

ALPHA SIGMA PHI FRATERNITY, INC.

MINUTES OF GRAND COUNCIL MEETING

July 31-August 2, 1984
Champaign, Illinois

90. CALL TO ORDER

Grand Senior President Stan N. Miller called the meeting to order at 8:55 p.m. on Tuesday, July 31, 1984.

91. ROLL CALL

Members of the Grand Council in attendance: Grand Senior President Stan N. Miller, Grand Junior President Evin C. Varner, Grand Secretary Richard S. Sanders, Grand Treasurer Robert A. Sandercox, Grand Councilor Edmund A. Hamburger. Others in attendance were Robert M. Sheehan, Jr., Executive Director and Thomas M. Welsh, Chapter Leadership Consultant.

92. APPROVAL OF MINUTES OF MEETING OF DECEMBER 4-5, 1983

Item Number 70 of the minutes was changed to read "semiannual Meeting of the Council" from "biannual Meeting of the Council" and it was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to approve the Minutes of the Meeting of December 4-5, 1983 as changed.

93. APPROVAL OF MAIL VOTES 177-184

It was moved by Brother Varner, seconded by Brother Sanders and passed unanimously to approve Mail Votes Nos. 177-184 (Exhibit A).

94. REPORT ON CHAPTER SERVICES

It was moved by Brother Sanders, seconded by Brother Varner, passed unanimously to approve the Report on Chapter Services and to continue the suspension of Alpha Mu Chapter (Baldwin-Wallace College) until the next scheduled meeting of the Grand Council (Exhibit B).

95. REPORT ON EXPANSION

It was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to approve the Report on Expansion and to approve the petition of Alpha Zeta Colony to be chartered as a chapter of the Fraternity on November 10, 1984 contingent upon the National Headquarters receiving all the initiation fees for the members by October 5, 1984 (Exhibit C).

96. Grand Senior President Stan N. Miller recessed the Grand Council meeting at 11:12 p.m. for the evening.

Grand Council
July 31 - August 2, 1984
August 5, 1984

97. Grand Senior President Stan N. Miller reconvened the Grand Council Meeting at 8:35 a.m. on Wednesday, August 1, 1984.

98. REPORT ON THE PROVINCE PROGRAM

It was moved by Brother Sanders, seconded by Brother Sandercox and passed unanimously to approve the Report on the Province Program (Exhibit D.)

99. REPORT ON THE CAREER DEVELOPMENT AND PLACEMENT PROGRAM

It was moved by Brother Varner, seconded by Brother Hamburger and passed unanimously to approve the Report on the Career Development and Placement Program (Exhibit E).

100. REPORT ON SCHOLARSHIP PROGRAM

It was moved by Brother Sandercox, seconded by Brother Varner and passed unanimously to approve the Report on the Scholarship Program (Exhibit F).

101. REPORT ON THE 1985 NATIONAL EDUCATIONAL CONFERENCE AND 1986 NATIONAL CONVENTION

It was moved by Brother Varner, seconded by Brother Sanders and passed unanimously to approve the Report on the 1985 National Educational Conference and the 1986 National Convention (Exhibit G).

102. MEETING OF THE DIRECTORS OF THE ASP CORPORATION

The Grand Council Meeting was recessed at this time as the Grand Council met as the Directors of the ASP Corporation. No items of business were entertained at this time, although discussion concerning the future status of the corporation did take place. It was decided that the ASP Corporation Directors would meet at the next regularly scheduled meeting of the Grand Council. It was moved by Director Hamburger, seconded by Director Sanders to adjourn the meeting of the Directors of the ASP Corporation.

103. REPORT ON PUBLICATIONS

It was moved by Brother Hamburger, seconded by Brother Varner and passed unanimously to accept the Report on Publications (Exhibit H).

104. OLD BUSINESS

A. Discussion took place concerning the future of the Stanford Housing Corporation assets and concerning the Commission on Delta Chapter's 125th Anniversary.

B. It was moved by Brother Sandercox, seconded by Brother Varner and passed unanimously to revoke the charter of Gamma Phi Chapter (Findlay College.)

105. REPORT ON AWARDS

It was moved by Brother Sandercox, seconded by Brother Varner and passed unanimously to receive the Report on Awards from Brother Robert Gill with deep gratitude, and the Executive Director was instructed to communicate the Grand Council's feelings on the various awards to Brother Gill (Exhibit I).

106. Grand Senior President Stan N. Miller recessed the Grand Council for lunch at 12:00 noon.

107. Grand Senior President Stan N. Miller reconvened the Grand Council Meeting at 1:30 p.m. At this time Grand Secretary Richard S. Sanders left the meeting and Grand Marshal Don Morgan arrived.

108. REPORT ON BUDGET AND FINANCES

It was moved by Brother Morgan, seconded by Brother Hamburger and passed unanimously to approve the Report on Budget and Finances (Exhibit J).

109. REPORT ON THE ANNUAL LOYALTY FUND

It was moved by Brother Morgan, seconded by Brother Varner and passed unanimously to approve the Report on the Annual Loyalty Fund (Exhibit K).

110. REPORT ON THE THIRD FOUNDING CAMPAIGN

It was moved by Brother Sandercox, seconded by Brother Morgan and passed unanimously to approve the Report on The Third Founding Campaign (Exhibit L).

111. NEW BUSINESS

A. The Grand Council entertained requests by Brothers Nash and Juretic to be disassociated from Alpha Sigma Phi Fraternity. No motions were entertained at this time to disassociate these brothers.

B. Extensive discussion took place regarding the future of deferred giving programs for Alpha Sigma Phi.

112. At 4:50 p.m. Grand Senior President Miller recessed the Grand Council for dinner.

113. The Grand Council was reconvened at 8:23 p.m. Grand Councilor James V. Fitzpatrick arrived at the meeting.

114. DELTA BETA XI AWARDS

The following brothers were nominated for Delta Beta Xi Awards and approved unanimously: Stanley W. Kotulka, Upsilon '70, Guy Clarke, Nu '31, Brian W. Jump, Gamma Chi '77, James R. Maher, Beta Chi '68, and Gordon Beeman, Gamma Chi '68. The nomination of James S. Reid, Gamma Omicron '68, was tabled at this time.

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115. At 10:30 p.m. The Grand Council was recessed for the evening.
116. At 9:32 a.m. on August 2, 1984 Grand Senior President Stan N. Miller reconvened the Grand Council Meeting.
117. NEW BUSINESS
Various items were discussed including the National Insurance Program, Housing and the future of the Headquarters building.
118. At 11:27 a.m. August 2, 1984 it was moved by Brother Hamburger, seconded by Brother Fitzpatrick and passed unanimously to adjourn the Grand Council Meeting.

Respectfully submitted,

Certified correct,

Grand Secretary

Executive Director

ALPHA SIGMA PHI FRATERNITY, INC.

MINUTES OF GRAND COUNCIL MEETING

August 5, 1984
Champaign, Illinois

1. CALL TO ORDER

Grand Senior President Evin C. Varner called the meeting to order at 12:05 p.m. on Sunday, August 5, 1985.

2. ROLL CALL

Members of the Grand Council in attendance: Grand Senior President Evin C. Varner, Grand Junior President Donald R. Morgan, Grand Secretary Edmund A. Hamburger, Grand Treasurer Robert A. Sandercox, Grand Marshal James V. Fitzpatrick, Grand Councilor Stan N. Miller and Grand Councilor Ronald Dollens. Executive Director Robert M. Sheehan, Jr. was also in attendance.

3. OLD BUSINESS

The Grand Council voted to award the Delta Beta Xi Award to James S. Reid, Gamma Omicron '68, by a vote of 5 to 0. Brothers Fitzpatrick and Miller abstaining.

4. NEW BUSINESS

A. National Insurance Program. The Executive Director was instructed to direct James R. Favor and Company to send copies of the policies the Fraternity would be buying to Grand Secretary Edmund A. Hamburger for review, and otherwise to move as quickly as possible to institute the program at every chapter of the Fraternity.

B. Next Meeting of the Grand Council. It was announced that the next meeting of the Grand Council would be held sometime in February or March on the same weekend as the first Third Founding Campaign Phonothon.

C. Grand Treasurer Robert A. Sandercox reported on the meeting of the Alpha Sigma Phi Educational Foundation Trustees.

D. It was moved by Brother Fitzpatrick and seconded by Brother Hamburger and passed unanimously to increase the monthly pension for Executive Secretary Emeritus, Ralph F. Burns from \$200.00 to \$300.00.

E. It was moved by Brother Miller, seconded by Brother Fitzpatrick and passed unanimously to delegate to Richard S. Sanders the authority to liquidate the Fraternity's equities only in consultation with the Grand Treasurer and Executive Director.

F. It was moved by Brother Hamburger and seconded by Brother Fitzpatrick and passed unanimously to fine every chapter who did not attend the 1984 National Convention \$200.00, unless they can show good cause as to why they were not in attendance.

G. It was moved by Brother Morgan, seconded by Brother Sandercox and passed unanimously to pass along a grand vote of confidence to new Office Manager, Beverly J. Moody.

5. It was moved by Brother Sandercox and seconded by Brother Hamburger and passed unanimously to adjourn the Grand Council Meeting at 1:20 p.m. on August 5, 1984.

Respectfully submitted,


Grand Secretary

Certified correct,

Executive Director

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND

Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual</u> <u>1982-83</u>	<u>Actual</u> <u>1983-84</u>	<u>Budget</u> <u>1983-84</u>	<u>Budget</u> <u>1984-85</u>
1. Initiation Fees (\$110x675)	\$71,449.00	\$76,930.00	\$74,250.00	\$74,250.00
2. Pledge Fees (\$35 X 750)	26,595.00	31,805.00	26,250.00	26,250.00
3. Chapter Fees (\$45 X 52)	2,340.00	2,340.00	2,340.00	2,340.00
4. Undergrad. Dues (\$40 X 1500)	50,592.00	53,620.00	50,750.00	60,000.00
5. Annual Loyalty Fund (net)	40,085.45	59,227.73	58,500.00	62,000.00
6. Merchandise (net)	1,687.34	1,520.25	800.00	800.00
7. Investments & Interest	12,578.55	13,399.96	11,000.00	10,500.00
8. Parking Rentals	2,180.00	2,281.62	2,650.00	2,300.00
9. Services to Organizations	10,200.00	15,400.00	15,400.00	15,400.00
10. Grants	11,500.00	-	-	6,000.00
11. Miscellaneous	<u>2,417.34</u>	<u>3,351.68</u>	<u>1,000.00</u>	<u>1,000.00</u>
 TOTAL INCOME:	 \$ 231,625.18	 \$ 259,876.24	 \$ 242,940.00	 \$ 260,840.00
 TOTAL EXPENSES:	 <u>247,903.70</u>	 <u>266,430.84</u>	 <u>282,900.00</u>	 <u>269,400.00</u>
 GAIN (LOSS):	 (\$ 16,278.52)	 (\$ 6,554.60)	 (\$ 39,960.00)	 (\$ 8,560.00)

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual 1982-83</u>	<u>7/1/83 - 06/30/84</u>	<u>Budget 1983-84</u>	<u>Budget 1984-85</u>
1. Salaries	\$ 98,492.12	\$116,165.54	\$120,000.00	\$ 97,500.00
2. Unemployment Compensation	1,290.47	2,186.50	2,200.00	1,900.00
3. Employees A & H Insurance	1,930.18	3,014.56	2,400.00	1,600.00
4. Social Security Tax	6,633.43	7,963.89	8,050.00	6,850.00
5. Pension	2,400.00	2,400.00	2,400.00	3,600.00
6. Utilities	1,913.81	2,534.01	2,200.00	2,600.00
7. Bldg, Maint & Property Tax	1,333.18	3,118.95	1,150.00	1,500.00
8. Telephone	12,443.61	11,939.50	12,000.00	12,000.00
9. Postage	7,327.58	6,662.60	7,800.00	6,600.00
10. Office Supplies & Printing	11,436.49	12,688.36	12,200.00	13,500.00
11. Computer Services	2,569.13	3,496.15	3,100.00	3,300.00
12. Audit & Legal	2,310.00	2,440.19	2,800.00	2,800.00
13. Insurance				
a. General	4,386.41	4,195.39	4,400.00	3,300.00
b. Association	318.79	-	500.00	500.00
14. Publications				
a. Tomahawk	24,333.29	15,993.81	27,000.00	38,000.00
b. Ritual Project	-	4,722.75	-	-
c. TBIM	1,380.33	2,620.81	3,500.00	9,500.00
15. Chapter Services				
a. Executive Director travel	1,506.63	1,353.82	1,800.00	2,300.00
b. Asst. Exec. Dir. travel	3,161.73	1,352.09	3,500.00	-
c. Chapt. Lead. Cons. travel	5,944.52	6,936.62	6,800.00	6,800.00
d. Dir. Alumni Dev. travel	-	-	750.00	-
e. Staff Housing	1,200.00	1,200.00	1,200.00	1,200.00
f. G.C., Others travel	3,729.01	1,330.60	2,200.00	2,200.00
g. Program Costs & Gen. Op.	1,469.07	1,696.43	1,600.00	1,800.00
16. Expansion				
a. Travel	415.72	1,357.63	1,000.00	1,200.00
b. Others travel	1,091.05	601.04	1,700.00	1,700.00
c. Program Costs & Gen. Op.	1,339.92	486.53	2,900.00	2,000.00

GENERAL FUND

Expenses - Page 2 .

<u>EXPENSES</u> (cont.)	<u>Actual</u> <u>1982-83</u>	<u>7/1/83 -</u> <u>06/30/84</u>	<u>Budget</u> <u>1983-84</u>	<u>Budget</u> <u>1984-85</u>
17. Alumni Dev. & Third Founding				
a. Executive Director travel	1,366.18	1,211.61	4,750.00	4,750.00
b. Dir. Alumni Dev. travel	1,167.09	7,950.17	7,500.00	-
c. Professional fees	-	-	800.00	-
d. Telephone	970.49	740.58	2,500.00	2,750.00
e. Research	205.20	-	500.00	250.00
f. Prog. Costs & Genl. Op.	2,779.01	3,347.26	2,800.00	4,500.00
g. Others travel	112.25	968.12	1,000.00	1,500.00
18. Interfraternity				
a. Dues	1,516.00	1,739.10	1,800.00	1,900.00
b. Travel & Meetings	4,515.94	3,740.75	3,000.00	3,000.00
19. Chapter Programming				
a. Province System	1,385.88	190.89	3,300.00	3,300.00
b. Scholarship	-	-	300.00	500.00
c. Career Development	80.38	654.77	300.00	600.00
20. Conferences & Exec. Meetings	3,795.94	6,878.41	4,200.00	5,300.00
21. Automobile	3,133.93	3,497.48	3,500.00	3,800.00
22. Insignia (\$16.25 X 675)	9,581.85	10,015.15	10,500.00	11,000.00
23. Newsletter Service	-	-	-	1,000.00
24. Doubtful Accounts	-	400.00	500.00	500.00
25. Miscellaneous	2,439.18	1,645.50	500.00	500.00
26. National Meetings (net)	(743.09)	(281.99)	-	-
27. Computer Purchase	15,421.00	4,675.27	-	-
 TOTAL EXPENSES:	 \$ 247,903.70	 \$ 266,430.84	 \$ 282,900.00	 \$ 269,400.00

ALPHA SIGMA PHI FRATERNITY, INC.

GRAND COUNCIL MEETING SCHEDULE

July 31 - August 2, 1984
Champaign, Illinois

Tuesday, July 31, 1984

3:00 p.m. - 5:00 p.m.	Arrival of Grand Council members at University Inn
5:00 p.m. - 7:30 p.m.	Reception and Dinner, Hosted by Eta Chapter
8:00 p.m. - 12:00 m.	Grand Council Meeting, Hospitality Room

Wednesday, August 1, 1984

8:00 a.m. - 8:30 a.m.	Continental Breakfast, Hospitality Room
8:30 a.m. - 12:00 noon	Grand Council Meeting
12:00 noon - 1:15 p.m.	Lunch
1:15 p.m. - 5:00 p.m.	Grand Council Meeting
6:00 p.m. - 8:00 p.m.	Convention Official Family Dinner, Grand Council, Staff, Wives, Convention Staff. Century Room - University Inn
8:30 p.m. - 10:00 p.m.	Grand Council Meeting

Thursday, August 2, 1984

8:30 a.m. - 9:00 a.m.	Continental Breakfast, Hospitality Room
9:00 a.m. - 12:00 noon	Grand Council Meeting
12:00 noon - 2:30 p.m.	Lunch on your own, Registration for the 1984 National Convention
3:00 p.m.	1984 National Convention begins!

ALPHA SIGMA PHI FRATERNITY, INC.

GRAND COUNCIL MEETING

July 31 - August 2, 1984
Champaign, Illinois

AGENDA

Page No.

1. Call to Order
2. Roll Call
3. Approval of Minutes of Meeting of December 4-5, 1983. 1
4. Approval of Mail Votes 177, 178, 179, 180, 181, 182, 183, 184. . . . 4
5. Report on Chapter Services 5
6. Report on Expansion 16
7. Report on the Province Program 19
8. Report on Budget and Finances 25
9. Report on the Annual Loyalty Fund. 46
10. Report on The Third Founding Campaign 48
11. Report on Publications. 53
12. Report on the Scholarship Program 56
13. Report on the Career Development and Placement Program 57
14. Report on Awards 58
15. Report on the 1985 National Educational Conference
and 1986 Convention. 72
16. Meeting of Directors of the A-S-P Corporation
17. Old Business
 - Stanford Housing Corporation
 - Housing
 - Historic Commission on Delta's 125th Anniversary
18. New Business
 - Deferred Giving
 - National Insurance Program
 - Review of 1984 National Convention
19. Comments for the Good of the Society
20. Adjournment



MEMORANDUM

Resolved, that the income of Alpha Sigma Phi, Inc., received from the Investment Fund (\$11,962.28), parking lot rent (\$2,281.62) and Emergency Fund earnings (\$295.46) in the fiscal year from July 1, 1983 to June 30, 1984, in the total amount of \$14,539.36 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, 1983 to June 30, 1984.

Signed: Stan H. MillerDate: 7/31/84



MEMORANDUM

Be it resolved that, in the fiscal year of July 1, 1984 to June 30, 1985, 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 \$12,800.00.

Signed: _____

Handwritten signature of Alan Schiller in cursive script.

Date: _____

Handwritten date 7/31/84 in cursive script.

ALPHA SIGMA PHI FRATERNITY
MINUTES OF GRAND COUNCIL MEETING

December 4-5, 1983
Kansas City, Missouri

66. CALL TO ORDER

Grand Senior President Stan N. Miller called the meeting to order at 8:30 a.m. on Sunday, December 4, 1983.

67. ROLL CALL

Members of the Grand Council in attendance: Grand Senior President Stan N. Miller, Grand Junior President Evin C. Varner, Grand Treasurer Robert A. Sandercox, Grand Marshal Donald R. Morgan, Grand Councilor Edmund A. Hamburger and Grand Councilor James Fitzpatrick. Others in attendance were Robert M. Sheehan, Jr., Executive Director; Jeffrey P. Schwind, Assistant Executive Director; Christopher J. Koch, Director of Alumni Development and Thomas M. Welsh, Chapter Leadership Consultant.

68. APPROVAL OF MINUTES OF MEETING OF AUGUST 16-18, 1983

It was moved by Brother Hamburger, seconded by Brother Fitzpatrick and passed unanimously to approve the Minutes of the Grand Council meeting of August 16-18, 1983, as distributed by mail following that meeting.

69. APPROVAL OF MAIL VOTES 174, 175 AND 176

It was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to approve Mail Votes Nos. 174, 175 and 176 (Exhibit A).

70. REPORT ON CHAPTER SERVICES

It was moved by Brother Sandercox, seconded by Brother Hamburger, and passed unanimously to take a vote on the revocation on the Gamma Pi Chapter Charter at the next bi-annual meeting of the Council and further direct the staff to notify all Gamma Pi Chapter members (undergraduate and alumnus) that the vote will take place and of the grounds upon which revocation is being considered.

It was moved by Brother Varner, seconded by Brother Fitzpatrick and passed unanimously to approve the Report on Chapter Services (Exhibit B).

Grand Councilor James Fitzpatrick had to leave the meeting at this point (11:10 a.m.)

71. REPORT ON EXPANSION

It was moved by Brother Morgan, seconded by Brother Hamburger and passed unanimously to accept the Report on Expansion (Exhibit C).

72. REPORT ON THE PROVINCE PROGRAM

It was moved by Brother Varner, seconded by Brother Hamburger and passed unanimously to accept the Report on the Province Program (Exhibit D).

73. At 12:30 p.m., the Grand Council was adjourned for lunch by Grand Senior President Stan N. Miller.

74. Grand Senior President Stan Miller reconvened the Grand Council meeting at 1:32 p.m.

75. REPORT ON THE SCHOLARSHIP PROGRAM

It was moved by Brother Varner, seconded by Brother Sandercox and passed unanimously to approve the Report on the Scholarship Program (Exhibit E).

76. REPORT ON BUDGET AND FINANCES

It was moved by Brother Hamburger, seconded by Brother Morgan and passed unanimously to accept the Report on Budget and Finances (Exhibit F).

77. REPORT ON THE ANNUAL LOYALTY FUND

It was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to accept the Report on the Annual Loyalty Fund (Exhibit G).

78. REPORT ON THE THIRD FOUNDING CAMPAIGN

It was moved by Brother Hamburger, seconded by Brother Varner and passed unanimously to accept the Report on the Third Founding Campaign (Exhibit H).

79. The Grand Council moved into Executive Session at 3:50 p.m. and reconvened a General Session at 5:40 p.m..

80. REPORT ON THE 1984 NATIONAL CONVENTION

It was moved by Brother Varner, seconded by Brother Hamburger and passed unanimously to accept the Report on the 1984 National Convention.

81. Grand Senior President Stan Miller adjourned the Grand Council at 6:56 p.m. for dinner.

82. The Grand Council was reconvened at 9:25 p.m. by Grand Senior President Stan Miller.

83. REPORT ON CAREER DEVELOPMENT AND PLACEMENT PROGRAM

It was moved by Brother Morgan, seconded by Brother Varner and passed unanimously to accept the Report on the Career Development and Placement Program. (Exhibit J).

84. REPORT ON PUBLICATIONS

It was moved by Brother Morgan, seconded by Brother Sandercox and passed unanimously to accept the Report on Publications (Exhibit K).

85. OLD BUSINESS

It was moved by Brother Sandercox, seconded by Brother Morgan and passed unanimously to authorize the Executive Director and Staff to prepare a proposal on awards to be presented to the Grand Council at the August Meeting.

It was moved by Brother Hamburger, seconded by Brother Morgan and passed unanimously to approve the following change in the Trust Agreement made by the Memorial Fund Trustees:

"To change the name of the Alpha Sigma Phi Memorial Fund to the Alpha Sigma Phi Educational Foundation"

86. At 11:23 p.m. Grand Senior President Stan Miller adjourned the Grand Council for the day.

87. Grand Senior President Stan N. Miller reconvened the Grand Council Meeting at 8:33 a.m. on Monday, December 5, 1983.

88. NEW BUSINESS

1. It was reported by Grand Senior President Stan N. Miller that the Nu chapter at the University of California-Berkeley had requested to make certain changes in the opening of their chapter meeting (Exhibit L). No action was taken on this request.

2. It was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to create an "Historical Commission on Delta's 125th Anniversary". Their charge is "to review the historical documents held by Delta Chapter and develop methods of cataloging and preserving these documents for posterity". The Grand Senior President shall be authorized to name Brothers to the commission.

89. It was moved by Brother Morgan, seconded by Brother Sandercox and passed unanimously to adjourn the Grand Council Meeting at 11:09 a.m. on Monday, December 5, 1983.

Respectfully submitted,

Cerfited correct,


Grand Secretary


Executive Director

APPROVAL OF MAIL VOTES 177, 178, 179, 180, 181, 182, 183, and 184

- Mail Vote No. 177: Approval of loan for the Alpha Theta "Partnership" from the Emergency Fund at \$4,000 at 9-1/2 interest to be repaid by August, 1985
- Mail Vote No. 178: Approval of Phi Gamma Colony's petition to be chartered be accepted and a charter shall be granted to them as Delta Lambda Chapter.
- Mail Vote No. 179: Approval of loan for Gamma Xi Alumni Corp. from the Emergency Fund for \$10,000 at 9% per annum interest, to be repaid by July 1, 1987
- Mail Vote No. 180: Approval of a loan for Delta Eta Chapter from the Emergency Fund for \$2,000 at 11% per annum interest, to be repaid by May 15, 1985
- Mail Vote No. 181: Approval of a loan for The Indiana Alpha Sigma Phi Building Corporation from the Emergency Fund for \$10,000 at 11% per annum interest, to be repaid by March 1, 1985
- Mail Vote No. 182: Approval of a loan for The California Alpha Sigma Phi Association (for Nu Chapter) from the Emergency Fund for \$20,000 at 8-1/2% interest, to be repaid by June 30, 2015
- Mail Vote No. 183: Approval for presentation of the 1984 Distinguished Service Award to Brother Alfred B. Wise
- Mail Vote No. 184: Approval that \$5,000 be transferred from Long-Term Investments to Undesignated Funds in the General Fund

REPORT ON CHAPTER SERVICES

I. CHAPTER VISIT AND CONSULTATION PROGRAM

1983-84 Visitation Record

Number of Chapters/Colonies visited by staff:

Province I:	2 (of four)	Province VI:	9 (of nine)
Province II:	3 (of four)	Province VII:	11 (of eleven)
Province III:	5 (of five)	Province VIII:	8 (of eight)
Province IV:	4 (of five)	Province XI:	5 (of five)
Province V:	5 (of five)		

Total: 52 (out of 56 chapters/colonies)

Chapters not visited:

Washington
Oregon State
Iowa State
Northern Michigan

The Program

Tom Welsh's pace of chapter visits made it possible for us to have visited all but four of our chapters this past year. Eight chapters/colonies did not receive visits last year.

We know that a staff visit to most of our chapters will result in an improvement in their operation, and if made at the right time of the year, an improvement in the number of men they pledge to the Fraternity. This is why staff visits continue to be the cornerstone of our Chapter Services Program. Our annual challenge is to review every chapter's status, and then rank which chapters need and will respond to our visits most. Tom Welsh and I completed that review and ranking at our Annual Staff Retreat this summer. We have begun setting a staff visitation schedule that will utilize our time in the most efficient manner possible.

The challenge this year is greater than it has been with two, rather than three of us, visiting chapters. The amount of time I will spend visiting chapters will increase. While this alone cannot make up for Jeff Schwind's departure and his fine work, Tom is a year more experienced and we are both excited about the future of our chapters!

However, this sort of staff structure can, at best, only hold the status quo. I believe that it is critical that we have the resources to put two Chapter Leadership Consultants on the road in 1985-86. Assuming that Finances work out accordingly, this is our plan.

I. Chapter Visit and Consultation Program (Cont'd)

A Look From The Field, by Tom Welsh:

On The Road Again. . . In Retrospect!

Looking back, I find that this past academic year has been full of many exciting and valuable educational experiences. As the representative of our National Headquarters I have been faced with several different types of problems concerning our chapters. Membership recruitment, membership education and financial stability still remain to be the forerunners of the problem areas. Alcohol abuse, lack of brotherhood and the lack of knowledge concerning liabilities, thus creating a sense of irresponsibility, are running a close second!

Are we providing our chapters with the services needed to improve upon and strengthen these areas? I feel we are to an extent, but not enough! We have the materials (manuals) available for their use concerning these areas but we still do not have the manpower available to ensure our chapters proper programming. We were not able to visit four of our chapters last year and were only able to do follow-up (more than 1 visit) with our colonies. With only Rob and myself left for visits this upcoming year, we will be very lucky to visit all of our chapters, and for the ones we do, I do not feel we will be able to devote enough time to fully service them the way we would like. I feel the Chapter Leadership Consultant program is very important to the stability of our organization and to our chapters. I highly recommend that at least two consultants be considered for the 85-86 school year. Until we can visit each chapter more than once per year we will not develop each of our chapters to their fullest potential.

I further suggest that we develop a Conclave/Retreat Manual in which we would include suggestions for leadership skills, such as motivation, communication, brainstorming, and the development and implementation of a good committee structure. I also feel that this type of manual in conjunction with the others we already have can be part of an on-going program entitled "The Challenge For Excellence." By challenging our chapters to excel in all program areas and developing a theme in which we can implement posters, flyers, and educational material, we may begin to see positive changes in our chapters, thus creating a greater sense of commitment, values and most importantly brotherhood!

II. MEMBERSHIP STRENGTH - STATUS

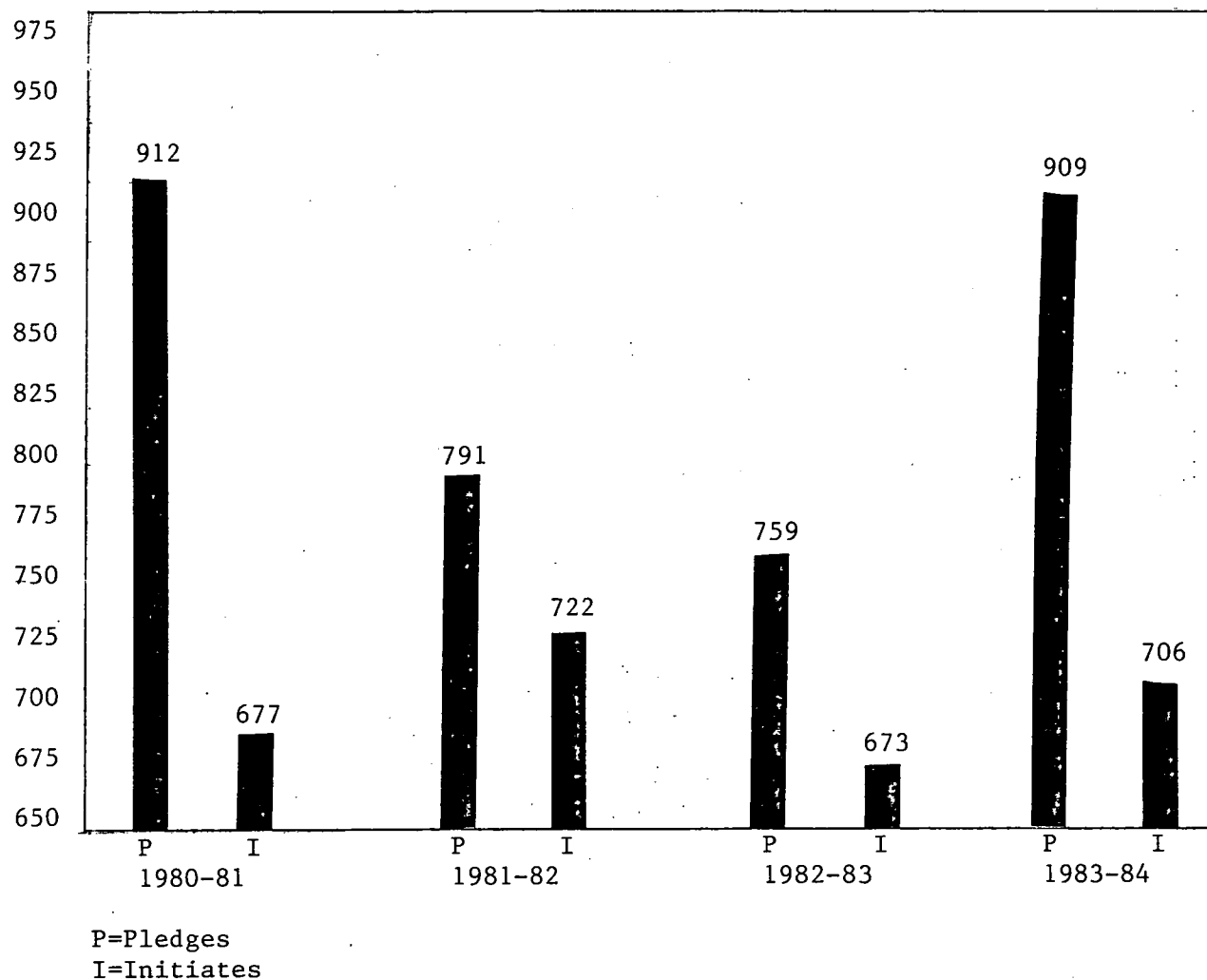
1983-84 Status: 53 Chapters (not including Findlay)
3 Colonies (Otterbein, U.C.L.A., Stockton State)

On suspension: Baldwin-Wallace
Chapters closed: Findlay

II. Membership Strength - Status (Cont'd)

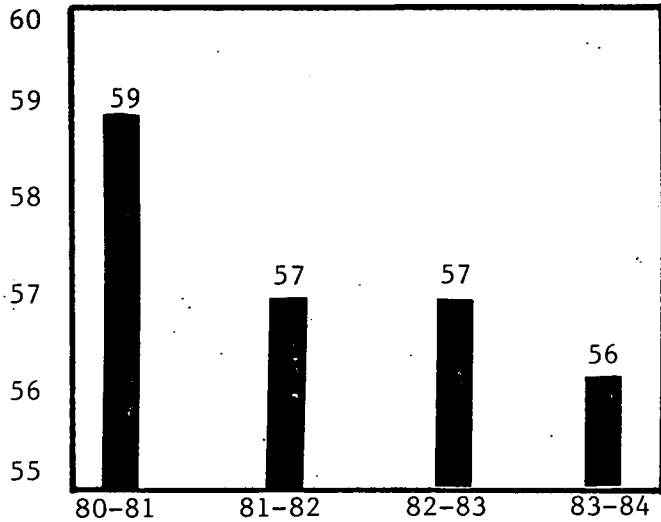
The following information concerns current levels of reporting of members and general statistics related to overall chapter size.

REPORTED PLEDGES & INITIATES

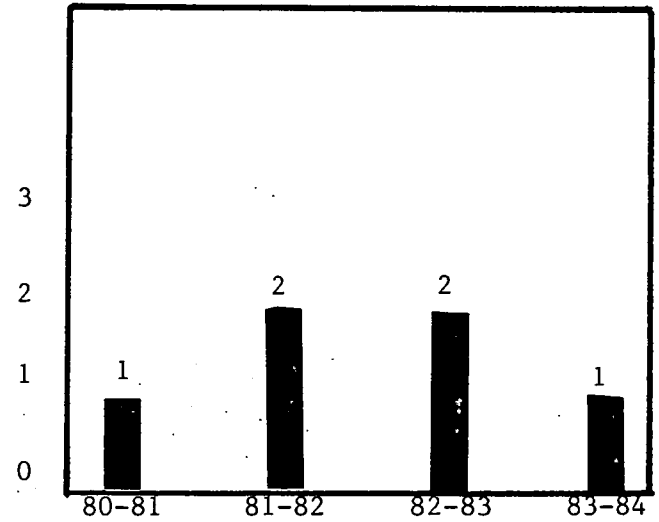


Reported Pledges for 1983-84: Up 19.76%
Reported Initiates for 1983-84: Up 4.9%

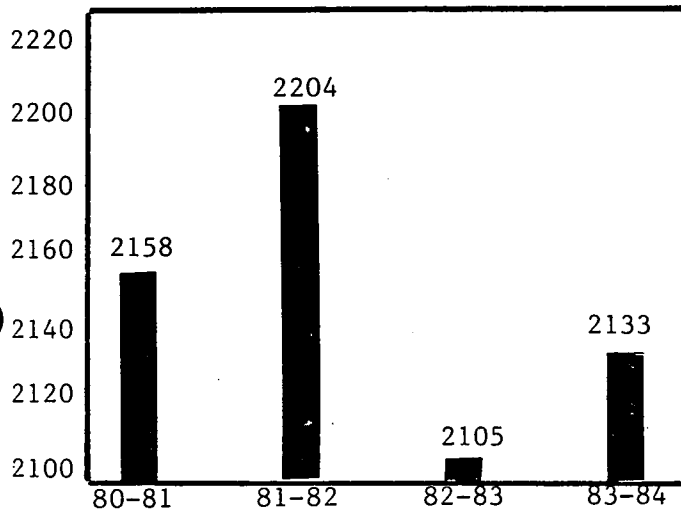
Number of Chapters/Colonies



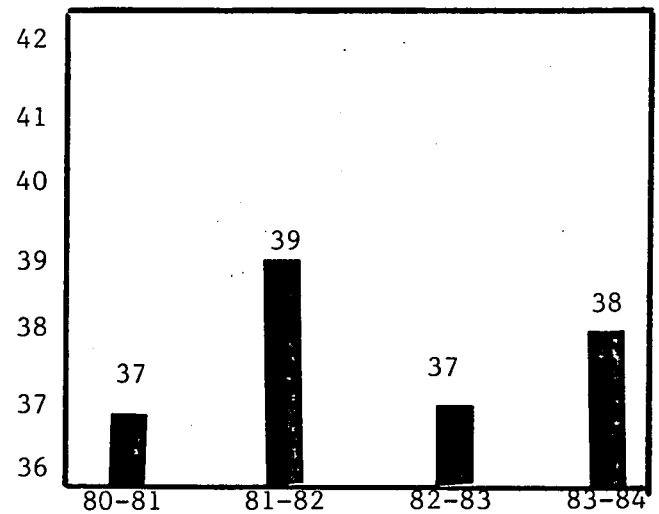
Chapters Closed



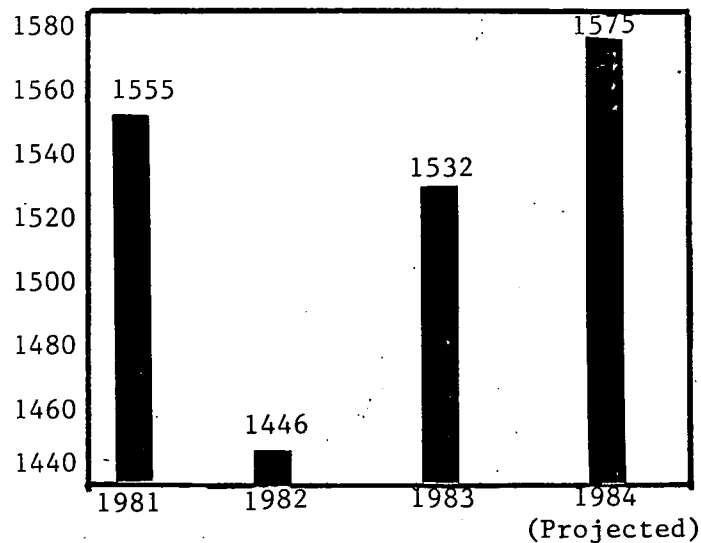
Brothers/Pledges (Year End)



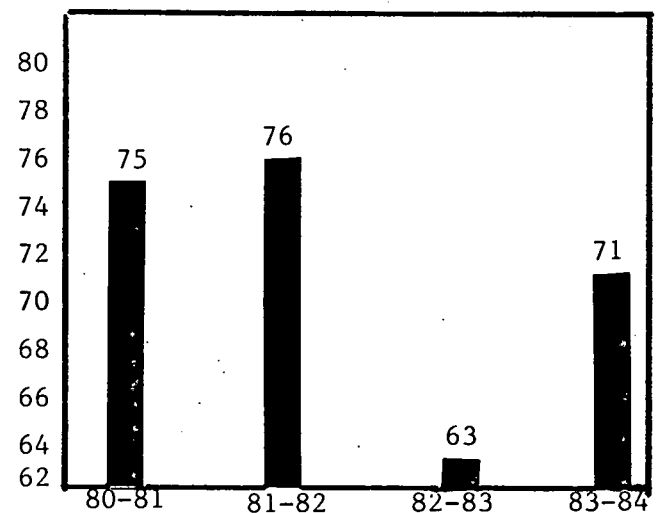
Average Chapter/Colony Size



Brothers/Pledges (Fall)



% Chapter/Colonies Above 25 Members (Year End)



II. Membership Strength - Status (Cont'd)

Comments on Membership Statistics

Our performance statistically this year, as you can see from the charts and graphs, was very good. We improved numerically in every category except in total number of chapters/colonies.

This substantial increase in the number of pledges this year should result in strong initiation figures next year. A number of chapters will not initiate this year's pledge class until the fall. The increase in pledges also will give us a good base of total membership for the next three years.

We cannot attribute the statistical increases to any one factor. I believe that they are a result of 1) an increasingly positive Greek climate on most college campuses, and 2) the continued incremental improvements we make in our overall Chapter Services program, e.g. better national meetings, improved province program, chapter communications, and chapter visitations. Another factor that should not be discounted is that the staff has improved its ability to detect "unreported pledges" and make those chapters report. Over the past year this has created some "artificial" increase. Pledges that had been "unreported" in 1982-83 were discovered and reported during 1983-84. Pledges that, in other years, may have gone unreported were reported on a more timely basis in 1983-84.

The most important area, statistically, we need to improve upon is our Average Chapter/Colony Size. Our chapter visitation expenses are incurred per chapter, not per member. Therefore, an increase in our Average Chapter/Colony Size will result in increased revenues, and few increased costs. With a larger traveling staff we can begin to increase the Average Chapter/Colony Size. We will be able to visit more chapters for a longer period of time, and at the right time.

III. CHAPTERS OF PARTICULAR CONCERN

Following are chapters whose continued existence is in jeopardy. In all but three of these cases, the Fraternity System on the campus is having serious problems. It is unlikely that our chapters on those campuses will significantly improve over the campus standard.

OKLAHOMA - Alpha Alpha Chapter

- Overall strong Greek System
- Return with 13 men
- Alumni now seem financially stable

Extensive staff time would be needed to significantly improve this chapter. Chapter leadership is the missing element. We plan to make regular visitation.

III. Chapters of Particular Concern (Cont'd)

ILLINOIS INSTITUTE OF TECHNOLOGY - Alpha Xi Chapter

- Greek system average strength
- Return with 18 men, house capacity 70
- Alumni actively helping chapter

Tom Welsh will be visiting the chapter for one week before and during their first term rush in mid-August. We have a great opportunity for growth here and alumni support has been excellent. More staff time will be spent here later in the year as necessary.

NORTHERN MICHIGAN - Delta Beta Chapter

- Greek system dying
- Return with seven men
- New advisor is keeping them alive

The new Grand Chapter Advisor, Rick Shipyor, who moved back to Marquette this past winter, is probably the only reason the chapter is still alive. He is very motivated, and we will make a regular visit this fall to help out.

BALDWIN-WALLACE - Alpha Mu Chapter

- Greek system very weak
- Return with six men
- Declining student enrollment

I recommend that we continue suspension until the Winter Grand Council Meeting. We will know more about the prospects for survival then. While the few individuals left are good men - the HSP is also IFC President - they desperately need more members.

UNIVERSITY OF CHARLESTON - Gamma Mu Chapter

- Weak Greek system
- Return with eight men
- No housing, very "loosely-tied" organization

Extensive staff time would be needed to significantly improve this chapter. The lack of a role model impedes success. We will make a regular fall visit. Little future improvement is expected without system-wide attention from college administration.

III. Chapters of Particular Concern (Cont'd)

CONCORD COLLEGE - Gamma Phi Chapter

- Greek system losing strength
- Return with 14 men
- Very socially oriented

Some signs of good chapter leadership exist here and we will be giving extra attention to Gamma Phi. One strong pledge class can make marked improvements here.

FRANCIS MARION COLLEGE - Delta Kappa Chapter

- Young Greek system, commuter campus
- Return with ten men
- Chartered in 1982

This young chapter is struggling with inexperienced leadership and a lack of tradition. We will visit in the early fall to put on upward track.

WAGNER COLLEGE - Alpha Sigma Chapter

- Poor, weak Greek system
- Return with 11 men
- No college or area alumni support

Alpha Sigma has continued to go through dynamic periods of great improvement and great failure. This is the result of no stable influence of alumni or college support. We will make a regular visit, current leadership is good.

CHAPTER CHECK LIST

August, 1984

<u>CHAPTERS</u>	<u>Year-End Size</u>			<u>Returning 1984-85</u>
	<u>1981-82</u>	<u>1982-83</u>	<u>1983-84</u>	
<u>Province I</u>				
Univ. of California, Berkeley Nu	35 New	44 Very Strong	35 Strong	26
Univ. of California, Los Angeles Alpha Zeta Colony	-	14 New	40 Colony	35
Oregon State University Psi	57 Average	57 Average	50 Average	43
Univ. of Washington Mu	100 Very Str.	91 Very Str.	83 Very Strong	71
<u>Province II</u>				
Iowa State University Phi	52 Strong	50 Strong	55 Strong	48
Univ. of Missouri Alpha Theta	27 Weak	35 Average	39 Average	35
Missouri Valley College Alpha Omicron	38 Average	30 Weak	24 Weak	20
Univ. of Oklahoma Alpha Alpha	25 Very Weak	14 Very Weak	14 Very Weak	13
<u>Province III</u>				
Univ. of Illinois Eta	40 New	41 Strong	50 Strong	37
Illinois Inst. of Tech. Alpha Xi	38 Average	23 Very Weak	22 Weak	18
Indiana University Gamma Chi	69 Strong	76 Strong	75 Strong	50
Loyola University Delta Alpha	45 Average	33 Average	31 Weak	28
Purdue University Alpha Pi	122 Very Strong	125 Very Str.	108 Very Str.	82

	Year-End Size			Returning
	<u>1981-82</u>	<u>1982-83</u>	<u>1983-84</u>	<u>1984-85</u>
<u>Province IV</u>				
Lawrence Inst. of Tech. Gamma Psi	25 Weak	19 Weak	30 Average	29
Univ. of Michigan Theta	16 Very Weak	17 Weak	30 Average	24
Northern Michigan Univ. Delta Beta	16 Very Weak	13 Very Weak	10 Very Weak	7
Univ. of Toledo Beta Rho	65 Average	65 Average	63 Average	47
Tri-State Univ. Beta Omicron	22 Weak	21 Weak	19 Average	17
<u>Province V</u>				
Baldwin-Wallace College Alpha Mu	14 Very Weak	10 Very Weak	9 Very Weak	6
Bowling Green St. Univ. Gamma Zeta	46 Strong	33 Average	44 Strong	29
Ohio Northern Univ. Gamma Alpha	49 Weak	47 Strong	39 Average	33
Ohio State Univ. Zeta	24 Weak	17 Average	19 Weak	16
Otterbein College Phi Beta COLONY	14 New	14 Colony	19 Colony	15
<u>Province VI</u>				
Bethany College Beta Gamma	44 Average	37 Strong	51 Strong	41
Univ. of Charleston Gamma Mu	22 Weak	10 Very Weak	10 Very Weak	8
Concord College Gamma Phi	29 Average	21 Weak	18 Very Weak	14
Davis & Elkins College Gamma Delta	19 Weak	22 Average	26 Average	22

<u>Province VI (cont.)</u>	<u>Year-End Size</u>			<u>Returning 1984-85</u>
	<u>1981-82</u>	<u>1982-83</u>	<u>1983-84</u>	
Marietta College Delta	32 Weak	51 Weak	44 Weak	33
Marshall University Beta Delta	32 Average	30 Average	33 Weak	30
Rio Grande College Delta Epsilon	43 Very Strong	41 Strong	30 Average	14
Slippery Rock St. Univ. Delta Delta	26 Weak	16 Very Weak	27 Weak	23
Westminster College Alpha Nu	92 Strong	88 Strong	81 Average	54
<u>Province VII</u>				
Atlantic Christian Coll. Gamma Lambda	18 Weak	17 Average	23 Average	18
East Carolina Univ. Delta Eta	27 Average	36 Average	42 Average	41
Francis Marion College Delta Kappa	25 New	19 Weak	13 Very Weak	10
Longwood College Delta Iota	30 Average	35 Average	31 Average	28
Univ. of Miami Gamma Theta	20 New	26 Weak	28 Average	25
U N C C Delta Zeta	14 Very Weak	11 Very Weak	20 Weak	17
North Carolina St. Univ. Beta Zeta	26 Weak	21 Average	18 Weak	17
Presbyterian College Alpha Psi	26 Weak	25 Average	28 Average	23
Radford University Delta Theta	43 Average	36 Average	45 Very Strong	40
Tulane University Gamma Omicron	40 Weak	20 Very Weak	24 Weak	23
Wake Forest University Beta Mu	59 Strong	57 Strong	71 Very Strong	59

<u>Province VIII</u>	<u>Year-End Size</u>			<u>Returning 1984-85</u>
	<u>1981-82</u>	<u>1982-83</u>	<u>1983-84</u>	
American University Beta Chi	28 Weak	26 Weak	28 Average	24
Lehigh University Beta Epsilon	52 Very Strong	56 Very Str.	54 Very Strong	43
New Jersey Inst. of Tech. Alpha Rho	34 New	36 Strong	29 Weak	20
Rutgers University Beta Theta	59 Average	54 Average	51 Average	47
Stevens Inst. of Tech. Alpha Tau	43 Strong	44 Average	45 Strong	32
Wagner College Alpha Sigma	17 Very Weak	28 Very Weak	13 Very Weak	11
Widener University Gamma Xi	53 Average	55 Weak	42 Weak	32
Stockton State College Phi Gamma Colony	-	17 New	28 Colony	27
<u>Province IX</u>				
Cornell University Iota	60 Strong	68 Strong	62 Strong	45
Hartwick College Beta Xi	45 Average	45 Average	38 Weak	28
Lycoming College Gamma Rho	40 Average	46 Weak	37 Average	31
Pennsylvania State Univ. Upsilon	63 Strong	62 Very Strong	55 Strong	40
R. P. I. Beta Psi	40 Strong	49 Strong	45 Average	37

REPORT ON EXPANSION

The 1980 National Convention approved the following as the questions to be considered in priority order when deciding whether or not to expand onto a campus. The cumulative degree to which these questions can be answered "yes" is to help us decide whether or not to expand on a given campus:

1. Is there a need on the campus and in the fraternity system for a fraternity such as we can offer?
2. Do we have approval from the administration and IFC as well as their support?
3. Is it a financially stable school? Check enrollment, endowment, and whether or not it is state-supported.
4. Do we have alumni in the area? Are they willing to show support and interest?
5. Do we have the potential for building a model chapter there (among other things, a 50-man chapter)?
6. Are the fraternity and Greek climates suitable for expansion?
7. Is it located near our other chapters, and therefore easy to service?
8. Is it located within a geographical area where we can easily and efficiently work at the beginning stages?
9. Is a fraternity house a need, and can we provide one, if so? To what extent can we fill the competitive need for any type of housing?
10. If it is a reactivation, are the alumni interested and supportive, both financially and service-wise?
11. Is the school a quality institution?
12. Do we have a quality, nearby chapter that will help us out?
13. If it is a reactivation, why did it close and what are the implications for our future? Will we be affected by a past failure?
14. Do we have any alumni in the area who can serve as possible advisors to the new group?

During the next 3-4 years we should have resources that we can devote to expansion. The above criteria are what the staff will be using as a guide, unless you direct otherwise.

I believe that our program, as it develops, should stress the importance of reactivations, of expanding to campuses where we can have large chapters, and of spending the staff time necessary to guide them to that large size. We will continue to keep our name out at the 100 plus campuses across America

where we have an interest in expanding to by periodically sending informational materials. Until more staff time is available for Expansion work, our program will consist of investigating and taking advantage of outstanding expansion opportunities which avail themselves to us.

Expansion Prospects

University of Iowa

This past spring seventeen national fraternities responded to the application the University of Iowa (home of our defunct Alpha Beta Chapter - 1924) sent out to everyone interested in expansion there. As a result of our written answers and supporting educational materials, we were chosen as one of six fraternities invited to make a personal presentation to the IFC on campus. Brother Chris Koch represented us in our presentation. From these presentations two fraternities were selected as those allowed to expand at Iowa in the fall of 1984. Another fraternity was chosen to expand there in fall 1985, and we were chosen to expand there in fall 1986. No others were selected after us. We are excited about going back to Iowa and will be prepared for our "turn" in 1986!

Indiana University, Purdue University, at Indianapolis

Grand Senior President Miller participated in a Faculty Study Committee meeting this past spring which discussed the development of a fraternity system at I.U.P.U.I. We believe that the committee will decide to open a fraternity system there soon, and hope that the continued involvement we have had with the administration will give us an inside edge once it comes time to decide who will be chosen to start the system. We have been told that a decision on opening the system should come early this fall.

Colonies

Phi Beta Colony, Otterbein College

- Greek system all locals, no role model
- 15 men returning
- Possible, more affordable housing

The current leadership has a good chance of making strong improvements this year. We will know by Christmas whether or not this group will ever charter.

Phi Gamma Colony, Stockton State College

- 27 men returning
- Young, growing
- Chartering set for December 8th

You approved Stockton's petition to charter by mail vote. We plan staff visits this fall to continue growth and plan for chartering.

Alpha Zeta Colony, U.C.L.A.

- 35 men returning
- Mostly new recruits
- Housing still a problem

The existing rush results for Alpha Zeta during April and May will bring them back with a solid group of men. A lot of work still needs to be done before the group is stable. Currently, they are preoccupied with chartering as soon as possible, and may have a chartering petition ready by our meeting. We will continue regular visits and work with the leadership to develop realistic chartering date targets.

REPORT ON THE PROVINCE PROGRAM

The realignment of the Provinces has been discussed for the past two years. Exhibit "A" following this report is my recommendation for realignment which I will be forwarding to Chuck Vohs, (Grand Province Chief V, Penn State '75), the advisor to the Committee on the Province Program.

The Grand Province Chiefs will be meeting during the National Convention with Director of Provinces Richard R. Gibbs, (Oklahoma '51). I know that one issue they will discuss is the accountability of setting up the Province Conclave. A couple of times this year a Province President set up a Conclave without informing his Chief. These problems should be resolved.

The Province Program has improved under Richard R. Gibb's leadership. He has tendered his resignation as Director of Provinces as of this Convention. We look forward to continued improvement of the program under the new leadership selected by the Grand Senior President.

The Grand Province Chiefs:

Province I:	James Hammond (Washington '66)
Province II:	Kent Porter (Missouri Valley '74)
Province III:	Brian W. Jump (Indiana '77)
Province IV:	Gordon Beeman (Indiana '68)
Province V:	Chuck Vohs (Penn State '75)
Province VI:	Larry Spees (Ohio Wesleyan '57)
Province VII:	Vacant
Province VIII:	Robert Cabello (East Mich. '70)
Province IX:	Otto Sonder (American '47)

Report from the Director of Provinces

The province system of Alpha Sigma Phi as a general statement is alive, well, and growing. I feel extremely fortunate to be director of a system that now has 8 province chiefs with only one province without a chief and the majority of the province chiefs are functioning very well. Because we've emphasized the province system the last three or four years it is starting to become a part of the fraternity experience for most of the chapters and most of the provinces and thus is starting to work in a better and more organized manner each year. I believe that this is bringing a more meaningful fraternity experience to the average undergraduate who is lucky enough to reside in a province that is well organized and running.

I believe that the reason for our success in revitalizing the province system lies first with the fact that we have been able to recruit good province chiefs and that these men are truly dedicated Alpha Sigs but to an equal measure to the fact that we have been able to bring these men to the annual fraternity meeting, either the Convention or the Ed conference. Bringing these province chiefs to these meetings has, I believe, been a major factor in revitalization in the province system.

Province I Jim Hammond, Province Chief

The biggest problem here is distance. Jim Hammond does not have the time nor the funds to travel the entire coast visiting the chapters. This province needs either an assistant or co-province chief to handle California if Jim is going to remain as the province chief handling Washington and Oregon. The ideal candidate for province chief of Province I would be somebody that worked for one of the airlines out there that could get free transportation up and down the coast. Province I did not function too well this year although they did have a province conclave. Even though everything was well set up at Ed conference last year to have a province executive committee meeting to get everything organized and everybody was ready to come, transportation had been arranged, etc., one week before the meeting the province president, Ronald Spickermann, called and cancelled it because he was unwilling to miss a football game at Berkeley. Then later this spring when they were getting ready to have the province conclave Ron Spickermann notified Jim one week before that there would be a conclave. Jim had already got quite a bit of information together to assist the conclave. It was too late for Jim to change his plans so he could be there. The group from Washington State drove down picking up some people from Oregon State and drove all the way to Berkeley. There was nothing organized for the meeting and in essence all they had was a nice picnic plus driving 1900 miles. In particular in Province I good organization and advance planning is critically important. Jim Hammond probably will be at Convention this summer.

Province II Kent Porter

Province II wasn't very active this year and Kent feels it was primarily due to the fact that he was unable to devote any time to the province chief's job. He is wanting to resign from province chief because they're expanding their business rapidly right now and he needs to devote all of his time to that plus he's getting married August 4th. Therefore, he also will not be at Convention. Kent recommended that Brad Barling from Iowa State possibly be appointed province chief, if he graduates this year. He is supposed to, but Kent heard that maybe there was a chance that he didn't have enough hours and would not graduate. Therefore, we need to be looking for another province chief for Province II.

Province III Brian Jump

This province is operating in a satisfactory manner. They had a good conclave. The Province Executive Council met this spring and have things pretty well planned and in hand for next year. Brian's biggest problem is that he's unable to get out to visit the chapters. He was hoping that maybe we could find an assistant province chief for him to help him out and to do some of the chapter visits. Brian particularly enjoys putting on the province conclaves and assisting with these as well as the province executive committee. His biggest problem chapter is IIT and rush is their problem. He's setting up a workshop on rush to help them this summer, maybe improve things in this area. Brian plans on being at the Convention.

Province IV Gordon Beeman

One of his main objectives was getting Tri-State involved this year which they were successful at doing. All of the chapters were involved, they had a good province year. The only problem, of course, is Northern Michigan and the distance involved. He thinks that both Michigan and Lawrence Tech are well organized in their recruiting of members for next year and should have good recruiting years. All chapters attended the Province Executive Council meeting. Officers were elected and they're organized for next year. This is a well organized, good operating province.

Province V Chuck Vohs

Possibly I'm a little prejudice but I believe that this is the best operating province that we have. They're all organized for next year. They had a province conclave last fall that was very well organized and attended. The Province Executive Committee has met this spring and things are set up for next year, officers were elected, etc. They had a newsletter this year and they've got it set up to be published next year for the province. They are even planning a province Black and White Founders Day Dance and Dinner December 6th for all of the chapters in the province including undergraduates and alums. Chuck is working with a man to be an Assistant Province Chief or to take over should he happen to move from Columbus. Most everything that could go right with a province is going right with Province V. Province V feels that they will lose Findlay and they really would like to have one or two more chapters in their province. The Grand Council might look at realigning a couple of chapters and moving some into Province V since it is so well organized and operating. Chuck Vohs will be at the Convention.

Province VI Larry Spees

This is probably the second best organized and operating province. Things are going good here, they've had a Province Executive Council meeting this spring and everything is set up for next fall. He feels that Slippery Rock and Marietta are definitely improving in chapter operations and recruitment. Everything is working just about the way it should in a province. Unfortunately Larry won't be at the Convention this year.

Province VII No Province Chief No Report

Province VIII Bob Cabello

Bob started late in the spring as province chief. He visited American, NJIT and Widener. I believe that Bob is going to make an excellent province chief, probably one of the best. Bob will be coming to Convention and he's going to take one of the school vans and bring several undergraduates from Stockton State. He's also trying to get somebody from the University of Charleston to come up and join them and pick up one or two from Widener on their way to Convention. He also reported that Stockton State colony was in good shape and had a positive balance in their bank account for starting the next school year.

Province IX Otto Sonder

Otto felt like the province was in good shape and everything seems to be going good. He even had indications that Lycoming was coming to life maybe there's some better leaders at that chapter and that it might become a very good viable chapter in the province. He was particularly encouraged by the good things that have been happening at Penn State and the way they have helped in organizing and running the province. His only concern is RPI and he feels that there probably is a chapter alcohol problem at this school. Otto will be at the Convention this year.

This concludes my report as Director of Provinces for this school year. I've enjoyed being Director of Provinces. I've tried to get a few of my ideas instilled with the operation of the province system and I feel that it is improving and moving along in great shape.

As is nomal, I hereby tender my resignation as Director of Provinces so that the new incoming Grand Senior President can select his own Director of Provinces. I feel like it is time for someone else to take over this position and I recommend to the incoming Grand Senior President that he seriously consider the selection of Chuck Vohs as Director of Provinces to replace me.

PROPOSEDCHAPTER AND COLONIESProvince I

1. University of Washington (Mu)
2. Oregon State University (Psi)
3. Univ. of Calif., Berkeley (Nu)
4. U.C.L.A. (Alpha Zeta Colony)

Province II

5. Iowa State University (Phi)
6. Missouri Valley College (Alpha Omicron)
7. University of Oklahoma (Alpha Alpha)
8. University of Missouri (Alpha Theta)

Province III

9. Loyola University of Chicago (Delta Alpha)
10. Illinois Inst. of Tech. (Alpha Xi)
11. University of Illinois (Eta)
12. Purdue University (Alpha Pi)
13. Indiana University (Gamma Chi)

Province IV

14. Tri-State University (Beta Omicron)
15. University of Toledo (Beta Rho)
16. University of Michigan (Theta)
17. Lawrence Inst. of Tech. (Gamma Psi)
18. Northern Michigan Univ. (Delta Beta)

Province V

19. Bowling Green St. Univ. (Gamma Zeta)
20. Ohio Northern University (Gamma Alpha)
21. Ohio State University (Zeta)
22. Baldwin-Wallace College (Alpha Mu)
23. Otterbein College (Phi Beta Colony)

Province VI

24. Rio Grande College (Delta Epsilon)
25. Marietta College (Delta)
26. Univ. of Charleston (Gamma Mu)
27. Davis & Elkins College (Gamma Delta)
28. Bethany College (Beta Gamma)
29. Westminster College (Alpha Nu)
30. Slippery Rock St. Univ. (Delta Delta)
31. Marshall Univ. (Beta Delta)

Province VII

32. Concord College (Gamma Phi)
33. Wake Forest University (Beta Mu)
34. N. Carolina University (Beta Zeta)
35. Atlantic Christian Coll. (Gamma Lambda)
36. East Carolina University (Delta Eta)
37. Radford University (Delta Theta)
38. Longwood College (Delta Iota)

Province VIII

39. Presbyterian College (Alpha Psi)
40. U. of N. Carolina-Charlotte (Delta Zeta)
41. University of Miami (Gamma Theta)
42. Francis Marion College (Delta Kappa)
43. Tulane University (Gamma Omicron)

Province ~~XI~~ IX

44. American University (Beta Chi)
45. Widener University (Gamma Xi)
46. Lehigh University (Beta Epsilon)
47. Rutgers University (Beta Theta)
48. Stevens Inst. of Tech. (Alpha Tau)
49. Wagner University (Alpha Sigma)
50. New Jersey Inst. of Tech. (Alpha Rho)
51. Stockton St. College (Phi Gamma Colony)

Province X

52. Rensselaer Poly. Inst. (Beta Psi)
53. Hartwick College (Beta Xi)
54. Cornell University (Iota)
55. Lycoming College (Gamma Rho)
56. Penn St. University (Upsilon)

PRESENTCHAPTERS AND COLONIESProvince I

1. University of Washington (Mu)
2. Oregon State University (Psi)
3. Univ. of Calif., Berkeley (Nu)
4. U. C. L. A. (Alpha Zeta Colony)

Province II

5. Iowa State University (Phi)
6. Missouri Valley College (Alpha Omicron)
7. University of Oklahoma (Alpha Alpha)
8. University of Missouri (Alpha Theta)

Province III

9. Loyola Univ. of Chicago (Delta Alpha)
10. Illinois Inst. of Tech. (Alpha Xi)
11. University of Illinois (Eta)
12. Purdue University (Alpha Pi)
13. Indiana University (Gamma Chi)

Province IV

14. Tri-State University (Beta Omicron)
15. University of Toledo (Beta Rho)
16. University of Michigan (Theta)
17. Lawrence Inst. of Tech. (Gamma Psi)
18. Northern Michigan Univ. (Delta Beta)

Province V

19. Bowling Green St. Univ. (Gamma Zeta)
20. Ohio Northern University (Gamma Alpha)
21. Ohio State University (Zeta)
22. Baldwin-Wallace College (Alpha Mu)
23. Otterbein College (Phi Beta Colony)

Province VI

24. Rio Grande College (Delta Epsilon)
25. Marietta College (Delta)
26. University of Charleston (Gamma Mu)
27. Davis & Elkins College (Gamma Delta)
28. Bethany College (Beta Gamma)
29. Westminster College (Alpha Nu)
30. Slippery Rock St. Univ. (Delta Delta)
31. Concord College (Gamma Phi)
32. Marshall University (Beta Delta)

Province VII

33. Presbyterian College (Alpha Psi)
34. U. of N. Carolina-Charlotte (Delta Zeta)
35. Wake Forest University (Beta Mu)
36. North Carolina St. Univ. (Beta Zeta)
37. Atlantic Christian Coll. (Gamma Lambda)
38. East Carolina University (Delta Eta)
39. Radford University (Delta Theta)
40. Longwood College (Delta Iota)
41. University of Miami (Gamma Theta)
42. Francis Marion College (Delta Kappa)
43. Tulane University (Gamma Omicron)

Province VIII

44. American University (Beta Chi)
45. Widener University (Gamma Xi)
46. Lehigh University (Beta Epsilon)
47. Rutgers University (Beta Theta)
48. Stevens Inst. of Tech. (Alpha Tau)
49. Wagner University (Alpha Sigma)
50. New Jersey Inst. of Tech. (Alpha Rho)
51. Stockton St. Coll. (Phi Gamma Colony)

Province IX

52. Rensselaer Polyt. Inst. (Beta Psi)
53. Hartwick College (Beta Xi)
54. Cornell University (Iota)
55. Lycoming College (Gamma Rho)
56. Penn State Univ. (Upsilon)

REPORT ON BUDGET AND FINANCES

This report consists of the 1983-84 Budget Report and Proposed 1984-85 Budget (Attachment "A"); the Auditor's Financial Statement (Attachment "B"); Accounts Receivable reports for the General Fund (Attachment "C"); Emergency Fund (Attachment "D"); and A-S-P Corporation (Attachment "E"); and my recommended Grant Requests from the Alpha Sigma Phi Educational Foundation for 1984-85 (Attachment "F"), which needs your approval.

As we discussed last year, an important figure to keep track of annually is the total of our Investment Reserves. This figure is the total of our Long-term Investments, A-S-P Bonds, Emergency Fund Loans, and Undesignated Fund Balance. As we spend more than we bring in annually, our reserves decrease.

1982	1983	1984
\$226,730	\$204,994	\$185,792

As you review the 1983-84 Actual Budget results you will see that our performance was much better than budgeted. Most of these expenses were cut as a result of Jeff Schwind's departure and because we only printed three issues of The Tomahawk in 1983-84. I feel that we controlled the other expense areas well and therefore came in under budget in a small way in a number of areas. The high pledge and initiate figures increased income, and the number of returning members in fall 1983 was up as is reflected in Undergraduate Dues.

I believe that it is of critical importance to balance Alpha Sigma Phi's 1984-85 Budget by the end of the year. The proposed budget you have assumes that our Undergraduates will increase their fees by 6% this year. A 6% increase in our fees will still keep us in the median range among all national fraternities. A recent survey found that over one-half of the other national fraternities expect to increase their fees this year, more than that may end up doing so, and others will make increases in 1985. I am sure that inflation will increase 6% over the next two years; we must encourage our undergraduate brothers to make this increase.

A 6% Undergraduate Fee increase still leaves us with \$7,360.00 to cut on the expense side or make up on the income side. I believe that we can make up that difference. As the experience of the staff increases, we continue to improve our cost management. We will work hard to balance by June 30, 1985.

The great news is that, if we do balance the 1984-85 budget, then we should be able to balance the 1985-86 budget and hire a second Chapter Leadership Consultant. The income we will receive from The Third Founding Endowment will increase in 1985-86, and some expenses, like having to print an additional issue of The Tomahawk (to get back on schedule,) from 1984-85 will be cut. Here are the other specific budgetary and expenditure objectives I see us pursuing over the next few years:

1984-85

1. To balance the budget without sacrificing essential line items. We may be able to accomplish this with a small undergraduate fee increase, strong performances in income, and careful expense management.

2. To raise most of the \$390,000 needed to meet The Third Founding Campaign's \$1 million goal, while still running a strong Annual Loyalty Fund program.

3. To service the chapters and colonies as well as possible with current staffing.

1985-86

1. To balance the budget without sacrificing essential line items. If we balance in 1984-85, then we should be able to balance this year.

2. To put two consultants on the road to make the chapters stronger, i.e. increase average chapter size and improve chapter programming.

3. To continue aggressively developing all facets of our fundraising and alumni development program.

1986-87 and beyond

1. To run surplus budgets. This should be common practice.

2. To begin more aggressive, selective expansion work. To eventually add a middle level staff position charged with expansion and chapter programming responsibilities.

3. To continue developing all facets of our fundraising and alumni development program. To eventually add a middle level staff position with Annual Loyalty Fund and alumni development responsibilities.

General Financial Objectives - Progress Report

1. To expand the undergraduate enrollment, in terms of the number of chapters and number of men per chapter.

- Number of chapters dropped from 57 to 56
- Number of Pledges increased 19.76%
- Number of Initiates increased 4.9%
- Average Chapter/Colony size increased from 37 to 38
- Total number of undergraduates increased
- More details in Report on Chapter Services
- No growth expected without more staff

General Financial Objectives - Progress Report (Cont'd)

2. To activate a "volunteer support network" to aid chapter services, e.g., Directors, Province Chiefs, Chapter and Faculty Advisors.

- Province Program has improved with strong leadership
- Too few Chapter and Faculty Advisors exist
- Improvement will come only with continued strong volunteer leadership

3. To trim expenses wherever possible.

- Staff experience in cost management grows
- Third straight year cutting expenses below budget
- Third straight year total results better than budgeted

4. To increase the productivity of our services through more directive and organized management.

- Lost a great deal of experience with Jeff Schwind's departure
- New Office Manager position key to continued organized administration
- Good records kept by Schwind very helpful

5. To encourage modest increases in undergraduate fees.

- Six percent increase encouraged
- Alpha Sigma Phi costs still median among all nationals

6. To increase net income from the Annual Loyalty Fund.

- 45% increase in net income, 1983-84
- More details in Report on the Annual Loyalty Fund

7. To build an endowment in the Alpha Sigma Phi Educational Foundation which would support the educational programs of the Fraternity.

- 57% increase in Endowment Fund principal, 1983-84
- Over \$610,000 pledged or received to Endowment Fund
- More details in Report on the Third Founding Campaign

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND

Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual</u> <u>1982-83</u>	<u>7/1/83 -</u> <u>06/30/84</u>	<u>Budget</u> <u>1983-84</u>	<u>Proposed Budget</u> <u>1984-85</u>
1. Initiation Fees (\$110x675)	\$71,449.00	\$76,930.00	\$74,250.00	\$74,250.00
2. Pledge Fees (\$35 X 750)	26,595.00	31,805.00	26,250.00	26,250.00
3. Chapter Fees (\$45 X 52)	2,340.00	2,340.00	2,340.00	2,340.00
4. Undergrad. Dues (\$35 X 1500)	50,592.00	53,620.00	50,750.00	52,500.00
5. Loyalty Fund (net)	40,085.45	59,227.73	58,500.00	62,000.00
6. Merchandise (net)	1,687.34	1,520.25	800.00	800.00
7. Investments & Interest	12,578.55	13,399.96	11,000.00	10,500.00
8. Parking Rentals	2,180.00	2,281.62	2,650.00	2,300.00
9. Services to Organizations	10,200.00	15,400.00	15,400.00	15,400.00
10. Grants	11,500.00	-	-	6,000.00
11. Undergrad Increase 6%	-	-	-	7,500.00
12. Miscellaneous	<u>2,417.34</u>	<u>3,351.68</u>	<u>1,000.00</u>	<u>1,000.00</u>
 TOTAL INCOME:	 \$ 231,625.18	 \$ 259,876.24	 \$ 242,940.00	 \$ 260,840.00
 TOTAL EXPENSES:	 <u>247,903.70</u>	 <u>266,430.84</u>	 <u>282,900.00</u>	 <u>268,200.00</u>
 GAIN (LOSS):	 (\$ 16,278.52)	 (\$ 6,554.60)	 (\$ 39,960.00)	 (\$ 7,360.00)

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND

Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual</u> <u>1982-83</u>	<u>7/1/83 -</u> <u>06/30/84</u>	<u>Budget</u> <u>1983-84</u>	<u>Proposed Budget</u> <u>1984-85</u>
1. Salaries	\$ 98,492.12	\$116,165.54	\$120,000.00	\$ 97,500.00
2. Unemployment Compensation	1,290.47	2,186.50	2,200.00	1,900.00
3. Employees A & H Insurance	1,930.18	3,014.56	2,400.00	1,600.00
4. Social Security Tax	6,633.43	7,963.89	8,050.00	6,850.00
5. Pension	2,400.00	2,400.00	2,400.00	2,400.00
6. Utilities	1,913.81	2,534.01	2,200.00	2,600.00
7. Bldg, Maint & Property Tax	1,333.18	3,118.95	1,150.00	1,500.00
8. Telephone	12,443.61	11,939.50	12,000.00	12,000.00
9. Postage	7,327.58	6,662.60	7,800.00	6,600.00
10. Office Supplies & Printing	11,436.49	12,688.36	12,200.00	13,500.00
11. Computer Services	2,569.13	3,496.15	3,100.00	3,300.00
12. Audit & Legal	2,310.00	2,440.19	2,800.00	2,800.00
13. Insurance				
a. General	4,386.41	4,195.39	4,400.00	3,300.00
b. Association	318.79	-	500.00	500.00
14. Publications				
a. Tomahawk	24,333.29	15,993.81	27,000.00	38,000.00
b. Ritual Project	-	4,722.75	-	-
c. TBM	1,380.33	2,620.81	3,500.00	9,500.00
15. Chapter Services				
a. Executive Director travel	1,506.63	1,353.82	1,800.00	2,300.00
b. Asst. Exec. Dir. travel	3,161.73	1,352.09	3,500.00	-
c. Chapt. Lead. Cons. travel	5,944.52	6,936.62	6,800.00	6,800.00
d. Dir. Alumni Dev. travel	-	-	750.00	-
e. Staff Housing	1,200.00	1,200.00	1,200.00	1,200.00
f. G.C., Others travel	3,729.01	1,330.60	2,200.00	2,200.00
g. Program Costs & Gen. Op.	1,469.07	1,696.43	1,600.00	1,800.00
16. Expansion				
a. Travel	415.72	1,357.63	1,000.00	1,200.00
b. Others travel	1,091.05	601.04	1,700.00	1,700.00
c. Program Costs & Gen. Op.	1,339.92	486.53	2,900.00	2,000.00

GENERAL FUND

Expenses - Page 2

<u>EXPENSES</u> (cont.)	<u>Actual</u> <u>1982-83</u>	<u>7/1/83 -</u> <u>06/30/84</u>	<u>Budget</u> <u>1983-84</u>	<u>Proposed Budget</u> <u>1984-85</u>
17. Alumni Dev. & Third Founding				
a. Executive Director travel	1,366.18	1,211.61	4,750.00	4,750.00
b. Dir. Alumni Dev. travel	1,167.09	7,950.17	7,500.00	-
c. Professional fees	-	-	800.00	-
d. Telephone	970.49	740.58	2,500.00	2,750.00
e. Research	205.20	-	500.00	250.00
f. Prog. Costs & Genl. Op.	2,779.01	3,947.26	2,800.00	4,500.00
g. Others travel	112.25	968.12	1,000.00	1,500.00
18. Interfraternity				
a. Dues	1,516.00	1,739.10	1,800.00	1,900.00
b. Travel & Meetings	4,515.94	3,740.75	3,000.00	3,000.00
19. Chapter Programming				
a. Province System	1,385.88	190.89	3,300.00	3,300.00
b. Scholarship	-	-	300.00	500.00
c. Career Development	80.38	654.77	300.00	600.00
20. Conferences & Exec. Meetings	3,795.94	6,878.41	4,200.00	5,300.00
21. Automobile	3,133.93	3,497.48	3,500.00	3,800.00
22. Insignia (\$16.25 X 675)	9,581.85	10,015.15	10,500.00	11,000.00
23. Newsletter Service	-	-	-	1,000.00
24. Doubtful Accounts	-	400.00	500.00	500.00
25. Miscellaneous	2,439.18	1,645.50	500.00	500.00
26. National Meetings (net)	(743.09)	(281.99)	-	-
27. Computer Purchase	15,421.00	4,675.27	-	-
TOTAL EXPENSES:	\$ 247,903.70	\$ 266,430.84	\$ 282,900.00	\$ 268,200.00

ALPHA SIGMA PHI FRATERNITY, INC.
AND
ALPHA SIGMA PHI EDUCATIONAL FOUNDATION
DELAWARE, OHIO

FINANCIAL STATEMENTS
JUNE 30, 1984 AND 1983

ZERBE, WOLF, ROGERS & CO.
Certified Public Accountants

ZERBE, WOLF, ROGERS & 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 Trustees
Alpha Sigma Phi Educational Foundation

We have examined the balance sheets of Alpha Sigma Phi Fraternity, Inc. and Alpha Sigma Phi Educational Foundation as of June 30, 1984 and 1983 and the related statements of fund revenues, expenses, transfers and changes in fund balances for the years then ended. We have also examined the balance sheets of A-S-P Corporation as of June 30, 1984 and 1983 and the related statements of earnings and retained earnings for the years then ended. Our examinations were made in accordance with generally accepted auditing standards and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements identified above present fairly the financial position of Alpha Sigma Phi Fraternity, Inc., Alpha Sigma Phi Educational Foundation, and A-S-P Corporation at June 30, 1984 and 1983 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 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.

Zerbe, Wolf, Rogers & Co.
Certified Public Accountants

July 20, 1984

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Balance Sheets
June 30, 1984 and 1983

ASSETS

	<u>1984</u>	<u>1983</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>		
Cash, including savings and other interest bearing accounts of \$25,929 in 1984 and \$17,330 in 1983	\$ 35,845	25,950
Notes and accounts receivable, less allowance for doubtful receivables of \$2,900 in 1984 and \$2,500 in 1983	44,767	16,765
Publications and jewelry inventories, at cost	4,801	3,234
Prepaid insurance	859	740
Investment securities at cost:		
Corporate bonds (market-\$32,031 in 1984)	39,635	54,435
Corporate stocks (market-\$101,222 in 1984)	117,859	162,082
Total investment securities	<u>157,494</u>	<u>216,517</u>
Investment in A-S-P Corporation, at cost (Note 4):		
A-S-P Corporation, 4% debenture bonds	10,000	10,000
A-S-P Corporation stock	51,500	51,500
Total investment in A-S-P Corporation	<u>61,500</u>	<u>61,500</u>
Property and equipment, at cost:		
Land	14,294	14,294
Building	14,812	14,812
Equipment and vehicle	47,164	40,273
	<u>76,270</u>	<u>69,279</u>
Less accumulated depreciation	33,653	23,273
Net property and equipment	<u>42,617</u>	<u>46,106</u>
	\$ <u>347,883</u>	<u>370,812</u>

Alpha Sigma Phi Educational Foundation

Cash in interest bearing accounts	135,269	95,617
Investment securities, at cost:		
Corporate bonds (market-\$4,775 in 1984)	10,000	10,000
Corporate stocks (market-\$13,532 in 1984)	13,197	19,830
Mutual funds (market-\$36,185 in 1984)	40,000	-
Total investment securities	<u>63,197</u>	<u>29,830</u>
A-S-P Corporation, 4% debenture bonds (Note 4)	<u>7,300</u>	<u>7,300</u>
	\$ <u>205,766</u>	<u>132,747</u>

See accompanying notes to financial statements

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Balance Sheets
June 30, 1984 and 1983

LIABILITIES AND FUND BALANCES

	<u>1984</u>	<u>1983</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>		
Installment notes payable	\$ 6,268	9,336
Accounts payable	1,423	3,043
Due to A-S-P Corporation	12,735	15,685
Alabama Alumni escrow account	29,594	28,051
Deposits, refundable and non-refundable	2,607	5,045
Accrued expenses	2,044	1,816
Deferred income	19,572	14,572
Total liabilities	<u>74,243</u>	<u>77,548</u>
Fund balances:		
Designated by the Grand Council for:		
Long-term investments	151,066	177,081
Investment in A-S-P Corporation	61,500	61,500
Emergency loans to chapters	17,300	13,393
Property and equipment	36,348	36,770
Total	<u>266,214</u>	<u>288,744</u>
Undesignated	7,426	4,520
Total Fund balances	<u>273,640</u>	<u>293,264</u>
	<u>\$ 347,883</u>	<u>370,812</u>

Alpha Sigma Phi Educational Foundation

Accounts payable	-	22
Restricted Fund balances (Note 3):		
Non-expendable:		
3rd Founding	153,699	80,751
Ralph F. Burns Fund	30,208	30,208
Other	16,000	16,000
Total	<u>199,907</u>	<u>126,959</u>
Expendable:		
Designated	-	4,500
Undesignated	5,859	1,266
Total	<u>5,859</u>	<u>5,766</u>
Total Fund balance	<u>205,766</u>	<u>132,725</u>
	<u>\$ 205,766</u>	<u>132,747</u>

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Statements of Revenues, Expenses, Transfers
and Changes in Fund Balances
Years Ended June 30, 1984 and 1983

	<u>1984</u>	<u>1983</u>
<u>Alpha Sigma Phi Educational Foundation</u>		
Revenues:		
3rd founding contributions	\$ 72,948	54,911
Loyalty fund campaign contributions	81,999	-
Other contributions	-	11,513
Interest and dividend income	10,415	9,619
Gain on sale of securities	<u>170</u>	<u>-</u>
Total revenues	<u>165,532</u>	<u>76,043</u>
Expenses:		
3rd founding campaign expenses	17,873	5,730
Loyalty fund campaign expenses	24,207	-
Administration	6,361	5,171
Scholarship awards and grants	900	1,400
Miscellaneous	<u>-</u>	<u>438</u>
Total expenses	<u>49,341</u>	<u>12,739</u>
Transfers to Alpha Sigma Phi Fraternity, Inc.:		
Educational conference	9,000	-
Educational grants	<u>34,150</u>	<u>6,750</u>
Total transfers to Alpha Sigma Phi Fraternity, Inc.	<u>43,150</u>	<u>6,750</u>
Excess of revenues over expenses and transfers	73,041	56,554
Alpha Sigma Phi Educational Foundation fund balance:		
Beginning of fiscal year	<u>132,725</u>	<u>76,171</u>
End of fiscal year	\$ <u>205,766</u>	<u>132,725</u>

See accompanying notes to financial statements

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Statements of Revenues, Expenses, Transfers
and Changes in Fund Balances (continued)
Years Ended June 30, 1984 and 1983

	<u>1984</u>	<u>1983</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>		
Revenues:		
Annual dues	\$ 53,620	50,592
Initiation fees	76,930	71,449
Pledge fees	31,805	26,595
Chapter fees	2,340	2,340
Loyalty fund	-	51,696
Management fee	17,634	10,200
Sales of merchandise and jewelry	12,120	12,127
Interest and dividend income	12,014	11,406
Other	7,070	6,473
Total revenues	<u>213,533</u>	<u>242,878</u>
Expenses:		
Salaries and employee benefits	132,930	112,464
Facilities and equipment, including depreciation	18,013	13,248
Telephone	11,939	12,444
Postage	6,662	7,328
Office supplies and expense	14,923	13,164
Professional	2,440	2,310
Cost of merchandise and jewelry	10,600	10,439
New member jewelry	10,015	9,582
Tomahawk publication	15,994	24,333
Interest expense	1,325	5,312
Bad debts, net of recoveries	400	-
Chapter services	12,149	15,811
Educational conference	8,552	203
Expansion	2,445	2,175
Interfraternity	5,480	6,032
Grand Council meetings and conferences	6,878	3,796
Province program	191	1,386
Alumni development and 3rd Founding	-	1,850
Loyalty fund solicitation	-	7,247
Loss on sales of securities	6,015	5,669
"To Better The Man" project	2,621	1,380
Miscellaneous	6,735	2,742
Total expenses	<u>276,307</u>	<u>258,915</u>
Transfers from Alpha Sigma Phi Educational Foundation:		
Educational conference	9,000	-
Educational grants	<u>34,150</u>	<u>6,750</u>
Total transfers from Alpha Sigma Phi Educational Foundation	<u>43,150</u>	<u>6,750</u>
Excess of expenses over revenues and transfers	(19,624)	(9,287)
Alpha Sigma Phi Fraternity, Inc. fund balance:		
Beginning of fiscal year	<u>293,264</u>	<u>302,551</u>
End of fiscal year	\$ <u>273,640</u>	<u>293,264</u>

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Notes to Financial Statements
June 30, 1984 and 1983

(1) Summary of Significant Accounting Policies

Investments

Investment in corporate bonds and stock 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. While the approximate market value of the investments of June 30, 1984 is less than cost, management is of the opinion that the decline in market value of the investments is not permanent. Investments in the stock and debenture bonds of A-S-P Corporation, a wholly owned subsidiary of Alpha Sigma Phi Fraternity, Inc., are carried at cost. (See note 4)

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) 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. Fees are recorded in income on an accrual basis. Income on investments is recognized when received.

(2) Alpha Sigma Phi Fraternity, Inc. 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. These fees are deferred until the biennial convention is held.

(3) Alpha Sigma Phi Educational Foundation 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, support of the educational programs of the Fraternity including support of the biennial educational conference. Special restrictions placed on the use of funds contributed to the 3rd Founding Campaign and the Ralph F. Burns Fund have been recognized by the segregation of fund balance.

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Notes to Financial Statements, Continued
June 30, 1984 and 1983

(4) 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 or lease rights to two properties in 1981 which are leased to chapters of the Fraternity.

The separate financial statements of A-S-P Corporation at June 30, 1984 and 1983 for the years then ended are as follows:

A-S-P Corporation
Balance Sheets
June 30, 1984 and 1983

ASSETS

	<u>1984</u>	<u>1983</u>
Mortgages and bonds receivable (secured)	\$ 39,861	36,199
Less allowance for doubtful accounts	<u>8,000</u>	<u>8,000</u>
Net receivables	31,861	28,199
Rental property at cost (pledged) net of accumulated depreciation of \$11,167 in 1984	78,328	81,120
Due from Alpha Sigma Phi Fraternity, Inc.	12,735	15,686
Cash in interest bearing accounts	10,499	6,776
Refundable Federal income taxes	<u>1,030</u>	<u>3,183</u>
	\$ <u>134,453</u>	<u>134,964</u>

LIABILITIES AND STOCKHOLDER'S EQUITY

12-13.5% Mortgage notes payable (secured)	49,036	51,305
4% Debenture bonds, due September 1, 1986	<u>18,700</u>	<u>18,700</u>
Total liabilities	67,736	70,005
Stockholder's equity:		
Common stock, without par value.		
Authorized 5000 shares; issued and outstanding 515 shares	51,500	51,500
Retained earnings	<u>15,217</u>	<u>13,459</u>
Total stockholder's equity	66,717	64,959
	\$ <u>134,453</u>	<u>134,964</u>

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Notes to Financial Statements, Continued

A-S-P Corporation
Statements of Earnings and Retained Earnings
Fiscal Years Ended June 30, 1984 and 1983

	<u>1984</u>	<u>1983</u>
Revenues:		
Rent	\$ 10,500	12,400
Interest on mortgages and bonds	8,944	3,469
Interest on savings accounts and investment	<u>824</u>	<u>622</u>
Total revenues	<u>20,268</u>	<u>16,491</u>
Expenses:		
Interest	7,583	7,859
Administrative services	7,205	7,201
Depreciation of rental properties	2,792	2,792
Professional	900	850
Taxes	<u>30</u>	<u>197</u>
Total expenses	<u>18,510</u>	<u>18,899</u>
Net income (loss)	1,758	(2,408)
Retained earnings, beginning of fiscal year	<u>13,459</u>	<u>15,867</u>
Retained earnings, end of fiscal year	\$ <u><u>15,217</u></u>	<u><u>13,459</u></u>

A-S-P Corporation
Notes to Financial Statements
June 30, 1984 and 1983

(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 \$1,751 to offset future taxable income which carryforwards expire in 1997.

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Investment Securities
June 30, 1984

Schedule I

	<u>Par Value/ Shares</u>	<u>Cost</u>	<u>Market Value</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>			
Corporate bonds:			
Consolidated Natural Gas Co., 4.375% April 1, 1988	\$ 20,000	14,710	13,026
Ford Motor Credit Corp., 8.85% notes, 1985	10,000	10,000	9,600
New England Telephone & Telegraph Company, 6.125%, 2006	10,000	9,950	4,599
Union Pacific Railroad Company, Equipment Trust Certificates, 8.75%, 1985	<u>5,000</u>	4,975	4,806
Total corporate bonds		<u>39,635</u>	<u>32,031</u>
Corporate stocks:			
American Telephone & Telegraph, EIF 1st Exch. Sr.	400	27,668	24,050
American Telephone & Telegraph	500	8,749	8,625
International Business Machines	200	13,036	21,150
International Telephone & Telegraph	300	13,630	9,414
Johnson & Johnson	300	10,502	9,000
Merrill Lynch Ready Asset Trust	2,793	2,793	2,793
Scientific Atlanta	500	9,255	4,375
Standard Oil of Ohio	<u>500</u>	32,226	21,815
Total corporate stocks		<u>117,859</u>	<u>101,222</u>
Total investment securities		\$ <u>157,494</u>	<u>133,253</u>

Alpha Sigma Phi Fraternity, Inc.
and
Alpha Sigma Phi Educational Foundation
Investment Securities
June 30, 1984

Schedule I (Cont.)

	<u>Par Value/ Shares</u>	<u>Cost</u>	<u>Market Value</u>
<u>Alpha Sigma Phi Educational Foundation</u>			
Corporate bonds:			
General Telephone of California, 1st Mortgage, Series U, 7.125%, 1998	\$ 5,000	5,000	2,325
Public Service of Indiana, Inc., 1st Mortgage, Series P, 7.125%, 1999	<u>5,000</u>	<u>5,000</u>	<u>1,950</u>
Total corporate bonds		<u>10,000</u>	<u>4,775</u>
Corporate stocks:			
Cleveland Electric Illuminating	100	2,249	1,575
Consolidated Foods Corp.	110	2,461	3,163
Milton Roy Company	150	2,500	2,044
Texaco, Inc.	<u>200</u>	<u>5,987</u>	<u>6,750</u>
Total corporate stocks		<u>13,197</u>	<u>13,532</u>
Mutual funds:			
T. Rowe Prime Reserve Fund	1,257	1,000	1,257
T. Rowe New Era	796	13,000	12,616
T. Rowe New Horizon	850	13,000	10,794
T. Rowe Growth Stocks	<u>900</u>	<u>13,000</u>	<u>11,518</u>
Total mutual funds		<u>40,000</u>	<u>36,185</u>
Total investment securities		<u>63,197</u>	<u>54,492</u>

See accompanying notes to financial statements

ALPHA SIGMA PHI FRATERNITY, INC.
GENERAL FUND
Accounts Receivable - Chapters

<u>Chapter</u>	<u>Balance Prior to 7/1/83</u>	<u>Balance 6/30/84</u>
² American		\$ 288.40
² Bethany		223.30
Charleston	\$ 805.62	1,355.82
² Concord	419.60	2,412.00
³ Findlay	660.40	733.60
Francis Marion	501.00	886.02
² Hartwick		1,678.90
Loyola	1,348.60	5,390.30
² Marietta	1,016.93	2,738.07
² Marshall	27.84	833.90
¹ Miami		1,149.50
¹ Michigan	198.59	1,142.45
² Missouri		892.87
² Oklahoma		290.00
² Presbyterian		220.00
² Slippery Rock		743.06
² Toledo		2,539.60
³ Tulane	274.77	282.77
² Wagner		754.81
² Wake Forest		2,943.50
	\$ 5,253.35	\$ 27,498.87

¹Promissory Note secured for payment.

²Payment plan being developed. Promissory Note to be signed before National Convention.

³Alumni Corporation will pay.

ALPHA SIGMA PHI FRATERNITY, INC.

EMERGENCY FUND

Accounts Receivable

<u>Chapter</u>	<u>Date of Note</u>	<u>Balance</u>	<u>Delinquent Balance</u>
East Carolina	6/27/84	\$ 2,000.00	
Indiana	6/27/84	10,000.00	
Marshall	12/15/82	1,163.78	\$ 13.00
Missouri	1/26/84	<u>4,126.68</u>	
		\$ 17,290.46	

ALPHA SIGMA PHI FRATERNITY, INC.

A-S-P CORPORATION

Accounts Receivable

6/30/84

<u>Chapter</u>	<u>Date of Mortgage</u>	<u>Principal Balance</u>	<u>Delinquent Principal</u>	<u>Balance Interest</u>
Eastern Michigan (assigned to L.W. Anderson)	6/1970	\$ 1,381.53	\$ 1,381.53	\$ 48.34
*Illinois	6/1984	10,875.00		
Loyola	9/1968 & 7/1975	7,072.29	6,472.29	106.08
*Oklahoma	5/1984	<u>21,097.26</u>		
		\$ 40,426.08		

*New mortgage papers in progress.

Rent Receivable

Widener	\$ 9,899.00
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NATIONAL HEADQUARTERS
24 WEST WILLIAM STREET
DELAWARE, OHIO 43015

614-363-1911

TO: Ralph F. Burns, Secretary, Alpha Sigma Phi Educational Foundation
FROM: Robert M. Sheehan, Jr., Executive Director
RE: Alpha Sigma Phi Fraternity 1984-85 Grant Requests
DATE: August 4, 1984

Alpha Sigma Phi Fraternity respectfully requests financial support and grants from the Alpha Sigma Phi Educational Foundation for Fiscal Year 1984-85:

1. Scholarships and Awards	\$ 1,200.00
2. 1985 National Educational Conference (Reference to August 1981 Memorial Fund minutes, <u>Foundations of Excellence</u> , p. 9, may be helpful.)	4,500.00
3. Expenses related to The Third Founding Campaign. (Reimbursements made upon receipts and invoices submitted.)	25,000.00
4. Support for a Chapter Leadership Consultant (<u>Foundations of Excellence</u> , p. 6.)	12,000.00
5. Expenses of Staff and Volunteers performing Chapter Leadership Consultant activities.	4,500.00
6. Partial publication costs of <u>The Tomahawk</u> , An Educational Journal.	10,500.00
7. Educational Materials and Manuals (<u>Foundations of Excellence</u> , p.p. 4-5.)	2,800.00
8. The Province Program (<u>Foundations of Excellence</u> , p. 10.)	3,300.00
9. Publication costs, storage, and distribution of the manual <u>To Better The Man</u> .	9,500.00
10. The Scholarship Program (<u>Foundations of Excellence</u> , p. 8.)	500.00
11. The Career Development Program (<u>Foundations of Excellence</u> , p. 11.)	600.00
TOTAL	\$74,400.00

REPORT ON THE ANNUAL LOYALTY FUND

Results and Statistics

	<u>1980-81</u>	<u>1981-82</u>	<u>1982-83</u>	<u>1983-84</u>
Number of Donors	1,974	1,579	1,813	2,273
Gross Receipts	\$46,673	\$43,024	\$51,696	\$83,435
Net Receipts	\$34,016	\$26,607	\$40,085	\$59,228

I am very pleased with this year's final results in the Annual Loyalty Fund. More brothers than ever before have contributed more dollars than ever before. While the 45% net increase and 64% gross increase in receipts is mostly due to improvements in our program, part of the increase reflects donations that brothers had already been making to the Memorial Fund on an annual basis. This was the first year that the Annual Loyalty Fund went directly and completely to the Memorial Fund.

The Pinnacle Club

This year Grand Councilor Fitzpatrick volunteered his time to help solicit more donors into our two new highest giving levels, the Pinnacle Club - \$250.00, and Charter Member, Pinnacle Club - \$500.00. Seventeen men gave over \$250.00 this year, six of whom gave over \$500.00. Now that the Annual Loyalty Fund is tax-deductible we need to bring more and more brothers into these clubs. By 1985-86 we should start a \$1,000 gift level.

Non-Donor Solicitation

It is "normal" for organizations to spend about as much money to solicit non-donor members, as they receive from such solicitations. Such a practice is justifiable because once someone does donate he is likely to continue doing so and at a lower cost per dollar raised.

This year, we solicited non-donors for the first time since 1981. We spent \$6,600.00 on the program, and brought in \$3,300.00. This is not the kind of investment I like to make!

Plans for 1984-85 include soliciting small segments of our total 25,000 non-donors who have shown higher percentages of donating, e.g. recent graduates, alumni from particularly strong chapters, purchasers of the 1981 Alumni Directory. We will use mailings and phonothons with these groups.

Phonothons

The most exciting part of the Annual Loyalty Fund this year was the first two ever Alpha Sigma Phi Phonothons - and we had a lot of fun doing them! In two separate Sunday evenings in May and June a group of eight to ten volunteers from Ohio State, Otterbein, and the staff met at Ohio Wesleyan University's phonothon center to raise bucks for the "Old Gal." We spent four hours each evening calling brothers from all over the country who had given

Phonothons (Cont'd)

to the Fraternity before, but had not given this year. A combined total of 327 men pledged \$9,100.00 to the Annual Loyalty Fund as a result of the phonothons. Payments on these phone pledges are still being received, so we have yet to calculate our percentage of unfulfilled promises. The total cost for this program was a low \$1,900.00.

The success of this program even on the small scale we used it is very promising. As stated earlier, we will be using phonothons for non-donors this fall and, as you will soon read, in the spring for The Third Founding Campaign.

1984-85

In 1983-84, we brought in over \$10,000 by asking brothers who gave in the fall to give this spring. In 1984-85, plans are to contact all previous donors on behalf of The Third Founding Campaign. Thus, we do not plan to ask for a second gift to the Annual Loyalty Fund again this year. This is why the 1984-85 goal has scheduled only a 5% increase over 1983-84. Given the lack of the spring effort this year, our 1984-85 goal of \$62,000 is ambitious, but attainable.

REPORT ON THE THIRD FOUNDING CAMPAIGN

Results

	<u>Total Endowment</u>	<u>Cash Pledges Outstanding</u>	<u>Bequests</u>	<u>Grand Total</u>
6/30/81	\$ 40,314	\$ 27,826	\$ 43,000	\$ 111,140
6/30/82	\$ 72,048	\$ 72,160	\$ 153,000	\$ 297,208
6/30/83	\$ 126,959	\$ 189,820	\$ 178,000	\$ 494,779
6/30/84	\$ 199,908	\$ 234,586	\$ 175,500	\$ 609,994

The goal has been set: at the Final Banquet of the 1984 National Convention it will be announced to our brotherhood that Alpha Sigma Phi is embarking on a challenge to secure cash and pledges to our Endowment of \$1 million by December 6, 1985. The Third Founding Campaign!!!

National Solicitation

Between now and December 6, 1985 every Alpha Sig will be asked to make a pledge to The Third Founding. We will concentrate our efforts on the 4,500 Alpha Sigs who have ever donated to the Fraternity. The rest of the brotherhood will be solicited through The Tomahawk or other inexpensive means.

Beginning this March, the 4,500 brothers will receive personalized letters and information about The Third Founding. They will be asked to contribute \$1,000 to \$10,000 or more to the Campaign, and will be told that volunteer brothers will soon be calling them to ask for a pledge.

In the weeks after the letters going out, at least two phonothons will be held, probably at some location in the Columbus area. We will need over 50 alumnus brothers to man telephones at these phonothons. Grand Senior President Miller and I will be recruiting brothers from all over the country to fly or drive in for these weekend phonothons.

We believe that we can raise much more than the \$390,000 needed to meet our \$1 million goal from this effort alone.

Major Donor Solicitation

We received our first \$50,000 gift to The Third Founding this spring! Warren A. Hanna (Minnesota '18) has already paid one-half of his pledge, and the other \$25,000 is due before December.

We have identified over 50 brothers who have the capacity to make a gift of \$25,000 or more to The Third Founding. Most of them have not been contacted about our program and will, most likely, need to be "developed" for quite some time before a major gift would be made. I worked with Warren Hanna for over 2-1/2 years before he made his gift.

Major Donor Solicitation (cont'd)

There are, however, a small group of seven or eight men from whom we have a good chance of receiving a gift within the next year. My priority will be to encourage these men to make a \$50,000 or more gift and thereby qualify for the challenge by Charles M. Beeghly. Brother Beeghly's challenge, if you remember, is that he will contribute \$50,000 if five other brothers do so.



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: Mid-Term Report
DATE: April 12, 1984

The 1984 National Convention

It's time to get your calendar out! The Grand Council will meet from July 31 to August 2, 1984, and then the Convention begins. The Convention will close on Sunday, August 5th. Therefore, each of you will need to plan to arrive in Champaign/Urbana, Illinois by 5:00 p.m. on Tuesday, July 31st and to depart after the Convention ends at 1:30 p.m., Sunday, August 5th.

Your Official Family registration form is enclosed. Please return it as soon as possible. You will note that we can send you cost information regarding the attendance of your wife or children if you are interested.

The Convention is really beginning to take shape! While it is still very early to tell, we are planning for a great turnout.

The Third Founding

Since August of 1979 our Fraternity has been planning and working on this campaign to raise a \$2.2 million endowment for our foundation. The underlying premise of the project has been that our Fraternity cannot provide, at the high level of performance we are accustomed to, quality programs and service to our undergraduates without a substantial endowment. Indeed, we may not be able to successfully compete, nor our chapters survive without a strong endowment and the services we can provide with it. More than ever before, I hold fast to this premise.

We can all be proud of our current results: over \$560,000 has been raised in this campaign! However, these results have not come without great sacrifices. We have all learned a great deal. One thing that I have learned is that though attainable, in all likelihood it would take years and more sacrifices for us to reach the \$2.2 million level. I believe that it is time for us to measure the affects of those sacrifices.

The sacrifices I see us making to conduct The Third Founding include: running massive budget deficits, draining volunteer energies away from helping chapters, diverting staff attention from chapter work, and spending a great deal of Grand Council time on this one area. We have been "lopsided", leaning towards this project for some time - and for good reason! We have had to work hard to "prime the pump" for this effort. However, I believe that these sacrifices are too great to be continued and that we should plan for the completion of The Third Founding Campaign.

I am not suggesting that we stop "fundraising." We must continue to fundraise. I must continue to spend a great deal of time with fundraising. The Grand Council must always spend a great deal of time with fundraising. If there is one thing we have learned through our work on this project it is that our fields have lay fallow too long. We will continue to work them! However, I do not believe that we should continue working at the fervored pitch of this campaign for much longer. We need to finish it, continue our development, and prudently plan for more fundraising efforts.

I have recommended to Grand Senior President, Stan Miller that we set a goal of securing cash and pledges to our endowment of \$1 million by Founder's Day, December 6, 1985. When we consider the \$560,000 pledged to The Third Founding and the \$46,000 that was in endowment when the campaign started, this means that we need to raise \$394,000 between now and the December 6, 1985 completion date. We will call the effort to raise that \$394,000 The Third Founding Campaign. I propose that we continue our city campaigns, the major donor solicitation, and set plans for the solicitation of all brothers. Once December 6, 1985 comes, we will celebrate the successful conclusion of "The Third Founding!"

I believe that the \$1 million goal is attainable by December 6, 1985. I am hopeful that we will meet the goal by the summer of 1985. Certainly we have the potential to raise much, much more - and we may well do so! It would be great to smash our goal, that's what campaigns are meant to do!!

I also believe that the \$1 million goal sets a fine high watermark for our first effort. It will allow us to accomplish many of the program goals set at the outset of the campaign. I am not suggesting that we abandon those original goals, only that we set a longer time schedule for their completion. Let us review those programs and endowment needs:

1. Chapter Leadership Consultants	\$ 675,000
Three positions endowed at \$225,000 each	
2. National Educational Conference	\$ 300,000
3. Province Conclaves	\$ 225,000
Nine conclaves endowed at \$25,000 each	
4. Leadership Directors Chair	\$ 400,000
5. Graduate Fellowships and Undergraduate Scholarships	<u>\$ 600,000</u>
TOTAL	\$2.2 Million

Under the new plan, I am recommending that we will not allocate any endowment monies towards "Graduate Fellowships and Undergraduate Scholarships." As part of our total fundraising program following "The Third Founding", we will encourage individual chapters to raise money for individual scholarship funds. This will take care of \$600,000 of the original \$2.2 million goal.

Also following The Third Founding, our fundraising programs will include plans to add an additional \$600,000 to the endowment over the next five years. These efforts may include deferred giving programs as well as continued solicitation of major donors who remain "undeveloped."

By working these two programs into our overall plan we can successfully complete the campaign, provide for continued growth of the endowment, balance our budget, and most importantly, spend more time with our chapters.

My spirits for The Third Founding are not at all dampened. I hope that yours are not either! Things, really, are starting to come together for the campaign. We have received our first major gift and others are closer to making their gifts than ever before. Chris Koch is working hard with the City Campaigns and they hold a great potential. We are seeing the Phoenix soar!!

I know that Stan Miller would appreciate your comments and suggestions concerning my recommendation, and so would I. This is a major policy issue which must be confirmed shortly so that we may plan for the campaign's completion. Please call or write Stan or me with your thoughts. I am sure that he will contact you regarding a decision on this change.

The Headquarters Staff

No, we have not installed a revolving front door at Headquarters yet, but we have had some changes. Our newest addition is Patti Kus who now is our full time Secretary/Receptionist. Ruth Reed will be continuing with the staff on a part-time basis at least until June 1. For those of you keeping a score card, here's the current line-up:

Robert M. Sheehan, Jr. - Executive Director
Christopher J. Koch - Director of Alumni Development
Tom Welsh - Chapter Leadership Consultant
Beverly Moody - Office Manager
Merilyn Sipes - Comptroller
Connie Robson - Secretary/Member Services
Patti Kus - Secretary/Receptionist
Ruth Reed - Part-time Secretary

I am pleased to report that everyone is performing admirably through this whole transition. Our new staff people are looking forward to meeting each of you!

The Budget

As you can see from the enclosed Budget Statement, most of our items are on target for the year. We will know much better in May how the end of the year will look. By that time many more pledges and initiates will be reported and the Loyalty Fund will be drawing to its conclusion.

RMS/pk

cc: All Headquarters Staff
Richard Gibbs, Director of Provinces

REPORT ON PUBLICATIONS

The Tomahawk

For the second year in a row, The Tomahawk won more awards at the College Fraternity Editor's Association annual meeting than any other Fraternity publication. We were awarded a First Place for Innovative Handling of Routine Material and Second Place for Cover Layout. We will be displaying the awards for the past two years at the Convention.

The bad news is that we are off our publication schedule. Editor Evin Varner feels that we can get back on schedule soon.

Chapter Newsletters

We all know that the first step in keeping alumni involved in the Fraternity is keeping them informed about what is happening at their chapter. This is of such importance that we have developed a "no cost" Chapter Newsletter Service that will produce three chapter newsletters per year for those who participate. As you can read in the newsletter contract, Attachment "A", the service will include solicitation of alumni in the Winter and Spring editions. Alumni receipts will pay for the cost of the newsletter. Any excess goes to the chapter, anything less is subsidized by the Fraternity. It is our goal to make this a "for profit" operation, on a small scale, by 1985-86.

Other

Great news! Our Treasurer's Manual will be printed this fall after six years of planning. Also, a Scholarship Manual for all Alpha Sig pledges is near completion. A rough draft will be available at the Grand Council Meeting.

THE ALPHA SIGMA PHI HEADQUARTERS NEWSLETTER SERVICE

The purpose of the Alpha Sigma Phi Headquarters Newsletter Service is to provide chapters with an efficient, graphically pleasing way of communicating with their alumni and soliciting annual donations to cover the costs of the publication and the chapter's alumni program.

Chapters with over 100 mailable alumni are eligible for this program. The National Headquarters Staff will work with chapters with under 100 mailable alumni to help them set up an alternative newsletter program.

Following are the guidelines of the Service:

- (1) Three newsletters will be produced during the school year. Each may be up to four pages long and may include up to four photographs.
- (2) The Service includes typing, layout, printing, folding, labeling, postage, and third class mailing of the Newsletter as well as other related costs. Special graphics or creation of mastheads are not a part of the Service.
- (3) The chapter Editor will send copy for the newsletter to National Headquarters by:

September 15 - November 15:	for the Fall Newsletter
December 15 - February 15:	for the Winter Newsletter
March 15 - May 15:	for the Spring Newsletter
- (4) The Newsletter Service also includes requests for donations to the chapter that will accompany the Winter and Spring Newsletters. Donations will be sent through National Headquarters. Chapters will receive a list of all who donate and the amount they donated. The total amount donated will be forwarded to the chapter only after the costs of the Service has been paid. Recommended sample "solicitation letters" for these donation requests will be sent to the Chapter. The HSP must have the letter typed, signed and sent to Headquarters to be reproduced.
- (5) It is understood that the chapter and alumni will not solicit funds from alumni during the year for any purpose as this might interfere with the fundraising for the newsletter.

- (6) Alumni news will be asked for in every newsletter and printed in the issue following its receipt. Alumni news will be sent through National Headquarters, and will not have to be compiled by the Chapter.
- (7) The annual cost for the Newsletter Service is \$250.00 for 100 mailable alumni, and \$156.00 for every 100 additional mailable alumni. The Chapter will not be billed for this cost. Alumni donations as they are received will be applied against the amount charged. The Chapter will receive a check for the amount of donations received over the amount charged. This money should be spent on the chapter's other alumni programs. If the amount donated does not equal or exceed the amount charged, the chapter is not liable for paying the outstanding cost.
- (8) The following agreement must be signed and sent to the National Headquarters along with a \$25.00 deposit. The deposit will be forfeited if the chapter misses any of the newsletter deadlines (see #3); otherwise it will be refunded at year's end:

Our Chapter understands and agrees to the guidelines set forth in this contract and agrees to all conditions.

GCA or Alumni Corp./Assoc.
Representative

HSP

Date

HR

Date

REPORT ON THE SCHOLARSHIP PROGRAM

The top priority for the Scholarship Program is the development of a Undergraduate Scholarship Director's Manual that will provide practical ideas for chapters to implement to improve the scholarship performance of their members.

A Scholarship Study Guide for all pledges will be printed this fall. Rough drafts are available for your review. These will be personally mailed to every pledge at his home or school address.

Brother Dennis R. "Skip" Parks, Director of Scholarship reports that other plans for the Scholarship Program include:

- development of a Faculty Advisor Guide to encourage high scholarship;
- more scholarship recognition awards;
- chapter scholarship newsletters;
- support information for the Fraternity's various publications; and
- structured workshops to be used at regional or national meetings.

REPORT ON THE CAREER DEVELOPMENT PROGRAM

This past February all sophomore members of Alpha Sigma Phi received the Career Development packet we presented at the Winter Grand Council Meeting. This packet went out in a very personalized fashion, including a Career Development file folder the brother should use to build his career resources.

Director of Career Development, G. Alan Sternbergh (Westminster '48) has set the following plans:

1. Continue to develop and share relevant career information. Basically, if the materials that Evin was primarily responsible for developing, and that which I contributed needed updating, expanding, etc., we will do so.
2. In 1984-85 I would like to put into place a system whereby we can refer brothers (undergraduate and alums) to Alumni Job Contacts. A well-thought through and developed SURVEY could be the answer to this.
3. Ditto, as in number 2 but for internships, summer and other work and experiential considerations.
4. Assist each chapter to put into place contacts with their local or nearby alums to conduct Career Program Nights, or weekends, or as part of Regional, even National Conferences. This would be similar to what I did at O.S.U., but expanded. I know there are chapters that do hold Career Programs, now. Perhaps, also if we put this on our Calendars, National as well as local, it would have greater influence on the programming?
5. More brothers writing articles, perhaps even materials on their lives and careers. Perhaps we could have brothers, in the geographic location where the writer lived/worked, be the interviewers for the articles? Worth thinking about. We certainly have brothers who are journalistically oriented in most, if not all chapters.
6. Someday, perhaps we could even develop some audio, if not AV Tapes on careers? This should be a longer range plan. Would require much thought and planning as well as resources.

REPORT ON AWARDS

TO: Grand Council Members
FROM: Bob Gill *AMG**
Chairman, Awards Committee
DATE: 16 July 1984

As chairman of the Awards Committee, it is my pleasure to submit the following attachments:

- 1) Recommendations for 1984 awards;
- 2) Proposals for a revised National Recognition Program:
 - a) overall proposal
 - b) proposal for administration
 - c) further proposals.

Thank you for your consideration.

G:d

RECOMMENDATIONS: 1984 Awards

Grand Senior Presidents Mu, University of Washington
Beta Epsilon, Lehigh University

Alpha Gamma Upsilon Theta, University of Michigan

Service Delta Theta, Radford University
special citation to Upsilon, Pennsylvania State University

Frank F. Hargear Richard Kahler

Photography none

Old Gal Gazette Alpha Pi, Purdue University

Tomahawk Gamma Alpha, Ohio Northern University

Newsletter - first Nu
runner-up Bethany College
finalists Bowling Green
Eta
Phi

P R O P O S A L

ALPHA SIGMA PHI FRATERNITY

-NATIONAL RECOGNITION PROGRAM-

The National Recognition Program of Alpha Sigma Phi recognizes outstanding chapter and alumni organizations as well as outstanding individual undergraduate and alumni brothers. The program is designed to promote the overall goals of the Fraternity by providing visible role models within the Fraternity for brothers and chapters alike. Specifically, the program's goals are: 1) to recognize chapters and alumni organizations which, through their organization and performance, reflect the ideals of the Fraternity; 2) to recognize individual involvement in and service to the Fraternity; 3) to honor individual brothers, both undergraduate and alumni, for outstanding community and social leadership and professional or academic achievement; 4) to establish high levels of achievement and service as ideals for life; and 5) to enhance the image of Alpha Sigma Phi and fraternities generally by visibly encouraging achievement and service.

The recognition program recognizes excellence in several categories. Except where otherwise specified, all awards are presented annually at the convention or education conference. In the event that no suitable recipient can be identified in a given year, an award will not be made that year. The categories for recognition and the awards in each are as follows:

I AWARDS FOR CHAPTERS

A. Grand Senior President's Awards--presented biennially at the National Convention to the two chapters, one from a large campus and one from a smaller campus, which best exemplify the ideals and purposes of Alpha Sigma Phi through excellence in chapter organization and administration, membership, scholarship, and campus

leadership. These are the Fraternity's highest awards to a chapter.

B. Alpha Gamma Upsilon Memorial Award--presented biennially at the National Convention to the two chapters, one from a large campus and one from a smaller campus, in recognition of outstanding progress in chapter organization and administration, membership, scholarship, and campus leadership.

C. Service Award--presented annually to the chapter having the most outstanding record of service to its campus and community and to the general public during the preceding year.

D. Publications Awards:

1. Tomahawk Award, Old Gal Gazette Award, Chapter Newsletter Award, and Photography Award--all presented annually to the chapters which have been most outstanding during the preceding year in submitting well-written and informative reports to The Tomahawk or The Old Gal Gazette, producing well-written and informative newsletters, and submitting outstanding photographic records of chapter activities to the Fraternity headquarters for use in publications.

2. Scrapbook Award--presented annually to the chapter whose scrapbook most thoroughly and accurately reflects the range of chapter activities during the preceding year.

E. Alumni Relations Award--presented annually to the chapter with the most outstanding program of alumni relations during the preceding year.

F. Scholarship Awards:

1. for High GPA--presented annually to all chapters which can document that their overall GPA during the preceding year was higher than the overall GPA at their college or university.
2. for Most Improved GPA--presented annually to the chapter which achieved the greatest increase in its overall GPA during the preceding year. (All

chapters with improved GPA's will be recognized and given a certificate.)

3. other--In cases where chapters are unable to provide the numerical data necessary for consideration for the scholarship awards above due to official policies of their institution, special scholarship awards may be authorized where superior scholarship can be documented in other ways.

II AWARDS FOR UNDERGRADUATES

A. Scholarship Awards:

1. Scholar of the Year Award--presented annually to an active undergraduate brother who has completed six full semesters (or the equivalent) and achieved a high GPA in addition to other services and activities for the Fraternity and his school. The highest award is presented to an individual Scholar of the Year, while other awards are made as follows:
 - a. "Friends of Alpha Gamma" Award--presented annually to an undergraduate brother majoring in science who has completed six semesters (or the equivalent) and has achieved the highest GPA of all applicants.
 - b. "Friends of Rho" Award--presented annually to an undergraduate brother majoring in the area of the liberal arts who has completed six semesters (or the equivalent) and has achieved the highest GPA of all applicants.
 - c. ???????? Award--presented annually to an undergraduate brother majoring in the area of the social sciences who has completed six semesters (or the equivalent) and has achieved the highest GPA of all applicants.
 - d. ?????????Award--presented annually to an undergraduate brother majoring in the area of professional studies who has completed six semesters (or the equivalent) and has achieved the highest GPA of all applicants.

- d. Grants-in-Aid--awarded annually to undergraduate brothers on the basis of achievement and need, by the trustees of the Memorial Fund. These grants-in-aid are the only monetary awards the Fraternity presents. Thus, these are separate awards from the other scholarship awards listed above, though recipients of the awards listed above will be also awarded grants in cases of demonstrated financial need. At least four grants-in-aid will be awarded annually, one each in the areas of science, liberal arts, social science, and professional studies.
2. Outstanding Sig Awards--presented annually by each chapter to no more than three undergraduate members who, in the chapter's view, have best exemplified the purposes and ideals of Alpha Sigma Phi during the past year. Chapters will forward the names of their recipients to the Fraternity headquarters, which will provide certificates. The list of current Outstanding Sigs will be read each year at the convention or education conference.
3. Top Sig Awards:
 - a. Chapter Top Sig Awards--presented annually by each chapter to an undergraduate brother who has completed at least five semesters (or the equivalent) and who, in the chapter's view, has most distinguished himself in fraternity work and cocurricular and extracurricular activities. Each chapter will forward the name of its recipient to the Fraternity headquarters, which will provide a certificate and enter the recipient in competition for the Top Sig Provincial Award. The list of current Chapter Top Sigs will be read each year at the convention or education conference.

- b. Province Top Sig Awards--presented annually to an undergraduate brother chosen from among that year's Chapter Top Sig Award recipients as the most outstanding Top Sig in his province. Each Province Top Sig will be entered in competition for the National Top Sig Award.
- c. National Top Sig Award--presented annually to an undergraduate brother chosen from among that year's Province Top Sig Award recipients as the year's most outstanding Top Sig.

(Province and National Top Sig Award recipients will be recognized at the national convention or education conference, and the National Top Sig will be asked to speak.)

- 4. Grand Province Chief Award--presented each year to up to three brothers (undergraduate or alumnus) in each province who have excelled in province leadership.
- 5. Frank Hargear Award--presented annually to a single undergraduate brother who has best exemplified the purposes and ideals of Alpha Sigma Phi during the academic year. The recipient must have been active in chapter, Fraternity, and campus affairs.

III AWARDS FOR ALUMNI ORGANIZATIONS

Awards are presented biennially at the convention to recognize particular alumni organizations for their outstanding service and assistance to an undergraduate chapter and to the Fraternity. These awards are:

- A. Outstanding Alumni Council
- B. Outstanding Alumni Corporation
- C. Outstanding Alumni Association (no housing)

IV AWARDS FOR ALUMNI

A. Awards for service to Alpha Sigma Phi:

1. Recognition-- listing in Annual Volunteer Roster--an annual roster of all persons (including non-brothers) doing volunteer work for the Fraternity is published annually in The Tomahawk.
2. Outstanding Alumnus Awards--presented annually by each chapter to no more than three alumni for outstanding service to the chapter during the preceding year.
3. Grand Province Chief Award--presented annually to up to three brothers (undergraduate or alumnus) in each province who have excelled in province leadership.
4. Delta Beta Xi--recipients must have been nominated by an active chapter or alumni group on the basis of service to the Fraternity, ordinarily three to five years primarily on the level of a local chapter. No more than ten recipients will be named in a given year.
5. Phi Pi Phi--presented to alumni who have served the Fraternity with distinction for at least ten years, ordinarily including significant service and contributions at the provincial or national level.
6. Alpha Kappa Pi--presented to alumni who have served the Fraternity with distinction for many years, ordinarily including involvement at the interfraternity level as well as continued contributions at the national and chapter levels.

7. Distinguished Service Award--the "capstone award" presented in the form of a Grand Council resolution for long and distinguished service to the Fraternity.

B. Awards for community involvement:

1. Community Development Award--presented by a chapter to any alumnus having a key position in a service organization (Kiwanis, Lions, Rotary, etc.).
2. Professional Man-of-the-Year Award--presented annually by a chapter to no more than two recipients for outstanding achievement in their professions. Recipients are eligible for consideration for the Distinguished Merit Award.
3. Distinguished Merit Award--presented in the form of a Grand Council resolution to brothers who have attained positions of prominence and distinction in their professions.

- C. Golden Anniversary Award--presented to brothers celebrating fifty years of membership in Alpha Sigma Phi Fraternity.

P R O P O S A L

ALPHA SIGMA PHI FRATERNITY

-ADMINISTRATION OF NATIONAL RECOGNITION PROGRAM -

The National Awards Committee is responsible for receiving and reviewing nominations and making recommendations to the Grand Council for all awards presented by the Fraternity, other than those awarded by the Council without the Committee's involvement. The Committee is also responsible with recommending changes in the recognition program such as the addition and deletion of awards and changes in selection procedures.

The Committee consists of a chairman, a Grand Council liason, a Scholarship liason, a Publications liason, an Alumni liason, a Staff liason, and at least two at-large members. The Scholarship, Publications, Alumni, and Staff liasons make recommendations for award recipients and runners-up within their areas to the Committee, with documentation and justification. The Committee chairman forwards the Committee's recommendations to the Grand Council for its consideration.

The Grand Senior President's, Alpha Gamma Upsilon, and Service Awards are awarded on the basis of Annual Chapter Reports and information gathered from staff and volunteer contact with chapters, including chapter visitation reports where available. The Alumni Relations Award will be awarded on the basis of these reports and information. Additionally, alumni attending alumni functions sponsored by chapters are encouraged to recommend a chapter for this award. Chapter Scholarship Awards will ordinarily be awarded on the basis of information on annual chapter reports. Chapters from institutions which do not publish the needed information will be allowed to document superior academic performance in other ways.

No chapter award (other than publications awards) will be given until the staff has verified with the appropriate Dean of Students or other official that the chapter is in good standing with its college or university. The runners-up for major chapter awards will be recognized at the same time as the winners.

Applicants for the undergraduate scholarship awards and grants-in-aid are required to submit an official transcript from each college or university attended. Applicants for grants-in-aid are also required to submit a statement of their academic and professional goals and need.

Province and National Top Sig Award recipients will be recommended to the Grand Council by the Committee following receipt of recommendations and documentation and justification from the headquarters staff. Each Chapter Top Sig Award recipient will be asked to submit a form or statement to facilitate the selection process.

There is no nomination process for the Grand Province Chief and Hargear Awards. Grand Province Chief Award recipients are recommended directly to the Grand Council by the GPC, and Hargear recipients are recommended to the Committee by the staff, with the Committee forwarding its recommendation to the Council.

Before any undergraduate award is presented, the staff will verify with the appropriate Dean of Students or other official that the undergraduate is in good standing at his school.

The recipients of awards for outstanding alumni groups are recommended to the Committee by the alumni staff. These recommendations should be accompanied by a list of runners-up and documentation or justification.

The Grand Council receives nominations for Delta Beta Xi directly from chapters, and for Phi Pi Phi, Alpha Kappa Pi, and the Distinguished Service Award and Distinguished Merit Award directly from the staff and alumni and undergraduate brothers. Nominators will be asked to provide the names of three references for each candidate. The Committee's Grand Council Liason will contact each reference and present the list of candidates and information on each directly to the Grand Council, which will select award recipients.

FURTHER, SPECIFIC PROPOSALS

--That all awards, including alumni awards, be announced at the convention/ education conference, even where recipients have been previously informed. This might encourage recipients to attend. Chapter affiliation of recipients should be emphasized in the announcement, for the benefit of others in attendance from their chapter.

--That the Grand Council consider approaching individuals or institutions to underwrite the recognition programs. Additional funds will probably be essential to properly carry out the recognition program.

--That all award recipients receive plaques or certificates (framed, if possible), and that the Fraternity headquarters provide certificates to recipients of awards which chapters are authorized to make on their own under the National Recognition Program. Further, that no monetary awards be given other than the grants-in-aid (which, as proposed, are partly based on need and would increase in number from two to four. As proposed, existing endowments would be used to fund the grants-in-aid.)

--That, once a new program is in place, the Awards Committee be authorized to recommend specific plaques, certificates, etc., and to recommend some sort of permanent recognition for recipients of major awards, such as a permanent honor roll for Hargear and National Top Sig recipients and recipients of the top alumni awards.

--That the annual chapter report forms be modified to include the following:

- a) whether the chapter has participated in the awards program by nominating
Top Sigs and alumni, naming Outstanding Sigs, etc.;
- b) whether the chapter has a women's auxiliary support group ("Little Sisters");
- c) whether the chapter is aware of the National IFC position against Little
Sisters as support groups, as subscribed to by our fraternity; and
- d) whether the chapter met all minimum standards, as defined by the Fraternity,
during the past year.

The Awards Committee may want to suggest further change in the forms, since they are and will be a major determinant of chapter award recipients.

REPORT ON THE 1985 NATIONAL EDUCATIONAL CONFERENCE
AND THE
1986 NATIONAL CONVENTION

The 1985 National Educational Conference

The 1985 N.E.C. will be held at the Pennsylvania State University from August 8-11, 1985, a Thursday-Sunday as per your approval. Specific plans and programs for the Conference will begin immediately after the close of the Convention.

I do have some general plans for all future N.E.C.'s:

- Stress that N.E.C. is a "leadership" conference and should be attended by HSP, at minimum, if at all possible the HJP, HE, or Rush Chairman should attend if he cannot.
- Increase attendance as much as possible. We know this has great positive impact on a chapter. More publicity and personal selling is planned.
- Structure the conference like a three-day school. The assignment is to develop objectives and a plan for reaching the leader's goals for his chapter. General sessions on Goal Setting will be followed up by numerous workshops to be chosen from on all areas of operation.
- Each attendee will be required to submit his written plan for reaching his goals. The Conference Faculty will help him develop the plan.

The 1986 National Convention

A list of potential sites for the 1986 National Convention will be presented at the Winter Grand Council Meeting. We will be looking at college campuses mostly in the Indiana, Ohio, and Pennsylvania area.

I would like to see us able to do more educational programming at the National Convention, much as we will be doing at future N.E.C.'s. Anytime we can get all the undergraduate leaders together we need to capitalize on it. Therefore, if it meets with your approval, I will attempt to plan a four-day National Convention for 1986 instead of three days. If at all financially feasible, we should add a day to the meeting.