1847 attempt at Amherst; the mystery of the first Beta Chapter
- D. The Amherst Chapter
- E. The founding at Marietta
- F. The Early National Fraternity--death at Amherst, the brief early Epsilon Chapter
- G. Suppression of Alpha and founding of Delta Beta Xi.
- H. The end of the Old Delta Beta Xi at Yale

III. Delta Carries the Banner (20-30 pages)

- A. The character of the Chapter in the Civil War
- B. Leadership and Overtures to 1880
- C. The Crisis of 1880, and founding of the Cincinnati Alumni Council
- D. College life and times of the Late 19th Century
  - (1) The National fraternity System
  - (2) Theta Nu Epsilon
  - (3) Marietta & American Colleges in Boom & Bust
  - (4) Sig Bust and Black Lantern Procession
  - (5) Slow decline of Delta Chapter (perils of a local fraternity)
- E. The Crisis of 1900



Mr. Robert Cabello  
March 14, 1990

IV. The Second Founding and Nationalization (1907-1937) (40-60 pages)

- A. Reactivation of Alpha, Spring 1907
- B. The First Convention National Constitution
- C. The National Fraternity 1908-1913 ("Actives" in control)
- D. The Alumni Grand Prudential Committee (1913-37)
- E. Expansion through 1920.
- F. The Second Founders and leaders to 1920.
- G. Alpha Sigma Phi in the 1920's
- H. Development of the National Office and Executive Secretary
- I. The second generation of Alumni Leaders
- J. Establishment, character and growth of the merged national fraternities: Phi Pi Phi, Alpha Kappa Pi, and Alpha Gamma Upsilon.
- K. The Crisis of the Depression (1932, Alpha Sigma Phi outlaws use of the Pledge Paddle)

V. The Era of Ralph Burns (1937-1976) (40-60 pages)

- A. Alpha Sigma Phi in 1936
- B. The traditions of Epsilon Chapter
- C. Brother Burns
- D. The Convention of 1936, and reorganization of the National Organization
- E. The Convention of 1937
- F. The merger with Phi Pi Phi
- G. Alpha Sigma Phi on the eve of World War
- H. War and mobilization
- I. The State of the Fraternity in 1945.
- J. The Merger with Alpha Kappa Pi
- K. The Province System
- L. Reactivation and Expansion
- M. Alumni leaders of the Post War Era (Cochran's war on hazing)
- N. Conventions and Grand Councils of the 1950's
- O. Growth and stability--the 1960's
- P. Anti-Discrimination and "Secret Societies"
- Q. The merger with Alpha Gamma Upsilon
- R. Vietnam, the Draft & The Establishment--Alpha Sigma Phi leaves New England & other effects
- S. Alumni Leaders 1966-76--Old Gentlemen and Young Bucks
- T. The legacy of "Mr. Alpha Sig"

VI. The Flight of the Phoenix (40-50 pages)



Mr. Robert Cabello  
March 14, 1990

- A. "The Alpha Nu Dynasty" begins
- B. The Tomahawk finds an Editor
- C. The Regional Expansion plan in Atlantic Coast Conference country
- D. The battle for an endowed Educational Foundation
- E. Repairing Vietnam era losses
- F. The Third Founding
- G. Alumni Leaders 1976-86
- H. Risk management and changing expectations of behavior.

VII. Challenges for the future (*optional*)  
(A postscript on planning for the new millennium.)

VIII. Appendices (*120 pages*)

- A. Grand Councils, Grand Prudential Committees, Executives, and Editors
- B. Distinguished Service Award biographic sketches; Distinguished Merit Award biographic sketches
- C. A Brief Sketch of the Chapters
- D. *Other distinguished & prominent Alpha Sigs*

What have I overlooked? Can it be done in 400 pages?  
Can Alpha Sigma Phi market it without loss of excessive sums?

Please let me know what else you need. Some of these topics have been covered in Tomahawk articles. I can contribute time and work--but we will need to drum up subscriptions for alumni purchasers or use some other method to finance any but the most restricted circulation.

Yours in the Mystic Circle,

*Bob*

Robert W. Kutz, N. '67  
Grand Historian



WOLF, ROGERS, DICKEY & CO.  
CERTIFIED PUBLIC ACCOUNTANTS  
107 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

DELAWARE  
614-362-9031

COLUMBUS  
614-548-4566

Grand Council  
Alpha Sigma Phi Fraternity, Inc.  
Delaware, Ohio:

We have audited the accompanying balance sheets of Alpha Sigma Phi Fraternity, Inc. as of June 30, 1990 and 1989 and the related statements of revenues, expenses, reimbursements and changes in fund balances for the years then ended. We have also audited the accompanying balance sheets of A-S-P Corporation as of June 30, 1990 and 1989 and the related statements of earnings and retained earnings for the years then ended. These financial statements are the responsibility of the Fraternity's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Alpha Sigma Phi Fraternity, Inc. and A-S-P Corporation at June 30, 1990 and 1989 and the results of their operations and changes in fund balances or retained earnings for the years then ended, all in conformity with generally accepted accounting principles.

*Wolf, Rogers, Dickey & Co.*  
Certified Public Accountants

July 17, 1990



Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets  
June 30, 1990 and 1989

ASSETS

	<u>1990</u>	<u>1989</u>
Cash, including savings and other interest bearing accounts	\$ 44,716	48,380
Certificates of deposit and money market funds	31,624	58,846
Notes and accounts receivable:		
Notes receivable	18,906	19,134
Notes receivable from A-S-P Corporation	59,532	31,241
Accounts receivable	19,657	27,896
Educational grant receivable	11,760	-
National insurance premium receivable	24,357	29,857
	<u>134,212</u>	<u>108,128</u>
Less allowance for doubtful receivables	5,400	4,400
Total notes and accounts receivable	<u>128,812</u>	<u>103,728</u>
Publication and jewelry inventories, at cost	11,744	1,847
Investment in A-S-P Corporation, at cost (Note 5)	51,500	51,500
Property and equipment, at cost:		
Land	14,294	14,294
Building	14,812	14,812
Equipment and vehicle	51,685	51,368
	<u>80,791</u>	<u>80,474</u>
Less accumulated depreciation	52,253	47,470
Net property and equipment	<u>28,538</u>	<u>33,004</u>
	\$ <u>296,934</u>	<u>297,305</u>

See accompanying notes to financial statements



Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets  
June 30, 1990 and 1989

LIABILITIES AND FUND BALANCES

	<u>1990</u>	<u>1989</u>
Installment notes payable	\$ 11,372	17,219
National insurance payable	-	12,834
Accounts payable	2,049	3,675
Deposits, refundable and non-refundable	19,179	12,076
Accrued expenses	966	917
Deferred income	<u>19,790</u>	<u>14,774</u>
Total liabilities	<u>53,356</u>	<u>61,495</u>
Fund balances (Note 2):		
Designated by the Grand Council for:		
Alabama Alumni escrow	40,806	38,678
Investment in A-S-P Corporation	111,032	82,741
Emergency loans to chapters	19,000	20,000
National insurance reserve	5,984	506
Property and equipment	<u>17,166</u>	<u>15,785</u>
Total	193,988	157,710
Undesignated	<u>49,590</u>	<u>78,100</u>
Total fund balances	<u>243,578</u>	<u>235,810</u>
	\$ <u>296,934</u>	<u>297,305</u>



Alpha Sigma Phi Fraternity, Inc.  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1990 and 1989

	<u>1990</u>	<u>1989</u>
Revenues and grants:		
Annual dues	\$ 97,818	94,531
Initiation fees	88,575	81,560
Educational grants (Note 4)	69,460	72,000
Pledge fees	38,160	38,790
Service fee (Note 4)	25,147	30,738
Gross profit on sale of merchandise and jewelry	10,386	6,095
Interest and dividend income	5,733	5,944
Profit on National Insurance Program (Note 3)	5,478	506
Chapter fees	2,340	2,307
Profit on National conference	139	7,483
Other	7,255	5,526
Total revenues	<u>350,491</u>	<u>345,480</u>
Expenses:		
Salaries and employee benefits	186,642	180,865
Tomahawk publication	26,103	23,614
Chapter services	24,034	30,985
Office supplies and expense	15,561	14,233
Postage	12,776	11,139
New member jewelry	12,180	12,091
Facilities and equipment	10,579	13,223
Telephone	9,467	9,881
Grand Council meetings and conferences	9,118	13,281
Executive search	8,194	-
Interfraternity	7,821	7,615
Alumni Development	4,810	-
Professional	3,800	4,196
"To Better The Man" project	2,337	3,540
Province program	2,315	2,482
Interest expense	1,735	1,859
Bad debts, net of recoveries	1,000	1,235
Expansion	722	5,061
Miscellaneous	3,529	4,233
Total expenses	<u>342,723</u>	<u>339,533</u>
Excess of revenues and grants over expenses	7,768	5,947
Fund balance:		
Beginning of fiscal year	235,810	229,863
End of fiscal year	\$ <u>243,578</u>	<u>235,810</u>

See accompanying notes to financial statements



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements  
June 30, 1990 and 1989

(1) Summary of Significant Accounting Policies

Investments

Gifts of investment securities are recorded at the market value on the date the gift was received. Investment in A-S-P Corporation, a wholly owned subsidiary of Alpha Sigma Phi Fraternity, Inc., are carried at cost.  
(See Note 5)

Depreciation

Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on the straight-line basis.

Federal Income Taxes

The Fraternity is a non-profit social fraternity exempt from Federal income tax under the provisions of Section 501(c)(7) of the Internal Revenue Code.

(2) Fund Balances

Funds are currently expendable and have not been restricted by donors in any manner.

(3) National Insurance Program

The Fraternity is engaged in a national liability and property insurance program. Member chapters are required to purchase liability insurance and are billed on a per member basis. Property insurance is optional. Property insurance premiums are based on specifics of the separate houses. The insurance brokers are currently James R. Favor and Company and Insurance Coverages Limited who place coverage through various insurance companies. Premiums are billed annually. Revenue and cost of insurance are recognized based on expired portion of policy term.

The following is a summary of the insurance program operations:

	<u>1990</u>	<u>1989</u>
Revenue	\$ 148,857	144,051
Cost of insurance	(138,432)	(135,920)
Bad debt expense	-	(2,587)
Administrative service fee	<u>(4,947)</u>	<u>(5,038)</u>
Profit from program	\$ <u>==5,478</u>	<u>====506</u>



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1990 and 1989

(4) Related Party Transactions

The Fraternity and the Alpha Sigma Phi Educational Foundation share common management and facilities. The Fraternity's personnel provides bookkeeping services and conducts fund-raising on behalf of the Educational Foundation.

The following amounts received from the Educational Foundation are included in Fraternity revenue or offset against the Fraternity's expenses:

<u>Fraternity revenue category</u>	<u>1990</u>	<u>1989</u>
Educational grants	\$ 69,460	72,000
Service fee	<u>13,000</u>	<u>18,500</u>
	<u>82,460</u>	<u>90,500</u>
 <u>Fraternity expense category</u>		
Loyalty Fund campaign	7,706	4,677
Leadership conference	<u>12,500</u>	<u>12,500</u>
	<u>20,206</u>	<u>17,177</u>
Total revenue and reimbursements	\$ <u>102,666</u>	<u>107,677</u>

The Fraternity's expenses include \$12,360 in 1990 and \$12,240 in 1989 paid to the Educational Foundation for computer use.



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1990 and 1989

(5) Investment in A-S-P Corporation

A-S-P Corporation is a Delaware corporation formed for the purpose of aiding chapters of the Fraternity in providing housing and housing facilities by making second mortgage loans. The corporation acquired ownership of one property in 1981 which is leased to a chapter of the Fraternity.

The separate financial statements of A-S-P Corporation at June 30, 1990 and 1989 and for the years then ended are as follows:

A-S-P Corporation  
Balance Sheets  
June 30, 1990 and 1989

<u>ASSETS</u>		<u>1990</u>	<u>1989</u>
Mortgages receivable		\$ 26,646	26,646
Less allowance for doubtful accounts		<u>10,000</u>	<u>10,000</u>
Net receivables		16,646	16,646
Rental property, at cost (pledged) net of accumulated depreciation of \$23,090 in 1990 and \$20,625 in 1989		60,755	53,870
Cash in interest bearing accounts		<u>2,604</u>	<u>5,381</u>
		\$ <u>80,005</u>	<u>75,897</u>
 <u>LIABILITIES AND STOCKHOLDER'S EQUITY</u>			
11.75% Mortgage note payable (secured) due September, 1990	\$	2,194	12,160
Note payable Alpha Sigma Phi Fraternity		<u>59,532</u>	<u>31,241</u>
Total liabilities		61,726	43,401
Stockholder's equity:			
Common stock, without par value.			
Authorized 5,000 shares; issued and outstanding 515 shares		51,500	51,500
Retained earnings (accumulated deficit)		<u>(33,221)</u>	<u>(19,004)</u>
Total stockholder's equity		<u>18,279</u>	<u>32,496</u>
	\$	<u>80,005</u>	<u>75,897</u>



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1990 and 1989

A-S-P Corporation  
Statements of Earnings and Retained Earnings  
Years Ended June 30, 1990 and 1989

	<u>1990</u>	<u>1989</u>
Revenues:		
Rent	\$ -	8,000
Interest on savings accounts	<u>182</u>	<u>390</u>
Total revenues	182	8,390
Expenses:		
Interest	3,749	2,032
Administrative services	7,200	7,206
Depreciation of rental properties	2,465	2,292
Professional	945	1,435
Taxes	<u>40</u>	<u>40</u>
Total expenses	<u>14,399</u>	<u>13,005</u>
Net income (loss)	(14,217)	(4,615)
Retained earnings (accumulated deficit):		
Beginning of fiscal year	(19,004)	(14,389)
End of fiscal year	\$ <u>(33,221)</u>	<u>(19,004)</u>

A-S-P Corporation  
Notes to Financial Statements  
June 30, 1990 and 1989

(1) Summary of Significant Accounting Policies

Rent and Interest on Mortgages and Bonds

Rent income on properties and interest income on mortgages receivable are recorded as received due to uncertainties regarding collectability. No rent income has been received since January 1989. The last interest income payment was received in 1986. Uncollected rent income and interest income amount to \$41,048 and \$7,821, respectively, as of June 30, 1990.

Depreciation of Rental Properties

Depreciation is provided over the estimated useful lives of the assets on the straight-line basis.

Federal Income Taxes

The Corporation is a tax paying entity. Deferred income taxes will be provided on any differences between income for tax and accounting purposes when such differences occur. The Corporation has net operating loss carryforwards of \$50,189 to offset future taxable income. Carryforwards start to expire in 1998.



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	Actual 1988-89	Budget 1989-90	Actual 1989-90	Proposed Budget 1990-91
1. Initiation Fees	\$81,560.00	\$76,000.00	\$88,575.00	\$84,000.00
2. Pledge Fees	38,790.00	36,000.00	38,160.00	45,000.00
3. Chapter Fees	2,306.25	2,385.00	2,340.00	2,295.00
4. Undergrad. Dues	94,531.00	97,000.00	97,817.50	106,800.00
5. Educ. Foundation Grants	72,000.00	73,500.00	69,460.00	47,500.00
6. Merchandise (Net)	6,095.46	4,000.00	10,386.45	7,500.00
7. Investments and Interest	5,943.92	5,000.00	5,732.62	5,000.00
8. Parking Rentals	1,710.00	1,800.00	1,915.00	1,900.00
9. Services to Organizations	30,738.00	24,700.00	25,147.00	25,000.00
10. Miscellaneous	4,321.77	2,500.00	5,340.23	6,500.00
11. Undergrad Fee Increase	-	-	-	16,000.00
<b>TOTAL INCOME:</b>	<b>\$ 337,996.40</b>	<b>\$ 322,885.00</b>	<b>\$ 344,873.80</b>	<b>\$ 347,495.00</b>
<b>TOTAL EXPENSES:</b>	<b><u>332,796.32</u></b>	<b><u>341,400.00</u></b>	<b><u>343,991.78</u></b>	<b><u>329,400.00</u></b>
<b>GAIN (LOSS):</b>	<b>\$ 5,200.08</b>	<b>\$ (18,515.00)</b>	<b>\$ 882.02</b>	<b>\$ 18,095.00</b>

### Special Notes

Annual Loyalty Fund (net)	\$ 88,934.28	\$ 122,000.00	\$ 93,505.07	\$ 99,000.00
Available Cash, 6-30-90	\$ 75,624.65			



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual</u> <u>1988-89</u>	<u>Budget</u> <u>1989-90</u>	<u>Actual</u> <u>1989-90</u>	<u>Proposed</u> <u>Budget</u> <u>1990-91</u>
1. Salaries	\$ 145,303.19	\$ 145,000.00	\$ 144,278.94	\$ 132,000.00
2. Unemployment Comp.	1,541.71	2,000.00	1,319.22	1,600.00
3. Employees A & H Ins.	10,475.97	20,700.00	18,607.55	8,000.00
4. Social Security Tax	11,049.46	11,000.00	11,026.30	10,100.00
5. Pension	8,416.31	8,700.00	8,796.90	8,900.00
6. Utilities	2,731.83	3,000.00	2,631.39	3,000.00
7. Bldg., Maint. & Prop. Tax	1,630.70	1,500.00	1,280.25	4,200.00
8. Telephone	9,881.04	10,000.00	9,467.25	10,000.00
9. Postage	11,138.72	12,000.00	12,776.07	13,000.00
10. Office Supplies	12,597.82	13,000.00	13,012.62	13,000.00
11. Computer Service	3,762.36	4,000.00	4,663.77	5,500.00
12. Audit & Legal	4,196.07	4,500.00	3,800.00	4,500.00
13. Insurance	3,817.50	2,800.00	1,883.95	2,700.00
14. Publications				
a. Tomahawk	23,614.46	25,000.00	26,102.57	27,000.00
b. TBIM	3,540.48	3,000.00	2,338.42	5,000.00
c. Found. Excell.	-	5,000.00	4,809.99	-
15. Chapter Services				
a. Exec. V.P. Travel	1,822.81	2,000.00	2,158.13	4,000.00
b. Dir. Chap. Serv. Travel	7,263.64	4,000.00	4,216.92	-
c. Chapt. Cons. Travel	14,661.90	7,000.00	7,468.97	14,000.00
d. Staff Housing	2,250.00	1,200.00	1,475.00	3,000.00
e. G.C., Others Travel	2,236.29	2,500.00	3,210.50	2,000.00
f. Prog. Costs & Gen. Op.	5,249.86	4,000.00	6,021.99	6,000.00
16. Expansion				
a. Staff Travel	711.26	1,000.00	302.00	1,000.00
b. Others Travel	868.58	500.00	-	500.00
c. Prog. Costs & Gen. Op.	3,481.22	500.00	419.70	1,000.00
17. Interfraternity				
a. Dues	1,950.00	2,000.00	2,362.45	2,400.00
b. Travel & Meetings	5,664.82	5,000.00	5,458.05	5,500.00



# GENERAL FUND

<u>EXPENSES (Cont'd)</u>	<u>Actual</u> <u>1988-89</u>	<u>Budget</u> <u>1989-90</u>	<u>Actual</u> <u>1989-90</u>	<u>Proposed</u> <u>Budget</u> <u>1990-91</u>
18. Chapter Programming				
a. Province System	2,481.91	2,500.00	2,315.36	2,500.00
b. Scholarship	-	-	-	-
19. Conf. & Exec. Meetings	13,281.33	9,000.00	9,117.66	13,000.00
20. Automobile	5,629.94	6,000.00	5,916.74	7,000.00
21. Insignia	12,091.07	11,000.00	12,179.74	11,500.00
22. Newsletter Service	1,676.07	1,000.00	2,095.70	2,000.00
23. Doubtful Accounts	1,235.16	1,000.00	1,000.00	1,000.00
24. Miscellaneous	4,026.08	4,000.00	3,421.78	4,500.00
25. National Meetings (Net)	(7,483.24)	-	(138.53)	-
26. Exec. V.P. Search	-	<u>6,000.00</u>	<u>8,194.43</u>	<u>-</u>
 TOTAL EXPENSES:	 \$332,796.32	 \$341,400.00	 \$343,991.78	 \$329,400.00



WOLF, ROGERS, DICKEY & Co.

CERTIFIED PUBLIC ACCOUNTANTS

107 WEST WILLIAM STREET

DELAWARE, OHIO 43015

DELAWARE  
614-362-9031

COLUMBUS  
614-548-4566

Board of Trustees  
Alpha Sigma Phi Educational Foundation  
Delaware, Ohio:

We have audited the accompanying balance sheets of Alpha Sigma Phi Educational Foundation as of June 30, 1990 and 1989 and the related statements of revenues, expenses, reimbursements and changes in fund balances for the years then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Alpha Sigma Phi Educational Foundation at June 30, 1990 and 1989 and the results of their operations and changes in fund balances for the years then ended, in conformity with generally accepted accounting principles. The supplementary data included in Schedule I has been subjected to the same auditing procedures and, in our opinion, is stated fairly in all material respects when considered in conjunction with the financial statements taken as a whole.

*Wolf, Rogers, Dickey & Co.*  
Certified Public Accountants

July 17, 1990



Alpha Sigma Phi Educational Foundation  
Balance Sheets  
June 30, 1990 and 1989

ASSETS

	<u>1990</u>	<u>1989</u>
Cash in interest bearing accounts	\$ 99,803	72,852
Certificates of deposit and money market funds	46,161	115,750
Interest and note receivable	9,166	7,995
Investment securities, at cost (market value \$553,877 in 1990 and \$482,982 in 1989)	549,741	466,473
Equipment, at cost	87,777	83,888
Less accumulated depreciation	<u>60,264</u>	<u>43,798</u>
Net equipment	<u>27,513</u>	<u>40,090</u>
	\$ <u><u>732,384</u></u>	<u><u>703,160</u></u>

LIABILITIES AND FUND BALANCES

Educational grants payable	\$ 11,760	-
Accrued payroll taxes, fees and accounts payable	439	358
Accrued grants on Chapter funds	<u>553</u>	<u>279</u>
Total liabilities	12,752	637
Restricted fund balances (Note 2):		
Non-expendable:		
Third Founding	397,347	380,615
John P. Commons Fund	58,412	58,412
Warren A. Hanna Fund	51,001	51,001
John A. Selig Fund	50,000	50,000
Ralph F. Burns Fund	30,208	30,208
Evin C. Varner Fund	23,677	23,677
Carnegie-Mellon Fund	13,000	13,000
Minnesota Fund	3,000	3,000
Chapter funds:		
Penn State Fund	3,225	3,225
California Fund	2,000	1,500
Oregon State Fund	<u>1,850</u>	<u>1,350</u>
Total	<u>633,720</u>	<u>615,988</u>
Expendable:		
Undesignated	-	623
Designated (investment)	<u>85,912</u>	<u>85,912</u>
Total	<u>85,912</u>	<u>86,535</u>
Total fund balances	<u>719,632</u>	<u>702,523</u>
	\$ <u><u>732,384</u></u>	<u><u>703,160</u></u>

See accompanying notes to financial statements



Alpha Sigma Phi Educational Foundation  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1990 and 1989

	<u>1990</u>	<u>1989</u>
Revenues:		
Loyalty Fund campaign contributions	\$ 166,780	134,746
Interest and dividend income	66,400	48,961
Fees received computer & solicitation	22,860	22,740
Third Founding contributions	16,732	21,048
California Fund	500	1,500
Oregon State Fund	500	1,350
Gain (loss) on sale of securities	<u>239</u>	<u>(3,734)</u>
Total revenues	<u>274,011</u>	<u>226,611</u>
Operating expenses (Note 3):		
Loyalty Fund campaign	56,521	45,810
Third Founding campaign	-	5,500
Administration:		
Salaries and employee benefits	62,546	19,256
Depreciation	16,467	16,650
Administration	13,000	13,000
Alumni development	6,744	4,146
Travel, registrations, etc.	5,837	6,140
Investment fees	4,834	4,099
Equipment maintenance	4,219	4,769
Audit and legal	2,600	2,625
Total administration expenses	<u>116,247</u>	<u>70,685</u>
Total operating expenses	<u>172,768</u>	<u>121,995</u>
Grants and awards:		
Educational grants	81,960	84,500
Scholarship awards	1,695	1,650
Chapter funds grants	479	279
Total grants and awards	<u>84,134</u>	<u>86,429</u>
Total operating expenses, grants and awards	<u>256,902</u>	<u>208,424</u>
Excess of revenues over expenses, grants and awards	17,109	18,187
Fund balance:		
Beginning of fiscal year	<u>702,523</u>	<u>684,336</u>
End of fiscal year	\$ <u><u>719,632</u></u>	<u><u>702,523</u></u>

See accompanying notes to financial statements



Alpha Sigma Phi Educational Foundation  
Notes to Financial Statements  
June 30, 1990 and 1989

(1) Summary of Significant Accounting Policies

Investments

Investment securities are carried at cost. Gains or losses on the sale of investments are recognized upon realization. Gifts of investment securities are recorded at the market value on the date the gift was received.

Depreciation

Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on the straight-line basis.

Federal Income Taxes

The Educational Foundation is a non-profit public charity exempt from Federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code.

(2) Restricted Fund Balances

Contributions to the Alpha Sigma Phi Educational Foundation are restricted by donors for use only for educational purposes including scholarships, scholarship awards, and support of the educational programs of the Fraternity including support of the annual educational conference. Special restrictions placed on the use of funds contributed to the Third Founding Campaign, the John P. Commons Fund, Warren A. Hanna Fund, the John A. Selig Fund, the Ralph F. Burns Fund, the Evin C. Varner Fund, the Carnegie-Mellon Fund and the Minnesota Fund have been recognized by the segregation of the fund balances. Separate funds have been established for each chapter. Income attributable to chapter funds is currently expendable at the chapter levels for purposes that meet the requirements for grants from a public foundation.

(3) Related party transactions

The Educational Foundation and Alpha Sigma Phi Fraternity, Inc. share common management and facilities. The Fraternity's personnel provide bookkeeping services and conduct certain fund-raising on behalf of the Educational Foundation.

Educational Foundation expenses and grants include the following amounts paid to the Fraternity:

	<u>1990</u>	<u>1989</u>
Third Founding campaign expenses	\$ -	5,500
Loyalty Fund campaign expenses	7,706	4,677
Administration	13,000	13,000
Educational grants	<u>81,960</u>	<u>84,500</u>
	\$ <u>102,666</u>	<u>107,677</u>

Educational Foundation revenues include \$12,360 in 1990 and \$12,240 in 1989 received from the Fraternity for computer usage.



Alpha Sigma Phi Educational Foundation  
Investment Securities  
June 30, 1990

	<u>Shares/ Face</u>	<u>Cost</u>	<u>Market Value</u>
Huntington Bank Multiple Manager Investment Account:			
Equity funds:			
Monitor Income Fund	4608	\$ 90,000	87,835
Monitor Growth Fund	4059	<u>85,000</u>	<u>86,508</u>
		175,000	174,343
Corporate obligations	25,000	24,942	24,213
U. S. Treasury Notes	225,000	224,643	228,782
Government Agencies (FHLB,FFCB)	100,000	100,133	100,742
Government Backed Mortgages (FNMA)	25,000	25,023	25,797
		<u>          </u>	<u>          </u>
Total investment securities		\$ <u>549,741</u>	<u>553,877</u>

See accompanying notes to financial statements



# ALPHA SIGMA PHI EDUCATIONAL FOUNDATION

## BUDGET REPORT

	Actual 1988-89	Budget 1989-90	Actual 1989-90	Proposed Budget 1990-91
<u>REVENUES</u>				
1. Endowment Gifts	\$ 23,898.00	\$ 16,000.00	\$ 17,732.00	\$ 5,000.00
2. Annual Loyalty Fund	134,745.00	162,000.00	166,780.00	154,000.00
3. Investment Income (net)	44,862.00	40,000.00	61,566.00	44,000.00
4. Investment Sale Gain	(3,734.00)	-	239.00	-
5. Computer Fees	22,740.00	22,500.00	22,860.00	23,800.00
6. Expendable Fund Transfer	<u>6,334.00</u>	<u>-</u>	<u>623.00</u>	<u>-</u>
TOTAL REVENUES	\$232,579.00	\$240,500.00	\$269,800.00	\$226,800.00
NON-EXPENDABLE REVENUES/ENDOWMENT	<u>23,898.00</u>	<u>160,000.00</u>	<u>17,732.00</u>	<u>5,000.00</u>
TOTAL EXPENDABLE REVENUES	\$ 208,681.00	\$224,500.00	\$252,068.00	\$221,800.00
TOTAL EXPENDITURES	<u>204,324.00</u>	<u>224,450.00</u>	<u>252,068.00</u>	<u>221,800.00</u>
GAIN/(LOSS)	\$ 623.00	\$ 50.00	\$ -	\$ -



<u>EXPENDITURES</u>	<u>Actual</u> <u>1988-89</u>	<u>Budget</u> <u>1989-90</u>	<u>Actual</u> <u>1989-90</u>	<u>Proposed</u> <u>Budget</u> <u>1990-91</u>
1. Annual Loyalty Fund	\$ 45,810.00	\$ 40,000.00	\$ 73,275.00	\$ 55,000.00
2. Personnel	19,256.00	48,000.00	45,792.00	53,500.00
3. Alumni Development	4,146.00	6,000.00	6,744.00	8,000.00
4. Planned Giving	-	-	-	-
5. Bookkeeping	3,000.00	3,000.00	3,000.00	3,000.00
6. Audit & Legal	2,625.00	3,000.00	2,600.00	3,000.00
7. General Admin.	10,000.00	10,000.00	10,000.00	10,000.00
8. Third Founding Admin.	5,500.00	-	-	-
9. Equipment Depreciation	16,650.00	16,300.00	16,467.00	17,250.00
10. Equipment Maintenance	4,768.00	4,500.00	4,219.00	4,400.00
11. Miscellaneous	6,140.00	6,000.00	5,837.00	6,000.00
<u>Grants</u>				
1. Scholarships/Awards	\$ 1,650.00	\$ 1,650.00	\$ 1,695.00	\$ 1,650.00
2. Nat'l Leadership Conference	12,500.00	12,500.00	12,500.00	12,500.00
3. Educational Grants	72,000.00	73,500.00	69,460.00	47,500.00
4. Chapter Funds Grants	<u>279.00</u>	<u>-</u>	<u>479.00</u>	<u>-</u>
 TOTAL EXPENDITURES	 \$204,324.00	 \$224,450.00	 \$252,068.00	 \$221,800.00



WOLF, ROGERS, DICKEY & Co.

CERTIFIED PUBLIC ACCOUNTANTS

107 WEST WILLIAM STREET

DELAWARE, OHIO 43015

DELAWARE  
614-362-9031

COLUMBUS  
614-548-4566

Grand Council  
Alpha Sigma Phi Fraternity, Inc.

Board of Directors  
A.S.P. Corporation

In connection with our audit of the financial statements of Alpha Sigma Phi Fraternity, Inc. (the Fraternity) for the year ended June 30, 1990, we noted certain matters relating to the Fraternity's investment in A.S.P. Corporation on which we are presenting our comments and recommendations for your consideration.

A.S.P. Corporation was formed for the purpose of aiding chapters of the fraternity in providing housing facilities by making second mortgage loans. Certain investments of the A.S.P. Corporation have become non-income producing which may jeopardize the A.S.P. Corporation's ability to achieve its designed purpose.

Mortgages Receivable

The assets of the A.S.P. Corporation as of June 30, 1990 include a note receivable secured by a second mortgage on the University of Oklahoma house. The date of the note is January 1986. No payment has been received on the note during the past four years resulting in unpaid interest amounting to \$7,821.00.

We recommend that management develop a plan of action to protect the A.S.P. Corporation's investment. We suggest that as a first step an independent appraisal of the property be obtained at the earliest possible date. The results of the appraisal will dictate possible courses of action.



## Rental Property

The assets of the A.S.P. Corporation as of June 30, 1990 include a residential rental property on the Widener University Campus. The lease with the chapter requires a \$5,893 rental payment twice a year. No rent has been paid since January 1989. Unpaid rent in arrears amounts to \$41,048.00. The last appraisal of the property indicated a market value of \$97,500.00 as of February 26, 1988.

We recommend that management develop a plan of action to protect the A.S.P. Corporation's investment. In view of the absence of rental payments, we are concerned that the A.S.P. investment may be at risk. Accordingly, we suggest that an independent appraisal of the property be obtained at the earliest possible date. Based on the results of the appraisal, we suggest that a plan be developed which either liquidates the A.S.P. Corporation's investment in the house or produces an appropriate return on investment.

\* \* \* \* \*

We would like to acknowledge the courtesy and assistance extended to us by personnel of the Fraternity during our examination. Should you have any questions concerning the matters presented herein, we shall be pleased to discuss them further with you at your convenience.

Very truly yours,

*Wolf Rogers Dickey & Co.*  
WOLF ROGERS, DICKEY & CO.

July 17, 1990



#### F. 1989-90 Budget Review

A surplus of \$882.02 was produced during 1989-90 which was a significant accomplishment in light of the \$18,515 deficit that was budgeted. Receipts from undergraduate dues and fees sources were \$15,500 higher than budgeted, and an additional merchandise net of over \$6,500 was received. These income increases buffered the effect of a \$4,040 shortfall in Educational Foundation Grants. Otherwise the deficit would have been greater. The shortfall in grants was due to much lower than expected net results from the Annual Loyalty Fund (for a full review of the Annual Loyalty Fund see the Report to the Committee on Alumni Operations). Expenses ended the year, essentially, as budgeted.

#### G. 1990-91 Proposed Budget Preview

The proposed budget for 1990-91 (pages 112-114) conservatively projects income, and makes only minor changes in expense allocations compared to the 1989-90 budget--other than those directed by the Grand Council at the March meeting dealing with staffing. The Annual Loyalty Fund net is projected to increase by just less than 6%. Changes in expense allocations which were included in the proposed budget are increases in building repairs, executive vice president and chapter leadership consultant travel, and executive meeting expense. A major reduction in expenses resulted in the saving of \$10,600 in employee accident and health insurance as a result of a change in carriers. The proposed budget projects a slight surplus for 1990-91 providing the undergraduates vote themselves increased dues/fees to total \$16,000.

#### H. Accounts Receivable

Chapter Dues and Fees. Dues payable to the fraternity by chapters is down to \$12,000 from \$18,000 at this time last year and \$24,700 the prior year. All chapters who owe are on a payment plan or are in the process of finalizing one. We have had problems with the Missouri chapter, which has defaulted on a promissory note for \$3,000. Hopefully, this will be renegotiated soon. Director of Administrative Services Bev Moody continues to direct our collection procedures which were developed in the fall of 1988. The procedures and Bev's continued follow-up have significantly reduced our receivables problem. Chapters also owe \$6,000 for pledge and initiation fees billed towards the end of the year. (See attachment A, this section, page 127.)

Missouri. The chapter's alumni organization owes \$11,135 from previous insurance bills and had told us they hoped to make headway this past year in paying that balance down. Unfortunately the number of men living in the house was lower than expected, placing the alumni group in a deficit situation for the year. Although rush went well during the school year, some men have dropped out and it appears that their summer rush is not going well. The alumni have made it clear that we are the very last priority to be paid. Unless the chapter consistently rushes well enough to fill the house and provide additional income, we cannot expect to be paid. We do not provide insurance to the alumni any longer. Recently, the chapter has been contacted by a food company that they are severely delinquent on a debt of some \$800+.

Oklahoma. The A-S-P Corporation's second mortgage loan made to the chapter's Alumni Corporation in 1978 remains delinquent (\$26,645 principal balance; \$34,467 including delinquent interest) and they owe \$9,844 from previous insurance bills. The chapter closed in 1987 and the house is rented to students.



Due to the glut of campus rentals, the property only produces enough income to pay basic expenses and the interest on the first mortgage loan.

Although the alumni have discussed selling the house to the university, it is unclear whether or not this will become a reality soon. Otherwise the alumni feel that no market for the sale of the house exists at this time--and the bank (first mortgagee) seems to agree. It is impossible to determine, due to the uncertainty of the housing market, whether or not the property currently has enough equity to cover the \$44,311 of combined debts owed the fraternity. This situation, as described, has remained constant for the past two and a half years. No alumni leaders have emerged to resolve the issue and the staff has not actively pressured the alumni to take alternative actions. We have expected the bank to force the sale of the property once the market turns around. The situation remains "on hold" until that point in time. Our auditor will request a current appraisal of the property next spring so he can issue a proper audit report.

Widener. Cumulative rent receivables from the Widener Alumni Corporation to the A-S-P Corporation for the house there remained at \$29,500 through 1988-89. However, no rent payments have been made during 1989-90 which increases the receivables to \$41,048. A \$4,000 payment had been promised by March 15, and the rest of the 1989-90 rent (\$8,000) was to be paid by the end of June. Receivables from undergraduates have delayed these payments, and this is a source of great concern to the alumni and staff. While the alumni have paid off back taxes over the past two years and made other operational improvements, progress on rent repayment has been very slow. Alumni Corporation President Dave Mason has worked at a comprehensive plan for repayment of all past rent. He expects this can be completed over a five year period. The plan is to be submitted at the August Grand Council meeting. (Attachment B, page 129.)

The long term goal is for the A-S-P Corporation to sell the house to the alumni. A \$67,500 purchase price was offered four years ago, but the alumni have not been able to put together a down payment or arrange financing. Since the original offer was made the house was appraised at \$98,000 (Summer, 1988) and a \$10,000 roof repair was done last spring. The alumni have been told that this cost would be added to any future price offer.

Our hope has been that the university will, sooner or later, agree to co-sign a loan for the alumni corporation to purchase the house. Obviously the current debt problem must first be addressed and then we may have the opportunity to work out a deal.

## **I. Risk Management & Insurance Program**

a. Risk Management. Our current risk management policy is sound. It does need to include the prohibition of firearms and fireworks onto chapter premises. The committee recommends this addition to the policy. Subsequent to the committee meeting FIPG recommended the exact wording to be "The possession and/or use of firearms or explosive devices of any kind within the confines and premises of the chapter house is expressly forbidden."

b. Insurance. During the past year, FIPG was reduced to a Risk Management Group. Subsequently, this group is attempting to re-establish itself as FIRMA (Fraternity Insurance Risk Management Association). It will cost us



\$1,500 by July 25 to join FIRMA. The speculated cost for us is \$65 per man with our insurance to begin on October 1. Two other viable liability insurance options exist:

(1) Renew with New Hampshire on March 12, 1991.

(2) Pursue options, including a London market, without current personal property insurer, Jim Favor. This option is being actively investigated by other fraternities, ourselves included.

The committee recommended that we not join FIRMA at this time but to continue to investigate other options.



ALPHA SIGMA PHI FRATERNITY

TO: John Chaney, Executive Vice President  
 Rob Sheehan, Executive Director  
 Steve Zizzo, Director of Development  
 Marilyn Sipes, Comptroller  
 Owen McCulloch, Chapter Leadership Consultant  
 Jeff Owens, Chapter Leadership Consultant

FROM: Bev Moody, Director of Administrative Services *Bev*

RE: Accounts Receivable Update on Chapter Delinquencies

DATE: July 6, 1990

CHAPTER FEES AND DUES

No receivables other than covered below.

DELINQUENT PROMISSORY NOTES

D&E Heard from HE on 2/6. He said they were sending \$405 by end of March and wanted to renegotiate balance to begin in Sept. They owe \$1,027.27. Repeated attempts to reach Sid Davis, HSP, by telephone and certified letter have not succeeded.

Missouri Defaulted. New note in progress. Have tried to reach Chris Rausch (GCA and volunteer liaison for the promissory note) several times and he has not returned my phone calls. Left word for Jim Reid (former GCA and person working with Rausch on Missouri's finances) to contact me. I am at a standstill on this one.

Toledo Received \$900 on 5/10. This leaves them \$109.52 behind on their May payment of \$460.12 and \$460.12 behind on June payment. Greg Fretti (GCA) said chapter debt should be paid off by September 30. I talked with Greg and he will go over chapter books and get back to me by mid-July with a definite plan for how this will happen.

UNPAID/UNREPORTED PLEDGES AND INITIATES

Hartwick Cert'd letter from RMS on 5/2 for 11 pledges and 11 initiates. Received \$500 on 7/2 with a promise of balance in September.

Loyola Have paid for initiates, however still owe for two pledge fees.

Toledo Certified letter from RMS sent on 3/23 for 10 pledges. Denny Rose called on 3/30 to let us know that they were working on getting the money to us. Have since sent in \$1400 but this has been applied to p/n. Sent another certified letter on 5/2 for 11 unreported initiates. Letter was received by Denny Rose on 5/4 and he did not call. RMS sent letter on 5/18. (See above.)



INSURANCE

The following chapters still owe:

William Paterson - Sent \$500 on 6/20. Have a balance of \$500.00.  
Received p/n from HE on 7/2 with commitment to pay by October 1.

Atlantic Christian - were to pay by 4/30. Talked to A. Stallings  
(alumni association treasurer) and he was to get back to me that week  
to let me know when we would receive the money. Has not done so.  
Message left for him has not been returned.

ECU has a balance of \$300.00. Chris Hermann said on 6/26 that he  
would send in p/n with commitment to pay by end of September.

NLC&C REGISTRATION FEES

Atlantic Christian	\$175
Cal-Berkeley	\$175
Lock Haven	\$174
Ohio State	\$170
RPI	\$145 ('89 NLC)
Toledo	\$175
Tufts	\$175 plus they owe \$15 for 88-89 dues, and \$11.25 for 88 NLCC damages
Widener	\$175

Note: See Marilyn for detailed information on what is owed by each chapter  
listed on this report.

/bm



ALPHA SIGMA PHI  
GAMMA XI CHAPTER  
CHESTER, PA 19013

Gamma XI Chapter of Alpha Sigma Phi Fraternity, located in the city of Chester, county of Delaware, state of Pennsylvania, has the following debt with Alpha Sigma Phi Fraternity Inc., located at 21 West William Street, Delaware, Ohio 43015:

A-S-P Corporation rental payments in arrears ~~\$41,048.00~~ (7/1/90)  
~~\$35,154.60~~ (as of 11/10/89)

Gamma XI Chapter promises to pay this debt according to the following schedule:

\$10,000 EVERY ACADEMIC SEMESTER STARTING IN THE FALL 1990  
THESE PAYMENTS WILL CONTINUE UNTIL THE DEBT IS SATISFIED  
THE \$10,000 PAYMENTS WILL INCLUDE CURRENT RENTAL PAYMENTS

If a payment can't be made in full by October 15 or March 15 of a said year, a written notice will be provided by the Gamma XI Chapter of Alpha Sigma Phi ten days before the above dates.

This agreement shall become effective when signed by the Alumni Association President of Gamma XI Chapter and the Executive Director of Alpha Sigma Phi Fraternity.

  
Alumni Association President

6/28/90  
Date

\_\_\_\_\_  
Executive Director

\_\_\_\_\_  
Date



ALPHA SIGMA PHI  
GAMMA XI CHAPTER  
CHESTER, PA  
1990-91 BUDGET

	FALL 1990	SPRING 1991	SUMMER 1991	TOTAL
RENTAL	22750.00	22800.00	8000.00	53550.00
FUND RAISER	2500.00	0.00	0.00	2500.00
MONTHLY INCOME	25250.00	22800.00	8000.00	56050.00
ELECTRIC & GAS	600.00	7200.00	2750.00	15550.00
PHONE	160.00	200.00	120.00	480.00
WATER	160.00	320.00	160.00	740.00
SEWAGE	750.00	0.00	750.00	1500.00
PEST CONTROL	150.00	250.00	150.00	550.00
CLEAN SUPPLIES	400.00	400.00	300.00	1100.00
ALARM SYS	0.00	120.00	120.00	240.00
RENTAL	10000.00	10000.00	0.00	20000.00
TAXES-BACK	2700.00	0.00	0.00	2700.00
TAXES-CITY	1800.00	0.00	0.00	1800.00
TAXES-COUNTY	600.00	0.00	0.00	600.00
TAXES-SCHOOL	2000.00	0.00	0.00	2000.00
INSURANCE-LIAB.	120.00	2400.00	0.00	2520.00
INSURANCE-PROP.	2000.00	2000.00	0.00	4000.00
MAINTENANCE	2000.00	2000.00	1000.00	5000.00
MISC EXPENSES	375.00	500.00	200.00	1075.00
MONTHLY EXPENSE	23815.00	25390.00	5550.00	
BALANCE FORWARD	0.00	1435.00	-1155.00	
TOTAL INCOME	25250.00	22800.00	8000.00	
TOTAL EXPENSES	23815.00	25390.00	5550.00	
PRESENT BALANCE	1435.00	-1155.00	1295.00	



ALPHA SIGMA PHI  
GAMMA XI CHAPTER  
CHESTER, PA  
FALL 1990 BUDGET

	JULY 90	AUG 90	SEPT 90	OCT 90	NOV 90	DEC 90
RENTAL	11300.00	14750.00	0.00	0.00	0.00	10800.00
FUND RAISER	0.00	0.00	0.00	1500.00	0.00	1000.00
<u>MONTHLY INCOME</u>	<u>11300.00</u>	<u>14750.00</u>	<u>0.00</u>	<u>1500.00</u>	<u>0.00</u>	<u>11800.00</u>
ELECTRIC & GAS	1900.00	1000.00	1200.00	1200.00	1400.00	1800.00
PHONE	40.00	40.00	40.00	40.00	40.00	40.00
WATER	160.00	0.00	0.00	160.00	0.00	0.00
SEWAGE	750.00	0.00	0.00	0.00	0.00	750.00
PEST CONTROL	200.00	50.00	50.00	50.00	50.00	50.00
CLEAN SUPPLIES	0.00	0.00	400.00	0.00	0.00	200.00
ALARM SYS	240.00	0.00	0.00	0.00	0.00	120.00
RENTAL	2000.00	0.00	8000.00	0.00	0.00	5000.00
TAXES-BACK	2700.00	0.00	0.00	0.00	0.00	0.00
TAXES-CITY	0.00	0.00	0.00	0.00	0.00	1800.00
TAXES-COUNTY	0.00	0.00	0.00	0.00	0.00	600.00
TAXES-SCHOOL	0.00	0.00	0.00	0.00	0.00	2000.00
INSURANCE-LIAB.	120.00	0.00	0.00	0.00	0.00	0.00
INSURANCE-PROP.	2000.00	0.00	0.00	0.00	0.00	0.00
MAINTENANCE	0.00	0.00	1500.00	0.00	0.00	500.00
MISC EXPENSES	25.00	0.00	25.00	50.00	25.00	250.00
<u>MONTHLY EXPENSE</u>	<u>7435.00</u>	<u>1090.00</u>	<u>11215.00</u>	<u>1500.00</u>	<u>1515.00</u>	<u>13110.00</u>
BALANCE FORWARD	231.45	1396.45	15056.45	3841.45	3841.45	2326.45
TOTAL INCOME	11300.00	14750.00	0.00	1500.00	0.00	11800.00
TOTAL EXPENSES	10135.00	1090.00	11215.00	1500.00	1515.00	13110.00
PRESENT BALANCE	1396.45	15056.45	3841.45	3841.45	2326.45	1016.45



# ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: The Alpha Sigma Phi Educational Foundation Trustees  
FROM: John R. Chaney, Executive Vice President  
RE: 1990-91 Requests for Educational Grants  
DATE: July 1, 1990

Alpha Sigma Phi Fraternity, Inc. respectfully requests the following grants from the Alpha Sigma Phi Educational Foundation for the 1990-91 fiscal year.

- |  |           |
|--|-----------|
| 1. Support for a Chapter Leadership Consultant ( <u>Foundations of Excellence</u> p. 6.) | 30,000.00 |
| 2. Support of Staff and Volunteers performing Chapter Leadership Consultant activities   | 5,000.00  |
| 3. Partial publication costs of <u>The Tomahawk</u> , an Educational Journal             | 20,000.00 |
| 4. Educational Materials and Manuals ( <u>Foundations of Excellence</u> , p. 10.)        | 4,000.00  |
| 5. The Province Program ( <u>Foundations of Excellence</u> , p. 10.)                     | 2,500.00  |
| 6. Publication costs, storage, and distribution of the manual <u>To Better The Man</u> . | 4,000.00  |

TOTAL

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\$ 65,500.00



REPORT BY THE JOINT COMMITTEE  
ON ALUMNI OPERATIONS

1. Annual Loyalty Fund

	<u># of Donors</u>	<u>Gross Receipts</u>	<u>Net Receipts</u>	<u>Average Gift</u>
1981-82	1,574	\$ 43,024	\$ 26,607	\$27.33
1982-83	1,716 (+ 9%)	51,696 (+ 20%)	40,085 (+ 51%)	30.13 (+ 10%)
1983-84	2,116 (+ 23%)	83,435 (+ 61%)	59,228 (+ 48%)	39.43 (+ 31%)
1984-85	2,147 (+ 1%)	89,091 (+ 7%)	66,003 (+ 11%)	41.50 (+ 5%)
1985-86	3,101 (+ 44%)	136,936 (+ 54%)	90,389 (+ 37%)	44.16 (+ 6%)
1986-87	2,373 (- 31%)	128,238 (- 7%)	96,165 (+ 6%)	54.04 (+ 22%)
1987-88	2,766 (+ 17%)	136,561 (+ 7%)	107,339 (+ 12%)	49.37 (- 9%)
1988-89	2,390 (- 14%)	134,745 (- 1%)	88,934 (- 17%)	56.38 (+ 14%)
1989-90	3,142 (+ 31%)	166,780 (+ 24%)	93,842 (+ 6%)	53.08 (- 6%)

A record number of dollars (\$166,780) were given to the 1989-90 Annual Loyalty Fund Campaign by a record number of brothers (3,142). Phonothon efforts resulted in 1,247 new donors for the year who contributed \$39,858 to the campaign. Net results rose by 6% to \$93,842, yet this fell far below the goal of a \$122,000 net established at the beginning of the year. Phonothon efforts throughout the year grossed \$66,849 and netted \$20,896.

The strategy for achieving the \$122,000 net goal was to produce an \$18,000 net from new donors and a \$104,000 net from donors who had previously given. New donors actually produced a net of \$7,561. Previous donors, 2,243 of whom gave a net of \$97,234 in 1988-89, produced a net of only \$86,281 from 1,895 brothers in 1989-90.

New Donors. Director of Development Steve Zizzo directed most of his efforts from November through May on our non-donor and previous donor phonothon projects. During the fall, non-donor phonothons were held at Westminster College utilizing student callers. These phonothons grossed \$8,657 and netted \$3,972. A strategy for expanding the phone program to the remaining 18,300 brothers who had never before donated, and for whom we had phone numbers, was then developed and reported to the committee in March. Following are the projections of income and expenses for this telemarketing program which were given to the committee in March, along with the actual results.

<u>Expenses</u>	<u>Budget</u>	<u>Actual</u>
1. Personnel	\$ 15,500	\$ 11,058
2. Phone Room	6,500	5,220
3. Long Distance	6,100	7,304
4. Supplies	2,100	2,741
5. Advertising	700	287
6. Miscellaneous	1,600	1,002
TOTAL	\$ 32,500	\$ 27,612



## Donations

	<u>Budget</u>	<u>Actual</u>
Prospects	18,300	13,000
Completed Calls/caller hour	10	8
Caller Hours Required	1,830	1,281
Dollars raised per hour	x \$42	x \$43
GROSS	\$76,860	\$55,591
Fulfilled	x .65	x .56
RECEIVED	\$ 49,959	\$31,201
EXPENSES	32,500	27,612
NET	\$ 17,959	\$ 3,589

The most significant factors which produced the \$3,600 net rather than the \$18,000 net goal include 1. a lower gross, due to fewer caller hours used than projected, 2. higher long distance charges than projected, and 3. a lower fulfillment rate than projected. The attrition rate for callers was higher than expected and this resulted in the drop in caller hours. In retrospect more callers should have been hired early on. While the fulfillment rate is only .09 below our projection this translates into over \$5,000 net in extra dollars. All of these figures are as of 6/30/90 and as the summer moves along we continue to receive gifts on these outstanding pledges. Follow-up efforts will continue on the \$24,390 outstanding.

The benefits of this extensive phonathon project go well beyond the actual net dollars raised in 1989-90. We now have for the future a greatly expanded donor base which we can continue to target. The cost to contact them in the future will be much lower since we have separated those interested from those not interested. Also, we are making extensive corrections to brothers membership records--new addresses, business information, and phone numbers. Finally, while our callers know we want to raise money their chief responsibility is to be an ambassador of goodwill for Alpha Sigma Phi. Whether brothers donate or not the callers are trained to tell them about the exciting, positive success story of our fraternity. Many brothers--even those who did not give--have commented that they appreciate the positive update of the fraternity's progress.

Previous Donors. During 1988-89 and 1989-90 our previous donors were contacted more thoroughly than ever before. Extensive mailings were done throughout the year and phonthons were used in both years to contact as many of these brothers as possible. Utilizing the same phonathon approach as was developed for the non-donor project, Steve Zizzo directed a series of phonothons to these brothers this spring. Nearly \$38,000 was pledged and \$27,000 received for a \$13,335 net gain.

Prior to 1988-89 we had been able to increase our net results from previous donors simply by improving our mailings and implementing more phonothons. It appears that we have saturated the previous donors with these approaches as we are experiencing attrition rather than increases in giving. It now seems that significant increases from this group can only be attained by improving our "contacting" techniques and by successfully encouraging brothers to increase their gift amounts. The committee discussed the creation of higher donor



recognition levels and explore ways in which personal contacting of brothers by alumni volunteers may increase giving.

#### B. Educational Foundation Endowment

The Endowment continues to grow slowly as payments on pledges to The Third Founding Campaign are nearly completed. A total of \$16,732 was given to the Endowment during 1989-90 which included a \$5,000 bequest from the estate of Past Grand Senior President Ray Glos. Only \$58,706 in pledges remain to The Third Founding, and \$41,086 of this total are payments that are in arrears. A significant portion of this delinquent amount may eventually be written off.

<u>Endowment</u>	<u>Cash Pledges</u>	<u>Verified Bequests</u>
\$712,557	\$58,706	\$426,800

#### C. Planned Giving

Membership in "The Manigault Society," our recognition "club" for brothers who have made planned gifts (bequest, insurance policy, or trust) to the Educational Foundation, now stands at 51 brothers. Twenty-one brothers have listed the amounts of these provisions which total \$426,800. The others have either left percentages of their estates without estimate, or declined to list an amount.

We promoted "The Manigault Society" in the fall issue of The Tomahawk and will continue to do so in future issues. Every brother who made a gift of \$50.00 or more to the Annual Loyalty Fund this year received a thank-you letter with a "Tomahawk News Cards" which gives them an opportunity to express an interest in "The Manigault Society." Follow up and research on brothers who express an interest in making "planned gifts" has been marginal at best. This year Steve Zizzo will add that work to his responsibilities so that our opportunities will be coordinated more effectively. Program dollars have not been allocated for any other types of promotion of this giving program.

#### D. Kleinoeder Bequest

The estimates of our share of Brother Kleinoeder's bequest to the Educational Foundation currently run in the \$6-7M range. Final distribution is expected to be made not later than January 1993, a factor dependent on receipt of the IRS closing letter. The formal announcement of this bequest to our members will be professionally handled to ensure there is no adverse impact on our future fundraising activities. A sample "press" release tape document will be available from Brother Chaney.



#### E. Development Audit

The audit of our development programs by Sumner Rahr & Company, which was authorized by the Grand Council and Foundation Trustees in March, is underway. Consultants from Sumner Rahr have visited the National Headquarters, collected documents for review, and interviewed various staff members. Their current plan is to provide a final written report on August 16th. We look forward to learning a great deal from this process that will increase the effectiveness of our fund-raising programs.

#### F. The Tomahawk

Two issues of The Tomahawk--a summer issue in July and a fall issue in November--were budgeted for and produced during 1989-90. Two issues are also budgeted for in the proposed 1990-91 budget the finance committee will be reviewing at its meeting. The first of these two issues, Summer 1990, will be mailed by the end of July. We have produced only three issues of The Tomahawk during the past two years, as compared to the regular annual quarterly publication we had been used to for many years. While a myriad of factors affect our Annual Loyalty Fund results every year, the lack of consistent communication with alumni over the past two years has likely handicapped our fund-raising efforts. The staff identifies The Tomahawk as a high priority for funding.

#### G. Foundation For Excellence

In response to the concern over the reduction of issues of The Tomahawk the Foundation For Excellence newsletter was resurrected this past year. Two issues (copies attached) were mailed to previous donors and selected non-donors. One issue was mailed in January and the second one in May. The newsletter promotes the programs which are funded by the Educational Foundation, and provides a less expensive way than The Tomahawk to maintain contact with key alumni. Given current financial constraints, funds are not allocated in the proposed budget for any issues of Foundation For Excellence during 1990-91.

#### H. Chapter Newsletters

Since 1984-85 the National Headquarters has been encouraging chapters to increase the quality and quantity of their contacts with alumni through chapter newsletters by providing the Headquarters Newsletter Service. The service gives chapters the opportunity to select a very low cost method of producing newsletters if they agree to complete three per year and raise money through the newsletter from alumni to help pay the cost. Chapters who do not utilize our service are encouraged to produce their own three newsletters per year.

Twenty-two chapters participated in the newsletter service this year. With two consultants traveling again in 1990-91 we should be able to sign up more chapters in the future. The following table shows how many newsletters have been produced by chapters, on their own or with our service, during the past four years.



	<u># Chapters HQ/Own - Total</u>	<u># Newsletters HQ/Own - Total</u>
1986-87	30/ 6 - 36	63/ 8 - 71
1987-88	29/10 - 39	74/13 - 87
1988-89	29/11 - 40	63/18 - 81
1989-90	22/13 - 35	54/27 - 81

#### I. National Alumni Council Discussions

Various items were discussed relative to the formation of a National Alumni Council as a "pool of volunteers" to draw from and cultivate. This pool could be used as a "club" for establishing a donor base and to use as a sounding board for various ideas and initiatives. A consensus was that this would be a good pool for workers for our 150th anniversary celebration.



Mr. John Chaney  
President,  
Alpha Sigma Phi Educational  
Foundation  
24 W. William Street  
Delaware, Ohio 45013

Dear Brother Chaney,

To follow up on our conversation, I would like to formally request that either the Educational Foundation or Alpha Sigma Phi, Inc. issue a short term (90 day) loan for \$20,000 to the Indiana Alpha Sigma Phi Building Corporation.

As I stated, this loan would be a bridge loan to allow us to pay attorney and architect fees for the sale of our current facility and construction of our new house on campus. These cost have been figured into our project budget and therefore are not an additional financial burden that we had not planned on. At closing we will receive \$350,000 in cash from the purchaser and at that time repay the loan with interest to the national organization. If for some reason the closing does not occur we will use money from our operating budget to cover the loan. We have already set an undergraduate budget for the year that will net us at least \$40000.

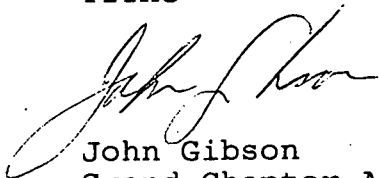
I understand from our conversation that the finance committee has stated that it will not enter into such agreements. I feel this is a grave mistake and also think that our situation is indeed unique and deserves special consideration. We are a stable and well managed corporation attempting a great project. Without at least some support on the National level this project may not become a reality. The situation we are now faced with is to find financing from a bank. The bank will more than likely not be interested in a short term note of this type unless it leads a full mortgage loan in the future. In addition such signs of cash flow weakness to a bank may hinder our ability to get a full financing package that is in our best interest for the long run.

We have the means to produce this income to complete the project but to do so we will have to delay several improvements to our structure that we feel are vital ( such as a new fire system in the current facility since the current is no longer working). We also would like to spend a sizable sum on a fundraising analysis and plan. It was based on these factors that we decided that a short term loan was worth the additional interest expense.



Please pass along this request to the necessary parties and I would encourage them to call me to discuss this in more detail. The Board of Directors would also like to have the opportunity to discuss our plans with the Grand Council at the upcoming convention. If you could arrange such a meeting it would be appreciated.

YITMC

A handwritten signature in cursive script, appearing to read "John Gibson".

John Gibson  
Grand Chapter Advisor  
Gamma Chi Chapter, Indiana University



RECEIVED  
JUN 15 1977  
AND SENT TO HEADQUARTERS

Mr. John Chaney  
President,  
Alpha Sigma Phi Educational  
Foundation  
24 W. William Street  
Delaware, Ohio 45013

Dear Brother Chaney,

This letter is to serve as a request from the Indiana Alpha Sigma Phi Building Corporation to the Alpha Sigma Phi Educational Foundation for possible funding of our new chapter house at Indiana University.

As you are aware, we currently are underway with plans to construct a new facility to replace our current house. We have a fraternity who wishes to purchase the current facility from us provided we can finance the building of a new house. The plans are complete and the total project cost appear to be in the range of 1.5-1.6 million dollars. It is our plan to finance 800,000-1,000,000 dollars from a lending institution. It is our hope that the Educational Foundation could aid in this funding, either in its entirety or a portion of the finance amount.

It is our feeling that this type of transaction is well within the scope of the purposes of the fraternity and its Foundation. Since we can purchase the new facility with about fifty percent equity from day one and we can get Indiana University to insure the mortgage on the remaining amount, it is obvious that this would be a "safe" investment for the foundation. At the same time if we can receive financing from the foundation at a rate less than our market rate, we will experience a dramatic cost savings. This is truly a "win - win" situation for both parties.

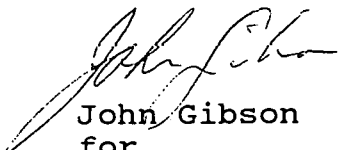
We are well aware that no guidelines exist within the National organization to handle this type of transaction, but we feel that an in depth look into National aid for housing is a priority which must be addressed by our fraternity in the near future. If the fraternity has not considered what role the National organizations must play in housing then we would very much like to be the catalyst for such discussions.



We are very interested in hearing your feelings on this matter and would more than willing to offer any further information that may be needed to facilitate a decision.

Please contact John Gibson, Grand Chapter Advisor, at 317-630-3082 (work) or 317-576-0877 (home). He will be more than willing to answer any questions for you or members of the Board of Trustees.

Y. I. T. M. C.



John Gibson  
for

The Board of Directors, Indiana Alpha Sigma Phi Building  
Corporation.



ALPHA SIGMA PHI FRATERNITY, INC.  
MINUTES OF THE GRAND COUNCIL MEETING

August 12, 1990  
Chevy Chase, Maryland

1. CALL TO ORDER

Grand Senior President, Charles J. Vohs called the Grand Council Meeting to order at 7:40 a.m. on Sunday, August 12, 1990.

2. ROLL CALL

Members of the Grand Council in Attendance: Charles J. Vohs, Grand Senior President; Dr. Dennis R. Parks, Grand Junior President; Robert G. Cabello, Grand Secretary; Stan G. Thurston, Grand Treasurer; Mark D. Still, Grand Councilor and Kevin J. Garvey, Grand Councilor. Also in attendance were John R. Chaney, Executive Vice President and Robert M. Sheehan, Jr., Executive Director.

3. OLD BUSINESS

There was no old business brought before the Grand Council at this time.

4. NEW BUSINESS

There was no new business introduced before the Grand Council at this time.

5. COMMENTS FOR THE GOOD OF THE SOCIETY

A. Grand Senior President Vohs welcomed the new members of the Grand Council and those in attendance.

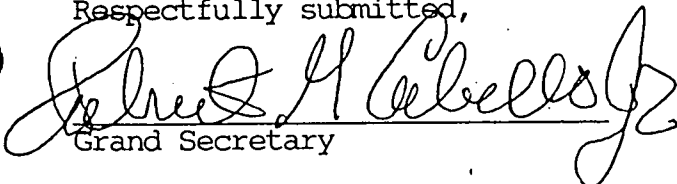
B. Grand Senior President Vohs announced his intention to hold an upcoming joint Grand Council/Educational Foundation Trustees Retreat.

C. Grand Senior President Vohs announced that he would be making his Grand Council Committee assignments by telephone with a follow-up letter to each selectee. He stated his desire to add a personnel committee and to expand the involvement of additional volunteers, undergraduates and Past Grand Senior Presidents on the Grand Council Committees.

D. Outgoing Executive Director, Sheehan passed his sincere appreciation to the newly elected Grand Council and expressed his thanks for his "sautee".

6. It was moved by Grand Senior President Vohs, seconded by Brother Parks and passed unanimously to adjourn the Grand Council at 8:15 a.m. on August 12, 1990.

Respectfully submitted,

  
Grand Secretary

  
Executive Vice President



ALPHA SIGMA PHI FRATERNITY, INC.  
MINUTES OF THE GRAND COUNCIL MEETING

October 7, 1990  
Pittsburgh, Pennsylvania

7. CALL TO ORDER

Grand Senior President Vohs called the Grand Council Meeting to order at 9:05 a.m. on Sunday, October 7, 1990.

8. ROLL CALL

Members of the Grand Council in attendance: Charles J. Vohs, Grand Senior President; Dr. Dennis R. Parks, Grand Junior President; Robert G. Cabello, Grand Secretary; Stan G. Thurston, Grand Treasurer; Larry E. Spees, Grand Marshal; Mark D. Still, Grand Councilor and Kevin J. Garvey, Grand Councilor. Also in attendance were: John R. Chaney, Executive Vice President; Steven V. Zizzo, Alpha Sigma Phi Educational Foundation Vice President for Development, and Alpha Sigma Phi Educational Foundation Trustees: Richard B. Gibbs and Alfred B. Wise.

9. APPROVAL OF MINUTES OF MEETINGS OF AUGUST 11 AND 12, 1990

The minutes of the meetings of August 11 and 12, 1990 were not read.

10. OLD BUSINESS

There was no old business introduced before the Grand Council at this time.

11. NEW BUSINESS

A. It was moved by Brother Spees, seconded by Brother Thurston and unanimously passed to accept the Delta Beta Xi award recommendations of Brothers Robert N. Sum, Eric N. Allen and William A. Shumaker, all of Purdue, and consider them with future recommendations for the class of '91.

B. After discussions concerning the Educational Foundation trustees agreement to purchase upgrade options on the National Headquarters computer, it was moved by Brother Cabello, seconded by Brother Still and unanimously passed to table discussion on the proposal and request the staff to get competitive bids for the upgrade and submit the information along with a mail vote to the Grand Council.

12. COMMENTS FOR THE GOOD OF THE SOCIETY

A. A letter was read from Brother Burns thanking the Grand Council for the increase in his pension. Brother Burns will be sent a letter confirming that his entire monthly pension paid by the Grand Council will accrue to his spouse, Joanna Burns, should Brother Burns precede her in death.



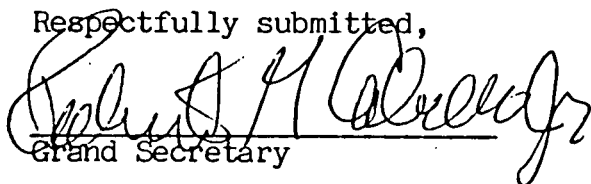
Minutes of the Grand Council Meeting  
Page 2

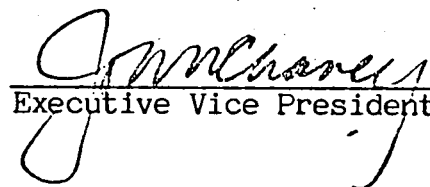
B. Grand Senior President Vohs decreed that all chapter reports, including the Confidential pages, would be sent to all Grand Council members.

C. Grand Senior President Vohs discussed Grand Council appointments, ad hoc committees and dates for upcoming meetings. The next scheduled Grand Council meeting is January 25-29, 1991 in Columbus.

D. Executive Vice President Chaney discussed that the budget was being stretched thin due to unanticipated travel, meetings and increased ad hoc committee participation. Brother Chaney also announced that Charlotte, N.C. and Seattle, WA were desirous of hosting the National Leadership Conference and Convention for 1992 and that we still had developmental reasons to go to Rutgers and Cornell.

Respectfully submitted,

  
Grand Secretary

  
Executive Vice President



Approval of Mail Votes 217, 218, 219, 220, 221 and 222

Mail Vote 217

Approval of the request from the Education Foundation Trustees that they be authorized to expend up to \$30,000 for a budget that includes the proper public relations handling of the Kleinoeder bequest.

Mail Vote 218

Approval of the request from the Education Foundation Trustees that they be authorized to expend \$34,901.75 to upgrade the computer system that is leased by Alpha Sigma Phi, Inc.

Mail Vote 219

Approval that the Delta Chapter administrative suspension for 30 days commencing October 19, 1990 be continued by the Grand Council on our Delta Chapter until August 11, 1991.

Mail Vote 220

Approval that the Grand Council ratify the appointment of Milton Cerny, American '47, an attorney with the firm of Caplin & Drysdale in Washington, DC, to the Educational Foundation Board of Trustees effective November 1, 1990.

Mail Vote 221

Approval to authorize the Educational Foundation Trustees to pay the law offices of Caplin & Drysdale Chartered in the amount of \$5,522.08 for legal fees as detailed on their invoice dated November 20, 1990.

Mail Vote 222

Approval to authorize the Educational Foundation Trustees to pay Sumner Rahr & Company, Inc. in the amount up to \$2,240.50 for Annual Loyalty Fund counsel as detailed on their invoice dated November 21, 1990.