

ALPHA SIGMA PHI FRATERNITY, INC.

MINUTES OF GRAND COUNCIL MEETING

March 2-4, 1985  
Columbus, Ohio

6. CALL TO ORDER

Grand Senior President Evin C. Varner called the meeting to order at 1:22 p.m. on Saturday, March 2, 1985.

7. 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 Councilor Ronald W. Dollens, and Grand Councilor Stan N. Miller. Others in attendance were Robert M. Sheehan, Jr., Executive Director and Thomas M. Welsh, Chapter Leadership Consultant. Grand Marshal James V. Fitzpatrick notified the Council that he would not be able to attend due to his wife's recent heart attack.

8. NEW SLATE OF OFFICERS

It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously to induct the following new slate of officers as per the recommendation of Grand Senior President Varner: Grand Senior President: Donald R. Morgan; Grand Junior President: Robert A. Sandercox; Grand Secretary: James V. Fitzpatrick; Grand Treasurer: Edmund A. Hamburger; Grand Marshal: Ronald W. Dollens; Grand Councilor: Stan N. Miller; Grand Councilor: Evin C. Varner. Brother Morgan assumed chairmanship of the meeting at this point in time.

9. APPROVAL OF MINUTES OF JULY 31-AUGUST 2, 1984 AND AUGUST 5, 1984 MEETINGS

It was moved by Brother Sandercox and seconded by Brother Hamburger and passed unanimously to approve the Minutes of the July 31-August 2, 1984 and August 5, 1984 meetings.

10. APPROVAL OF MAIL VOTE 185

It was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to approve Mail Vote 185. (Exhibit A.)

11. REPORT ON CHAPTER SERVICES

It was moved by Brother Miller, seconded by Brother Hamburger, passed unanimously to authorize Executive Director Sheehan to begin revocation proceedings for Delta Beta Chapter (Northern Michigan University) and to contact all Delta Beta members and alumni regarding a revocation hearing at the next Grand Council Meeting.

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

Grand Council Meeting  
March 2-4, 1985

20. REPORT ON THE THIRD FOUNDING CAMPAIGN

It was moved by Brother Dollens, seconded by Brother Hamburger and passed unanimously to approve the Report on the Third Founding Campaign with hearty congratulations to Campaign Chairman Stan N. Miller. (Exhibit I.)

21. REPORT ON THE SCHOLARSHIP PROGRAM

It was moved by Brother Miller, seconded by Brother Hamburger and passed unanimously to approve the Report on the Scholarship Program. (Exhibit J.)

22. REPORT ON THE CAREER DEVELOPMENT PROGRAM

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

23. Grand Senior President Morgan recessed the Grand Council for the evening at 10:42 p.m.

24. Grand Senior President Morgan reconvened the Grand Council Meeting at 9:00 a.m. on Sunday, March 3, 1985.

25. NEW BUSINESS

Although no formal resolutions were made at this time, the Grand Council did discuss the future of the National Headquarters building and the possibility of structuring a committee system within the Grand Council. Grand Senior President Morgan advised the Grand Council that he would follow up on these issues and report with Executive Director Sheehan at a later time.

26. REPORT ON THE 1985 NEC AND 1986 NATIONAL CONVENTION

It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously to approve the report on the 1985 NEC and 1986 National Convention. (Exhibit L.)

27. REPORT ON AWARDS

It was moved by Brother Sandercox, seconded by Brother Dollens and passed unanimously to approve the Report on Awards. (Exhibit M.)

28. REPORT FROM THE HISTORIC COMMISSION ON DELTA'S 125TH ANNIVERSARY

It was moved by Brother Sandercox, seconded by Brother Miller and passed 2 to 1 to approve and implement the recommendations of the Historic Commission on Delta's 125th Anniversary. Grand Councilor Dollens cast the dissenting vote. (Exhibit N.)

29. MEETING OF THE STOCK HOLDERS OF THE ASP CORPORATION

It was moved by Brother Miller, seconded by Brother Dollens and passed unanimously that the Directors of the ASP Corporation shall be Robert A. Sandercox, Edmund A. Hamburger and Robert M. Sheehan, Jr.

12. REPORT ON EXPANSION

It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously to set Expansion at Texas A&M with the local group that is interested as a top priority and to do all in our power to help secure housing for the group.

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

13. REPORT ON THE NATIONAL INSURANCE PROGRAM

It was moved by Brother Varner, seconded by Brother Miller and passed unanimously to approve the Report on the National Insurance Program. (Exhibit D.)

14. REPORT ON THE PROVINCE PROGRAM

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

15. REPORT ON THE TOMAHAWK

It was moved by Brother Sandercox, seconded by Brother Miller and passed unanimously to approve the Report on The Tomahawk with great praise and thanks to Editor Evin Varner for his many years of service and excellence in this capacity. (Exhibit F.)

16. Grand Senior President Morgan recessed the Grand Council for dinner at 5:18 p.m.

17. Grand Senior President Morgan reconvened the Grand Council Meeting at 8:33 p.m.

18. REPORT ON BUDGET AND FINANCE

It was moved by Brother Hamburger, seconded by Brother Sandercox and passed unanimously to invest a minimum of \$100,000 in a government insured jumbo certificate of deposit and to empower the Grand Treasurer and Executive Director to execute said investment.

It was moved by Brother Miller and seconded by Brother Hamburger and passed unanimously that Executive Director Robert M. Sheehan, Jr. shall be furnished with an automobile owned by Alpha Sigma Phi Fraternity, Inc. A new car will be purchased when the car has 50,000 miles recorded or once two years have passed since its purchase, whichever comes last. The Fraternity will pay for the car as well as for any repairs, all maintenance and insurance. When the car is used on Fraternity business the Fraternity will pay the cost of gasoline. When in personal use, Executive Director Sheehan will pay for the cost of gasoline.

It was moved by Brother Miller, seconded by Brother Hamburger and passed unanimously to approve the Report on Budget and Finance. (Exhibit G.)

19. REPORT ON THE ANNUAL LOYALTY FUND

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

30. OLD BUSINESS

The issue of financing chapter housing was discussed at this time, although no resolutions were presented.

31. Grand Senior President called an executive session of the Grand Council beginning at 11:03 a.m.

32. Grand Senior President Morgan recessed the Grand Council Meeting at 11:31 a.m.

33. Upon appointment by Grand Senior President Morgan, Grand Secretary Edmund A. Hamburger reconvened the Grand Council Meeting at 10:17 a.m. on Monday, March 5, 1985. Grand Senior President Morgan and Grand Junior President Sandercox were not present for the remainder of the meeting.

34. OLD BUSINESS

Although no resolutions were entertained at this time, the Grand Council did discuss the issue of deferred giving, the funds left in the Stanford Alumni Corporation, and the future succession of Alpha Sigma Phi Educational Foundation Trustees.

35. NEW BUSINESS

A) The future of computers in chapter houses was discussed. It was decided that the idea of encouraging an undergraduate to display some of his computer knowledge as it relates to Fraternity work to other undergraduates at the National Educational Conference would be a good one, and the staff was instructed to prepare such a presentation.

B) It was moved by Brother Miller, seconded by Brother Dollens and passed unanimously to authorize the appropriate Grand Council members to sign signature cards empowering them to operate the Fraternity's bank accounts.

C) It was moved by Brother Varner, seconded by Brother Miller and passed unanimously to authorize a \$500 grant to Ohio Wesleyan University's Annual Fund in appreciation of the Phonothn Center use we have enjoyed.

D) In response to the Alpha Xi Chapter (Illinois Institute of Technology) request that the flambeau no longer be used in the ritual (Exhibit O), it was moved by Brother Miller, seconded by Brother Dollens and passed unanimously to substitute a broad based short candle and candle holder in its place. All chapters will be instructed as to its use at the 1985 National Educational Conference.

E) It was moved by Brother Miller, seconded by Brother Varner and passed unanimously that a Grand Senior President's Citation be awarded to Robert Kutz, California '67 in recognition of his continued efforts on behalf of Alpha Sigma Phi in expansion, as Grand Historian and as the Grand Province Chief in Province I.

36. It was moved by Brother Miller, seconded by Brother Varner and passed unanimously to adjourn the Grand Council Meeting at 12:37 p.m., Monday, March 5, 1985.

Respectfully submitted,

  
Grand Secretary

Certified correct,

  
Executive Director

**ALPHA SIGMA PHI FRATERNITY**



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

May 24, 1985

Mr. Edmund A. Hamburger  
11377 West Olympic Blvd.  
Los Angeles, CA 90064

Dear Ed,

Perhaps it is appropriate for you to sign the March Grand Council Meeting Minutes since you started the meeting as Grand Secretary. Of course Jim wasn't there, so this is probably the best way to do it.

Please sign the attached for our original records and return as soon as possible. Thank you!

Fraternally,

A handwritten signature in dark ink, appearing to read "Rob".

Robert M. Sheehan, Jr.  
Executive Director

RMS/pk

Enclosure

**ALPHA SIGMA PHI FRATERNITY, INC.  
GRAND COUNCIL MEETING SCHEDULE**

March 2-4, 1985  
Columbus, Ohio

**Saturday, March 2, 1985**

11:00 a.m. - 12:00 noon	Arrival of Grand Council Members at Marriott Inn-North, Columbus
12:30 p.m. - 1:15 p.m.	Lunch, Salon A Meeting Room
1:30 p.m. - 5:30 p.m.	Grand Council Meeting, Salon A Meeting Room
6:00 p.m. - 7:30 p.m.	Dinner, Panache Restaurant
8:00 p.m. - 11:00 p.m.	Grand Council Meeting, Salon A Meeting Room

**Sunday, March 3, 1985**

Prior to 11:00 a.m.	Breakfast on your own
11:15 a.m.	Meet in lobby. Travel to and visit at National Headquarters, Delaware, OH
12:30 p.m. - 2:00 p.m.	Lunch and Phonothon training at Ohio Wesleyan University
2:00 p.m. - 6:00 p.m.	Third Founding Phonothon!
6:00 p.m. - 8:00 p.m.	Break and Dinner at Bun's Restaurant
8:00 p.m. - 10:00 p.m.	Phonothon continues!
10:15 p.m.	Travel back to Marriott Inn-North, Columbus

**Monday, March 4, 1985**

9:00 a.m. - 9:30 a.m.	Continental Breakfast, Parlor Room 339
9:30 a.m. - 12:00 noon	Grand Council Meeting, Parlor Room 339
12:00 noon - 1:00 p.m.	Lunch, Panache Restaurant
1:00 p.m. - 4:00 p.m.	Grand Council Meeting, Parlor Room 339
5:00 p.m. - 6:15 p.m.	Dinner. The Tamarack Restaurant
6:15 p.m. - 6:45 p.m.	Travel to Delaware, OH.
7:00 p.m. - 11:00 p.m.	Third Founding Phonothon!

**Tuesday, March 5, 1985**

Anytime	Departure from Columbus
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ALPHA SIGMA PHI FRATERNITY, INC.

GRAND COUNCIL MEETING

March 2-4, 1985

Columbus, Ohio

AGENDA

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1. Call to Order
2. Roll Call
3. Approval of Minutes of Meetings of July 31-August 2, 1984  
and August 5, 1984 . . . . . 1
4. Approval of Mail Vote 185. . . . . 7
5. Report on Chapter Services . . . . . 8
6. Report on Expansion . . . . . 13
7. Report on the Province Program . . . . . 14
8. Report on the National Insurance Program . . . . . 22
9. Report on Budget and Finance . . . . . 23
10. Report on the Annual Loyalty Fund. . . . . 34
11. Report on The Third Founding Campaign. . . . . 36
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13. Report on the Scholarship Program. . . . . 39
14. Report on the Career Development Program . . . . . 40
15. Report on Awards . . . . . 41
16. Report on the 1985 NEC and 1986 National Convention. . . . . 42
17. Report from the Historic Commission on Delta's 125th Anniversary . . 43
18. Meeting of Directors of the A-S-P Corporation
19. Old Business
  - Housing
  - Deferred Giving
  - Future of Headquarters building
  - Foundation Trustees Succession
  - Stanford Housing Corporation Funds
20. New Business
  - Alpha Xi request to replace flambeau in Ritual (see Page 44)
  - Computers in Chapter Houses (see Page 50)
  - Grand Council committee system
21. Executive Session
22. Comments for the Good of the Society
23. Adjournment



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.

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.

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,

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Grand Secretary

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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,

Certified correct,

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Grand Secretary

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Executive Director

APPROVAL OF MAIL VOTE 185

Mail Vote No. 185:

Approval that Alpha Sigma Chapter, Wagner  
College, be placed on Administrative Suspension  
until August 8, 1985

## REPORT ON CHAPTER SERVICES

### I. CHAPTER VISIT AND CONSULTATION PROGRAM

By the end of the academic year either Tom Welsh or I will have personally visited every chapter of our Fraternity. It must be pointed out, however, that I visited a number of chapters for only one day and that many of Tom's visits to weaker chapters were too short to be very effective. While it is true that many chapters will remain weak no matter how long or often you visit, there are quite a few who would benefit from more intensive visits and training.

You have no doubt noticed the advertising we have done to hire two Chapter Leadership Consultants for 1985-86, as Tom's tenure on the staff ends in June. We have some five applications in, and I hope to have two men hired by April 1st. The additional staff person will not only allow us to visit chapters longer and more frequently, it may allow us to do a little expansion work and provide more help to me on The Tomahawk.

Tom Welsh's enthusiasm and record number of chapter visits over the past two school years have greatly benefitted our Fraternity. I know that you all join me in expressing our deep appreciation for his superior efforts. Thanks Tom!!!

### II. PUBLICATIONS

An important part of the services and programs we offer the chapters are the various educational publications the Headquarters produces. We are very proud of two new publications, The Treasurer's Manual and the Scholarship Guide - written by Director of Scholarship, Dr. Dennis "Skip" Parks, Baldwin-Wallace '72.

I am most pleased that we now have excellent manuals covering the two most important chapter operations - Rush and Finance. The Chapter Officer Guides Manual is currently being edited and reprinted. We will be developing a Chapter Retreat Manual, and it is our hope to continue work on The Phoenix File - the "bible" of chapter operations which the 1982 National Convention expressed an interest in creating.

Following is a list of all the manuals that we offer through the National Headquarters:

- To Better The Man
- The Rush Manual
- The Treasurer's Manual
- Chapter Officers Guides
- Colony Guidance Manual
- Chapter Legal Liabilities
- Pledge Educators Manual
- The HR Handbook
- The GCA Handbook
- The Province Handbook
- Alumni Council Handbook
- Alumni Corporation Guidelines
- Commuter Campus Handbook
- Guide for Career Planning & Placement
- The Scholarship Guide



### The Old Gal Gazette

The "Gazette" continues to send out news and program information to our chapters every other week during the school year. Currently, every chapter receives three copies of each issue in hopes that they are posted or distributed for all to see. We will be exploring the possibility of sending the "Gazette" to every undergraduate in hopes that our messages are more widely received.

### The Headquarters Newsletter Service

The National Convention approved this new service which offers complete newsletter production and mailing, as well as a guaranteed method for paying for its cost. The Convention also required that chapters produce three, rather than two, newsletters per year.

The response to this new service has been quite enthusiastic. Currently, 20 chapters are enrolled in our program and more may be joining in the coming weeks. The fall newsletters which these chapters produced are a great improvement in quality and, of course, are much more timely than many had been in the past.

Unfortunately, 17 chapters have not yet produced a newsletter this year and are not enrolled in the Headquarters Service. I have written these chapters, and will do so again soon if we don't hear from them. Not surprisingly, the chapters who have not produced newsletters have a lot of other problems as well.

## **III. MEMBERSHIP STRENGTH & STATUS**

### Membership Statistics

1984-85 Status: 55 Chapters  
No colonies

On suspension: Baldwin-Wallace, Wagner  
Colonies closed: Otterbein  
Chapters Chartered: U.C.L.A. and Stockton State

#### Reported Pledges:

	<u>1/31</u>	<u>6/30</u>
1982-83:	414	759
1983-84:	520	908
1984-85:	494	(750 set as Budget Goal)

#### Reported Initiates:

	<u>1/31</u>	<u>6/30</u>
1982-83:	355	672
1983-84:	366	705
1984-85:	363	(675 set as Budget Goal)

Total Undergraduates/Fall Term:

1982-83:	1,446
1983-84:	1,532
1984-85:	1,485

Comments on Statistics

I project that we will beat our projected budget goals for reported pledges and initiates. After last year's very high figures, I did not expect that pledgings would remain as high as they have. Initiations may move ahead of last year's figure with some large pledge classes waiting to be initiated this spring.

The most disappointing figure is how many men returned to the chapters this fall. Chapters seem to have reported a higher dropout rate than in recent years. This figure points out the importance of devoting a lot of energy to increasing our average chapter size. The prime objective of our chapter visits program is to increase this average.

IV. CHAPTERS OF PARTICULAR CONCERN

Very Weak Chapters

OKLAHOMA - Alpha Alpha Chapter

- Overall strong Greek System
- Currently have 13 brothers and pledges
- Weak chapter leadership

The chapter is about the same as it has been for the past two years. Extensive staff time will be needed to improve conditions.

BALDWIN-WALLACE - Alpha Mu Chapter

- Six men in chapter, three graduating
- Took no pledges this year

Things look very bleak for Alpha Mu. The current members were unable to attract any new pledges in the recently completed rush period. We are now developing ideas to keep the chapter alive.

WAGNER - Alpha Sigma Chapter

- Chapter gone local, on suspension
- Alumni informed, many have written chapter
- Chapter shows no interest in staying "national"

I recommend that the Grand Council authorize a revocation vote of the chapter's charter to be taken at the August meeting. I will then notify all Alpha Sigma undergraduates and alumni of the vote as per the constitution. This still gives the men time to change their minds.

#### CHARLESTON - Gamma Mu Chapter

- Eight brothers, new large pledge class
- Could return with 20 men next year!
- School enrollment up, 350 frosh next year versus 150 this year

Gamma Mu has been struggling over recent years largely because the University has been struggling. With the large projected increases in enrollment we could be headed for revitalization. The school is exploring fraternity housing, which should strengthen the whole system.

#### CONCORD - Gamma Phi Chapter

- Eight man chapter
- Weak Greek System
- Poor leadership

Tom Welsh attended a leadership conference here in the fall which has given the Greek System a little push in the right direction. Extensive staff time would be needed to change the chapter and system.

#### NORTHERN MICHIGAN - Delta Beta Chapter

- No meetings or functions held this year
- Five Alpha Sigs on campus
- Chapter virtually does not exist
- Weak, perhaps dying, Greek system

I recommend that the Grand Council authorize a chapter charter revocation vote to be taken at the August meeting.

#### FRANCIS MARION - Delta Kappa Chapter

- Seven man chapter
- Moderately strong Greek System
- Commuter Campus
- Chartered 1982

Chapter leadership is poor, but Greek System is good and quality men are available. Staff time would be needed to recruit for these men and attract leader types.

## Other Problem Chapters

### TOLEDO - Beta Rho Chapter

- Youth died on chapter's front porch due to heavy alcohol consumption and self asphyxiation
- Chapter held blameless by police
- University withdrew recognition due to various guidelines and standards chapter has not been following - can reapply in April
- Chapter responding well, developing goals
- Alumni trying to sell house, buy or build new one

We will continue to maintain contact with alumni and chapter leaders. The chapter seems to have set good general goals. The whole incident could have numerous beneficial side effects as chapter has to improve overall operation.

### LOYOLA - Delta Alpha Chapter

- House condemned, extensive repairs needed
- Chapter owes us \$7,200
- Alumni owe us \$7,000, only mortgage on house
- Overall poor operations and administration
- Membership of 45 men

The alumni are planning to take out a mortgage on the house to do needed repairs and pay us all that they and the chapter owe. The problem has been the relationship between the undergraduates and the alumni. I held an "emergency" meeting there in November which saved the house from being sold by the alumni. Hopefully, better lines of communication are now starting to operate. We will see this spring as the alumni set up their loan.

## New Chapters

We are very proud of our two new chapters at U.C.L.A. and Stockton State. Both are doing well, but we realize the need to pay very special attention to them. It is most important that both of them grow as quickly as possible to over fifty men, if they are ever going to maintain a strong size.

At U.C.L.A. we have known that it is very important that housing be acquired. We seem to be in great luck! The uncle of an undergraduate has purchased a house in the fraternity row area and signed a rental agreement with the alumni corporation. The chapter will take occupancy this summer. The current occupants, Phi Delta Theta, were renting from the outside owner who has wanted to sell for some time.

## REPORT ON EXPANSION

As we begin to turn the corner financially and are able to add to our staff we can also begin to renew our expansion program. It will be exciting to reactivate and begin new chapters aggressively once more!

As I reported to you this past summer, 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 new chapters to that large size. Over the summer months the staff and I will start putting together a program of aggressive expansion that we can implement as our priorities and staff time dictate.

### Current Prospects

Carnegie-Mellon. The university may allow another fraternity on campus in the fall '85 and provide a 39 man house. We have good contacts made already through Past Executive Director Garvey, who has met frequently with the Fraternity Advisor there. Bob Sandercox and I will be meeting with the Fraternity Advisor a few days before our Grand Council Meeting. We should know more then. Alpha Gamma Chapter was located here from 1925-36.

Texas A & M. A local fraternity of 65-75 men here has expressed an interest in joining a national fraternity. Tom Welsh met with the group recently and we are following up accordingly as these men develop a timetable for selecting a fraternity. We know that housing is one of their interests.

Indiana Univ./Purdue Univ. at Indianapolis. The school administration continues to drag its feet in setting up a timetable for fraternities to start up on this commuter campus. We have had very positive relations with the school, but await a "committee" decision. We may well get a go ahead to begin recruiting this fall.

Iowa. As was reported last summer, we have been selected to expand at the University of Iowa in the fall 1986. I will be visiting the campus this spring to review the Greek System's progress after the expansions which took place this fall.

## REPORT ON THE NATIONAL INSURANCE PROGRAM

The transition into the National Insurance Program has gone well, although there are some problem areas. Currently, four chapters are not participating in the program. Those are Purdue, Cornell, Marshall, and Oklahoma. Purdue is attempting to obtain the required type of coverage on their own, and has been working on it since October. Cornell claims that they have obtained the required coverage, but promised documentation has not been received and we doubt that it will be up to standard. Marshall and Oklahoma, it seems, will soon be deciding only to participate in the liability portion of the program. Only one other chapter with housing, Ohio Northern, is currently participating only in liability. Jim Favor and I will continue to follow up with these four "accounts."

Seventeen chapters, not including those listed above, have yet to pay their premiums totaling \$15,922 which were due December 1st. Certified letters were sent to those chapters in January, and Jim Favor recently called all of them. We will continue to follow up accordingly. We have paid one large installment to Jim Favor, and have not had to pay over what we collected. Jim, of course, will want more installments soon so collection is a high priority.

A policy question regarding our accounting procedures with the insurance premiums needs to be answered. We bill the chapters for more than what our liability charges are. If we collected all our premiums we would have a surplus of \$2,528; we billed \$72,871 and were charged \$70,343. We can either treat this as annual income to cover administrative costs or create a reserve. Our accountants need an answer by June.

I have had a lot of questions about the program this year, and no complaints we couldn't somehow answer. I am very pleased that we have implemented this program. We have had one claim already at Indiana for broken pipes and water damage, estimated at \$15,000. We may also have a claim concerning the Illinois Tech flambeau incident.

**REPORT ON THE PROVINCE SYSTEM**Province Officers

## Province I

Grand Province Chief: Robert W. Kutz, California '67

Associate Chief: James Hammond, Washington '66

Province President: Pat Studdard, Oregon State '82

## Province II

Grand Province Chief: Vacant

Province President: Jay Bayler, Iowa State '82

## Province III

Grand Province Chief: Brian W. Jump, Indiana '77

Province President: Dave Howard, Purdue '83

## Province IV

Grand Province Chief: Vacant

Province President: Paul Staniszewski, Toledo '82

## Province V

Grand Province Chief: Vacant

Province President: Mike Sierra, Ohio Northern '82

## Province VI

Grand Province Chief: Larry Spees, Ohio Wesleyan '57

Province President: Steve Carlo, Westminster '83

## Province VII

Grand Province Chief: Vacant

Province President: Scott Fisher, Radford '82

## Province VIII

Grand Province Chief: Vacant

Province President: Charlie Ireland, Presbyterian '82

## Province IX

Grand Province Chief: Robert Cabello, East Michigan '70

Province President: Joe Yamarino, Lehigh '82

## Province X

Grand Province Chief: Otto Sonder, American '47

Province President: Tom Hurlbrink, Lycoming '83

Province Conclaves

## Province I

- Oregon State, October 13, 1984

## Province II

- None

## Province III

- Purdue University, September 29, 1984

## Province Conclaves (cont'd)

Province IV

- None

Province V

- None

Province VI

- Rio Grande, April 13, 1985

Province VII

- Radford University, October 20, 1984

Province VIII

- None

Province IX

- None

Province X

- None

## The Future of the Province System

The 1984 National Convention resolved that the Grand Senior President appoint an ad hoc Committee on the Province System which would be required to recommend effective changes in the system to the Grand Council and the 1986 National Convention. Grand Senior President Varner has appointed Grand Treasurer Sandercox, Director of Provinces Vohs, and myself to this committee. We will be meeting the morning before the Grand Council meeting to discuss our charge and this report.

The Province System was first devised in the late 1950's in an effort to increase the amount of alumni guidance to chapters on a routine basis. Since its inception the system has never worked to everyone's satisfaction. I believe that, at least in recent years, the reasons for the overall ineffectiveness of the system are due to four factors: 1.) too many objectives, none of which are prioritized, 2.) lack of measurable, specific responsibilities at every volunteer level, 3.) lack of accountability of volunteer positions to other volunteers or anyone, 4.) difficulty in recruiting quality volunteers.

I propose that the prime objective of the Province System be to serve as the Volunteer Accountability Network of the Grand Council, reaching to the local level of every chapter. This means that Grand Chapter Advisors, Grand Province Chiefs, and the Director of Provinces are all given specific duties, and that the Director of Provinces directly contacts all the Province Chiefs regularly (four times per school year) for a report; Province Chiefs contact Chapter Advisors regularly for a report, and the Grand Senior President contacts the Director of Provinces for a report. The Grand Senior President, of course, reports to the Grand Council. The secondary objective of the Province System should be to hold effective, well attended, Province Conclaves. Responsibility for setting the dates of conclaves and developing the program should rest solely with the Province Chief.

In the following section, which can be developed into a manual, I have outlined more clearly exactly what the responsibilities of our different volunteers involved with the Province System might be.



## THE VOLUNTEER NETWORK OF ALPHA SIGMA PHI THE PROVINCE SYSTEM

### It Makes Sense

Alpha Sigma Phi is a brotherhood.

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

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

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

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

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

### Where You Fit In

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

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

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

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

## Where You Fit In (cont'd)

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

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

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

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

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

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

## Job Descriptions and Responsibilities

### THE DIRECTOR OF PROVINCES

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

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

#### THE GRAND PROVINCE CHIEFS

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

#### THE ASSISTANT GRAND PROVINCE CHIEFS

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

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

#### THE PROVINCE PRESIDENTS

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

#### THE GRAND CHAPTER ADVISORS

1. To report directly to the Grand Province Chief.
2. To attend 70%-100% of all chapter weekly meetings or to make weekly personal contact with chapter officers that often.
3. To offer advice and guidance to the members of the chapter.
4. To recruit as necessary and work with the Faculty Advisor of the chapter.
5. To attend, if at all possible, all Province and National Fraternity meetings.
6. To attend all regular and special meetings of the Alumni Association/Corporation, to create an Alumni Association/Corporation if one does not exist.
7. To semi-annually review the minimum standards of the Fraternity against chapter performance and help the chapter develop goals and objectives.

## THE FACULTY ADVISORS

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

# # # # #  
(End of Guide)

## Funding

An important aspect of the success of this program will be to properly fund it. If we are going to require Province Chiefs to attend national meetings, visit their chapters, and regularly phone their Grand Chapter Advisors, we should fund those programs. We have already been allocating \$3,300 per year for the Province Program, which has paid for Province Chiefs to attend our national meetings and gives every province \$100 to pay for administrative expenses as they see fit.

I propose that we keep the \$2,300 for national meeting travel in the budget and expand the amount allocated for every province to \$150 per chapter per province. As per the responsibilities already outlined, the Grand Province Chief would administer this budget and submit vouchers to National Headquarter as expenses are incurred. These funds could cover the Province Chief's travel, phone call or correspondence expenses, and other administrative costs as he sees fit. The Director of Provinces should have a \$500 budget for his phone calls and administrative expenses. This proposed total would increase our current allocations for the Province Program by \$6,750. I recommend that the Grand Council direct the Finance Committee to set this additional expense as a high priority for the 1985-86 budget.

## Recruitment of Volunteers

An important aspect of the outline of responsibilities is that it requires every volunteer to be responsible for recruitment of the other volunteers who are responsible to him. Thus, every volunteer can develop his own recruitment ideas as well as those we can develop from the National Headquarters.

The top priority of the ad hoc Committee and the Province System is to develop recruitment strategies for volunteers. Once the Grand Council reacts to the proposals in this report we can fully develop our strategies. At this time we know that these strategies will include articles in The Tomahawk, soliciting current volunteers at all levels for prospects, teaching undergraduates that volunteering is important, target mailings to groups considered prime prospects for positions, soliciting undergraduates for prospects they know, and encouraging alumni to get involved. There are doubtless many more ideas out there not yet developed.

### REPORT ON THE TOMAHAWK

The past two issues of The Tomahawk, summer and fall, were published under the direction of Robert M. Sheehan, Jr., (gulp!), Editor. I have reluctantly assumed these duties due to Brother Varner's illness, although I have relied on him a great deal in the transitional process.

The winter issue of The Tomahawk should be at the printer by the time of our Grand Council meeting. This now puts us back on schedule, and means that we have produced four issues in the past five months. This extra work load has placed a great strain on the staff, but we felt it to be a very high priority.

My current plan is to maintain responsibility as Editor, but to rely as much as possible for help on "Managing Editor" and Office Manager Bev Moody, our consultants, and alumni volunteers including Alumni News Editor Tyler Cox. There are many things that volunteers not close to Delaware can't do, but many they can. It is also my hope that Brother Varner will remain Editor-in-Chief and "head mentor." His conceptual guidance in developing issues and designing layout will be invaluable. I hope not to err too often with the best Editor in the Fraternity world guiding me.

## REPORT ON BUDGET AND FINANCE

### Future Finances and Programs

At the summer Grand Council meeting, I proposed the following directions for us in the coming years:

#### 1984-85

1. To balance the budget without sacrificing essential line items.
2. To raise most of the \$390,000 (then) 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.
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 set and run surplus budgets.
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.

### How are we doing?

A look at the budget statements included with this report and at the Reports on the Annual Loyalty Fund and The Third Founding Campaign will tell you that our plans are working out very well. The \$8,560 projected deficit should be wiped out by increases in the Pledge and Initiation fees, Annual Loyalty Fund, and Investments budget items. Expenses are under control in all major areas and we will, in all likelihood, spend less than budgeted. We may even be able to ask for more in Grants from the Foundation by the end of the fiscal year, depending on their investment performance.

The performance already this year tells me that we definitely should be able to add the additional staff position and balance the budget next year.



### Fraternity Investments

As directed by the Grand Council, Bob Sandercox and I consulted with our Merrill Lynch broker and sold all of the Fraternity's stocks and bonds by the end of December with the exception of \$5,000 of 8.85% bonds due in July. We now have over \$100,000 in Ready Assets which can be left there or invested in certificates of deposit or bonds from time to time as you direct. We lost a net of \$10,000 on the sale of our securities which is not reflected in our cash budget, but will be shown in the end of the year financial statement.

### Foundation Investments

The Alpha Sigma Phi Educational Foundation has a \$300,000 endowment invested mostly in certificates of deposit and the T. Rowe Price money market fund. I am sure that the Foundation Trustees will be meeting this summer to discuss investment policy, and they may be interested in your input.

I recommend that you request the Trustees to invest in high income producing vehicles over at least the next three years and ask them to plan on making grants to the Fraternity in the total amount of their income over those next three years. This would mean that the endowment would not "grow" by investment means over the next three years.

Our Fraternity budget and programs have sacrificed a tremendous amount over the past four years to make The Third Founding successful. We now need to allocate everything we have for the next three years to make up lost ground, and to do so while the climate for fraternities is so good. The endowment will continue to grow for the next five years based on current pledges to The Third Founding. We can reach an equilibrium point three years from now, do with less than a total return from endowment, and then plan for investment growth.

### Fraternity Automobile Policy

Our accountants have advised me that due to the new IRS requirements regarding company owned automobiles, the Fraternity should formally adopt a policy on the use of my car. Here is a proposed policy which reflects what we have been doing and covers all the necessary topics the IRS requires:

"Executive Director Robert M. Sheehan, Jr., shall be furnished with an automobile owned by Alpha Sigma Phi Fraternity, Inc. A new car will be purchased when the car has 50,000 miles recorded or once two years have passed since its purchase, whichever comes last. The Fraternity will pay for the car, as well as for any repairs, all maintenance, and insurance. When the car is used on Fraternity business, the Fraternity will pay the cost of gasoline. When in personal use, Executive Director Sheehan will pay the cost of gasoline."

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND

Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	Actual <u>1983-84</u>	7/1/83 - <u>1/31/84</u>	7/1/84 - <u>1/31/85</u>	Budget <u>1984-85</u>
1. Initiation Fees (\$110x675)	\$76,930.00	\$40,165.00	\$40,150.00	\$74,250.00
2. Pledge Fees (\$35 X 750)	31,805.00	18,190.00	17,439.00	26,250.00
3. Chapter Fees (\$45 X 52)	2,340.00	2,340.00	2,295.00	2,340.00
4. Undergrad. Dues (\$40 X 1500)	53,620.00	54,145.00	59,400.00	60,000.00
5. Loyalty Fund (net)	59,227.73	33,562.60	52,825.54	62,000.00
6. Merchandise (net)	1,520.25	(64.61)	1,805.04	800.00
7. Investments and Interest	13,399.96	7,136.16	8,475.58	10,500.00
8. Parking Rentals	2,281.62	1,181.62	1,281.77	2,300.00
9. Services to Organizations	15,400.00	7,700.00	7,700.00	15,400.00
10. Grants	-	-	-	6,000.00
11. Miscellaneous	<u>3,351.68</u>	<u>1,929.90</u>	<u>2,222.36</u>	<u>1,000.00</u>
 TOTAL INCOME:	 \$ 259,876.24	 \$ 166,285.67	 \$ 193,594.29	 \$ 260,840.00
 TOTAL EXPENSES:	 <u>266,430.84</u>	 <u>152,153.56</u>	 <u>145,208.41</u>	 <u>269,400.00</u>
 GAIN (LOSS):	 (\$ 6,554.60)	 \$ 14,132.11	 \$ 48,385.88	 (\$ 8,560.00)

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND

Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual</u> <u>1983-84</u>	<u>7/1/83 -</u> <u>1/31/84</u>	<u>7/1/84 -</u> <u>1/31/85</u>	<u>Budget</u> <u>1984-85</u>
1. Salaries	\$116,165.54	\$ 68,679.27	\$ 55,597.71	\$ 97,500.00
2. Unemployment Compensation	2,186.50	807.82	832.41	1,900.00
3. Employees A & H Insurance	3,014.56	1,742.34	1,265.05	1,600.00
4. Social Security Tax	7,963.89	4,639.90	3,913.36	6,850.00
5. Pension	2,400.00	1,400.00	2,100.00	3,600.00
6. Utilities	2,534.01	1,466.65	1,164.50	2,600.00
7. Bldg, Maint & Property Tax	3,118.95	389.99	507.59	1,500.00
8. Telephone	11,939.50	6,199.27	6,048.49	12,000.00
9. Postage	6,662.60	3,927.61	4,071.93	6,600.00
10. Office Supplies & Printing	12,688.36	10,694.39	10,637.09	13,500.00
11. Computer Services	3,496.15	1,723.98	1,112.73	3,300.00
12. Audit & Legal	2,440.19	2,440.19	3,934.18	2,800.00
13. Insurance				
a. General	4,195.39	2,220.87	432.37	3,300.00
b. Association	-	-	-	500.00
14. Publications				
a. Tomahawk	15,993.81	5,538.95	17,610.44	38,000.00
b. Ritual Project	4,722.75	2,719.48	-	-
c. TBTM	2,620.81	2,284.66	3,390.40	9,500.00
15. Chapter Services				
a. Executive Director travel	1,353.82	940.39	2,250.83	2,300.00
b. Asst. Exec. Dir. travel	1,352.09	1,218.08	-	-
c. Chapt. Lead. Cons. travel	6,936.62	4,106.43	3,778.33	6,800.00
d. Staff Housing	1,200.00	700.00	700.00	1,200.00
e. G.C., Others travel	1,330.60	898.08	-	2,200.00
f. Program Costs & Gen. Op.	1,696.43	1,253.43	1,923.57	1,800.00
16. Expansion				
a. Staff travel	1,357.63	434.18	244.56	1,200.00
b. Others travel	601.04	601.04	720.61	1,700.00
c. Program Costs & Gen. Op.	486.53	130.01	1,869.70	2,000.00

# GENERAL FUND

## Expenses - Page 2

<u>EXPENSES</u> (cont.)	<u>Actual</u> <u>1983-84</u>	<u>7/1/83 -</u> <u>1/31/84</u>	<u>7/1/84 -</u> <u>1/31/85</u>	<u>Budget</u> <u>1984-85</u>
17. Alumni Dev. & Third Founding				
a. Executive Director travel	1,211.61	1,136.61	1,068.34	4,750.00
b. Dir. Alumni Dev. travel	7,950.17	2,724.37	206.23	-
c. Telephone	740.58	381.54	-	2,750.00
d. Research	-	-	-	250.00
e. Prog. Costs & Genl. Op.	3,947.26	2,961.69	6,770.86	4,500.00
f. Others travel	968.12	675.52	341.00	1,500.00
18. Interfraternity				
a. Dues	1,739.10	1,654.10	1,688.50	1,900.00
b. Travel & Meetings	3,740.75	2,313.59	1,515.52	3,000.00
19. Chapter Programming				
a. Province System	190.89	189.80	-	3,300.00
b. Scholarship	-	-	592.40	500.00
c. Career Development	654.77	189.30	-	600.00
20. Conferences & Exec. Meetings	6,878.41	6,693.85	705.84	5,300.00
21. Automobile	3,497.48	1,993.00	2,232.42	3,800.00
22. Insignia (\$16.25 X 675)	10,015.15	3,807.80	4,171.03	11,000.00
23. Newsletter Service	-	-	1,565.10	1,000.00
24. Doubtful Accounts	400.00	-	-	500.00
25. Miscellaneous	1,645.50	556.97	739.09	500.00
26. National Meetings (net)	(281.99)	(281.99)	(493.77)	-
27. Computer Purchase	4,675.27	-	-	-
<b>TOTAL EXPENSES:</b>	<b>\$ 266,430.84</b>	<b>\$ 152,153.56</b>	<b>\$ 145,208.41</b>	<b>\$ 269,400.00</b>

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND

Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	Actual 1983-84	7/1/83 - 12/31/83	7/1/84 - 12/31/84	Budget 1984-85
1. Initiation Fees (\$110x675)	\$76,930.00	\$30,155.00	\$29,480.00	\$74,250.00
2. Pledge Fees (\$35 X 750)	31,805.00	17,735.00	16,074.00	26,250.00
3. Chapter Fees (\$45 X 52)	2,340.00	2,340.00	2,295.00	2,340.00
4. Undergrad. Dues (\$40 X 1500)	53,620.00	31,770.00	30,760.00	60,000.00
5. Loyalty Fund (net)	59,227.73	27,704.43	43,622.95	62,000.00
6. Merchandise (net)	1,520.25	1,193.40	326.13	800.00
7. Investments and Interest	13,399.96	5,461.32	6,062.51	10,500.00
8. Parking Rentals	2,281.62	806.62	1,006.77	2,300.00
9. Services to Organizations	15,400.00	7,700.00	7,700.00	15,400.00
10. Grants	-	-	-	6,000.00
11. Miscellaneous	<u>3,351.68</u>	<u>1,425.52</u>	<u>1,745.09</u>	<u>1,000.00</u>
 TOTAL INCOME:	 \$ 259,876.24	 \$ 126,291.29	 \$ 139,072.45	 \$ 260,840.00
 TOTAL EXPENSES:	 <u>266,430.84</u>	 <u>121,064.61</u>	 <u>113,087.66</u>	 <u>269,400.00</u>
 GAIN (LOSS):	 (\$ 6,554.60)	 \$ 5,226.68	 \$ 25,984.79	 (\$ 8,560.00)

# ALPHA SIGMA PHI FRATERNITY, INC.

## GENERAL FUND

### Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual 1983-84</u>	<u>7/1/83 - 12/31/83</u>	<u>7/1/84 - 12/31/84</u>	<u>Budget 1984-85</u>
1. Salaries	\$116,165.54	\$ 55,876.89	\$ 45,400.92	\$ 97,500.00
2. Unemployment Compensation	2,186.50	337.21	275.51	1,900.00
3. Employees A & H Insurance	3,014.56	1,209.22	1,022.12	1,600.00
4. Social Security Tax	7,963.89	3,743.75	3,193.15	6,850.00
5. Pension	2,400.00	1,200.00	1,800.00	3,600.00
6. Utilities	2,534.01	984.35	706.78	2,600.00
7. Bldg, Maint & Property Tax	3,118.95	383.25	203.44	1,500.00
8. Telephone	11,939.50	5,289.70	5,466.48	12,000.00
9. Postage	6,662.60	3,465.83	3,268.79	6,600.00
10. Office Supplies & Printing	12,688.36	9,381.23	9,624.62	13,500.00
11. Computer Services	3,496.15	1,744.99	1,122.73	3,300.00
12. Audit & Legal	2,440.19	2,440.19	3,934.18	2,800.00
13. Insurance				
a. General	4,195.39	2,058.10	(238.63)	3,300.00
b. Association	-	-	-	500.00
14. Publications				
a. Tomahawk	15,993.81	2,500.15	10,528.30	38,000.00
b. Ritual Project	4,722.75	2,734.48	-	-
c. TBTM	2,620.81	2,189.48	3,320.55	9,500.00
15. Chapter Services				
a. Executive Director travel	1,353.82	940.39	2,241.88	2,300.00
b. Asst. Exec. Dir. travel	1,352.09	1,085.42	-	-
c. Chapt. Lead. Cons. travel	6,936.62	2,380.51	3,407.16	6,800.00
d. Staff Housing	1,200.00	700.00	600.00	1,200.00
e. G.C., Others travel	1,330.60	898.08	-	2,200.00
f. Program Costs & Gen. Op.	1,696.43	1,098.91	1,334.26	1,800.00
16. Expansion				
a. Travel	1,357.63	434.18	33.48	1,200.00
b. Others travel	601.04	601.04	526.28	1,700.00
c. Program Costs & Gen. Op.	486.53	130.01	1,731.88	2,000.00

# GENERAL FUND

## Expenses - Page 2

<u>EXPENSES</u> (cont.)	<u>Actual</u> <u>1983-84</u>	<u>7/1/83 -</u> <u>12/31/83</u>	<u>7/1/84 -</u> <u>12/31/84</u>	<u>Budget</u> <u>1984-85</u>
17. Alumni Dev. & Third Founding				
a. Executive Director travel	1,211.61	1,127.11	1,068.34	4,750.00
b. Dir. Alumni Dev. travel	7,950.17	2,510.41	206.23	-
c. Telephone	740.58	337.44	-	2,750.00
d. Research	-	-	-	250.00
e. Prog. Costs & Genl. Op.	3,947.26	2,630.13	3,757.40	4,500.00
f. Others travel	968.12	675.52	341.50	1,500.00
18. Interfraternity				
a. Dues	1,739.10	90.00	40.00	1,900.00
b. Travel & Meetings	3,740.75	1,491.22	901.37	3,000.00
19. Chapter Programming				
a. Province System	190.89	189.80	-	3,300.00
b. Scholarship	-	-	63.00	500.00
c. Career Development	654.77	2.25	-	600.00
20. Conferences & Exec. Meetings	6,878.41	3,605.21	468.54	5,300.00
21. Automobile	3,497.48	1,656.60	1,775.27	3,800.00
22. Insignia (\$16.25 X 675)	10,015.15	2,889.56	3,620.79	11,000.00
23. Newsletter Service	-	-	1,524.75	1,000.00
24. Doubtful Accounts	400.00	-	-	500.00
25. Miscellaneous	1,645.50	333.99	320.86	500.00
26. National Meetings (net)	(281.99)	(281.99)	(493.77)	-
27. Computer Purchase	4,675.27	-	-	-
<b>TOTAL EXPENSES:</b>	<b>\$ 266,430.84</b>	<b>\$ 121,064.61</b>	<b>\$ 113,087.66</b>	<b>\$ 269,400.00</b>

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

<u>Chapter</u>	<u>Balance 1/15/85</u>
American	\$ 397.80
Charleston	1823.06
Concord	2182.26
Hartwick	330.00
Francis Marion	1351.28
Loyola	6489.40
*Marietta	1958.07
*Marshall	598.90
*Miami	294.50
*Michigan	774.85
Presbyterian	649.45
Toledo	<u>1291.50</u>
	\$18140.97

\*Promissory Note signed to cover payment of fees receivable  
prior to 7/1/84.



ALPHA SIGMA PHI FRATERNITY, INC.  
EMERGENCY FUNDAccounts Receivable

<u>Chapter</u>	<u>Date of Note</u>	<u>Balance 2/15/85</u>	<u>Delinquent Balance</u>
California	7/11/84	\$19,925.96	
East Carolina	6/27/84	1,340.99	\$ 472.00
Indiana	6/27/84	1,463.25	
Marshall	12/15/82	961.97	287.49
Missouri	1/26/84	<u>4,299.97</u>	1,530.97
		\$27,992.14	

## ALPHA SIGMA PHI FRATERNITY, INC.

## A-S-P CORPORATION

Accounts Receivable

Chapter	Date of Mortgage	Principal Balance 2/15/85	Delinquent Principal	Balance Interest
Eastern Michigan (assigned to L.W. Anderson)	6/1970	\$ 773.46	\$ 773.46	
Illinois	6/1984	9,806.59	546.30	\$ 145.06
Loyola	9/1968 & 7/1975	7,072.29	7,072.29	318.24
Oklahoma	5/1984	<u>20,501.23</u>	1,552.60	704.25
		\$38,153.57		

Rent Receivable

Miami	\$ 900.00
Widener	6,952.10

## REPORT ON THE ANNUAL LOYALTY FUND

### Results and Statistics

	<u>1/31/84</u>	<u>1/31/85</u>	<u>6/30/84</u>
Gross Receipts:	\$50,496	\$65,932	\$83,435
Net Receipts:	\$33,563	\$52,826	\$59,228

It has been a great year for the Annual Loyalty Fund! We should easily break our budget goal of \$62,000 net income. We encouraged brothers to give earlier this year which is one reason for our 57% net, 31% gross increase. Two other major factors are our new higher level giving clubs and our cost effective new donor acquisition program.

### Giving Clubs

Our new, higher level giving clubs are the main factor in our success and key to our future. Brand new this year is the Grand Senior President's Club, \$1,000-up. Grand Senior President Varner has given his leadership to this program by making a \$1,000 contribution and asking others to join him. It's working! Four brothers have donated at this level already this year.

The Pinnacle Club was started last year with Brother Fitzpatrick's leadership. He has challenged brothers to join him as a "Charter Member" of the Pinnacle Club with a \$500 contribution, or to make a \$250 gift for the Pinnacle Club. Last year seven men joined the \$500 level at Brother Fitzpatrick's request, and 11 have already joined this year. Nineteen brothers gave \$250-\$499 last year, and fifteen have already given this year.

The Anniversary Club is in its fifth year and is looking for \$139 contributions to honor our 139 years of brotherhood. This year 75 brothers have "joined" this club, while 94 joined in all of last year.

These clubs are important because they increase our average gift size and provide a ladder for brothers to "climb" to higher and higher levels. The tax-deductibility of donations makes this more attractive. Finally, people pay a lot of attention to these lists. They check to see if their friends or favorite Grand Council members are listed and go one better!

### New Donor Acquisition

Last year 285 brothers donated to the Annual Loyalty Fund for the first time ever. Most of those donations were received from a mailing that a computer service bureau did for us to 15,000 alumni. You may recall that I reported this summer that I considered the results less than spectacular, that it cost us \$2.00 to raise every \$1.00, and that we were going to concentrate on much lower cost phonothons for non-donors this year.

Bingo!! Already, 329 new donors have joined our ranks this year as a result of three non-donor phonothons held in December. More of these are planned for later this spring. We targeted non-donors who bought copies of the 1981 Alumni Directory and obtained a 60% positive response to our solicitations. The cost was about 20 cents per dollar raised! This is considered to be a phenomenally low cost for new donor acquisition, which often runs \$2.00 to raise \$1.00 at many charities.

Another new program for new donor acquisition we will unveil this spring is what I call our "Five Year Plan." The goal is to attract recent graduates to our donor ranks and build a habit of giving early in their lives as alumni. I plan to invite some recent graduates to Delaware and have them phone their contemporaries for gifts. This should be a winner!!

## 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
2/15/85	\$ 297,479	\$ 309,882	\$ 290,500	\$ 897,861

Fantastic!!! With nine months left on our deadline to reach \$1 million, we are within \$100,000 of achieving our announced goal! Congratulations brothers, The Third Founding will be successful!!

The only question left is "how successful?" We have spent a great deal of time and money to get where we are and to create a "campaign mentality" in many of our members' minds through our publications. We must use the next nine months for all the fantastic opportunity it brings us, and then. . . bust our goal wide open!!

### National Solicitation

A Third Founding phonothon held on Sunday, February 10th, raised \$68,575.00. The phonothon we hold during the Grand Council Meeting will involve more callers and should raise even more. There will be a final Third Founding phonothon on March 17th. By the end of these phonothons we will have contacted all of our top prospects who are not potential Major Donors.

The rest of our brotherhood will be contacted by personal mailings, bulk mailings, and through The Tomahawk. One way or another, every brother will be given the opportunity to pledge to The Third Founding.

### Major Donor Solicitation

We have received our first \$100,000 gift in the form of a bequest from Brother John R. Hoyt, U.C.L.A. '29, Delta Beta Xi '54. We have received our second \$50,000 cash pledge! It is from Melvin E. Franks, Illinois '34. Brother Franks has sent \$20,000 and will send an additional \$30,000 in installments.

We now have two brothers who have met "The Beeghly Challenge," which is that Brother Charles M. Beeghly, Ohio Wesleyan '27, will donate \$10,000 every time a brother makes a \$50,000 cash pledge. Brother Beeghly's challenge expires on December 6th. I will be concentrating my efforts on the top prospects for this challenge.

### Celebrate!!

We all know that the Third Founding Campaign ends on December 6th, 1985 - our 140th Anniversary of Founding. But how do we celebrate our great victory? What a nice problem!! Campaign Chairman Stan Miller and I will be discussing possibilities with you - bring your own ideas. The planning needs to start soon!

### The next 140 years

Now that we have successfully learned how to build an endowment, we must learn to build upon it. There are millions of dollars of endowment programs that will make our Fraternity greater. We must see that planned endowment giving and deferred giving take high priority in our future operations.

## REPORT ON THE SCHOLARSHIP PROGRAM

The Scholarship Guide for all new pledges has been printed and is being personally mailed to pledges at their school address.

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 scholastic performances of their members.

Director of Scholarship, Dr. Dennis R. "Skip" Parks, Baldwin Wallace '72 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

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 THE 1985 NATIONAL EDUCATIONAL CONFERENCE AND THE 1986 NATIONAL CONVENTION

### The 1985 National Educational Conference

The 1985 NEC will be held at Penn State from August 8-11, a Thursday through Sunday. The theme is "Quest for Excellence." Participants will develop written goals and objectives for their chapter's improvement. We will run major workshops on all areas of chapter operation. Dr. Ed King, Dean of Men at Bradley University, will speak on the importance of ritual. Dr. King was the highest rated speaker at the 1983 NEC at Ohio State.

We have increased our promotional efforts this year with hopes of increasing attendance. If you have the opportunity to meet with undergraduates between now and this summer, please encourage their attendance! You may have noticed that we are letting every chapter send one man free for every four they pay for. We hope that a lot of people take advantage of the offer.

Each of you will be asked to serve on the "faculty" of the conference in one way or another. I will let you know what is required of you well in advance.

### The 1986 National Convention

Theta Chapter, University of Michigan, and Delta Lambda Chapter, Stockton State College, have both expressed an interest in hosting the 1986 Convention. I have visited both campuses and feel that Michigan offers the most suitable accommodations and facilities. Theta Chapter is stronger today than it has been in years - they will return with 35 men next year and probably grow to 50. I think that the chapter and university would make a fine showcase for our Convention.

I plan to complete detailed arrangements with the appropriate university officials at Michigan this spring and summer if you tentatively approve of the location. The university has indicated that they can accommodate us on a variety of dates, and their prices are reasonable.

## REPORT ON AWARDS

This is one area that I have not done a lot in since our last meeting. Awards Chairman Dr. Robert Gill, Radford '83 and I have discussed your reactions to his summer report briefly. However, we have not planned our next course of action yet.

I do know that our top priority is to redo the form for chapter awards which will go out in the next six weeks. Further reports on our progress will be sent to you.

## MEMORANDUM

To: The Grand Council

From: The Historical Commission on Delta's 125th Anniversary,  
Robert Fennell, Ohio Northern '72, Larry Spees, Ohio  
Wesleyan '57, and Robert M. Sheehan, Jr., Westminster '76.

Re: Report on charge

Date: February 20, 1985

As you recall, our charge is "to review the historical documents held by Delta Chapter and develop methods of cataloging and preserving those documents for posterity."

The commission met during the fall term in Marietta to review the chapter's documents and memorabilia. We have also had numerous phone conversations. As a result of our study and investigations we unanimously recommend that the Grand Council officially designate the Delta Chapter House as a national archive site of Alpha Sigma Phi. We further recommend that the Fraternity gives its hearty support to the planning and building of a "Delta Archive Museum Room" within the Delta Chapter House. The preparation of this archive room would involve refurbishing what is now a "pool room." Appropriate cabinets, shelves, and frames would have to be purchased and set up to properly show off the various Delta documents. Marietta College has agreed to allow donations toward this project to go through the college, making them tax-deductible. Delta alumni have indicated a willingness to support this project and we believe they will.

The undergraduate chapter has discussed the idea of the archive room and unanimously voted in favor of the proposal. There is a lot of pride among the men in their important place in our history. We believe that the men will respect the room, and maintain it properly. The room can be locked during social functions and other necessary times.

We feel that this idea gives the chapter and our Fraternity a chance to showcase their pride and history. Upon your approval we will develop specific plans and costs for the room, and begin the fundraising for it.

January 20, 1985

RECEIVED

JAN 24 1985

To the Grand Council of Alpha Sigma Phi;

On January 19, 1985, Alpha Xi chapter was initiating fifteen men into the Mystic Circle. During Scene III, before the last group of men were to enter the inner chamber, an accident occurred. Some lit alcohol from the flambeau got into the interior of the coffin via the joints in the three-piece lid. Brother Martin Badrov, who was "lying in state," was set on fire. In his hurry to get out of the coffin, the flambeau flew across the room and ignited a drape.

Brother Badrov received first, second, and third-degree burns on twenty-five percent of his body. If it were not for quick action by the brothers of Alpha Xi chapter, a more tragic outcome might have occurred.

This whole course of events took a matter of seconds, and was under control quickly. Even with the presence of three fire extinguishers and a bucket of water, Brother Badrov was seriously burned.

It is the unanimous recommendation of Alpha Xi chapter that the combination of the flambeau and the human life "lying in state," be considered potentially deadly and that steps should be taken to change this part of Ritual before another serious or even more tragic accident occurs.

Yours within the Mystic Circle,

Mark Grandau (HM)

*Mark C. Grandau*

RECEIVED

JAN 24 1985

Anthony J Marchese, Pres.  
Alpha Sigma Phi  
Alpha Xi Chapter  
3361 S. Wabash Ave.  
Chicago, Ill. 60616

James R. Favor &amp; Company

Alpha Sigma Phi Fraternity, Inc.

Dear Jim,

Here is our account of the incident that occurred  
on Jan. 19, 1985 at 4:15 PM at our chapter house :

Fifteen men were being initiated into Alpha Sigma Phi.  
The incident occurred during Scene III, set up as follows:  
Inner room completely draped.

Coffin set up as follows :

Body lying in state- Brother Martin Badrov  
Flambeau containing salt and rubbing alcohol on  
3-piece coffin lid along with skull, crossbones,  
and Bible.

Three fire extinguishers and a bucket of water.

The last group of four candidates to go through Scene III  
were about to be brought in when lit alcohol from the flambeau  
overflowed and seeped into the coffin via a joint in the 3-piece  
lid. Br. Badrov's cotton t-shirt ignited. He panicked and as  
he was frantically getting out of the coffin, the flambeau was  
knocked across the room, igniting a drape. Br. Contarino and  
Br. Hart tried to get Br. Badrov to the ground so the small  
flame could be extinguished. He broke loose, screaming as the  
flames quickly surged up. Br. Hart quickly wrapped a wet towel  
around his face and other brothers got him to the ground again.  
they immediately sprayed him with the three fire extinguishers  
and the bucket of water, and put out the curtain. The entire  
incident lasted less than twenty seconds. Br. Marchese(myself)  
called the ambulance. Br. Badrov was placed in a shower until  
the ambulance arrived. He was taken to Mercy Hospital, located  
at Stevenson Expy. at King Dr., Chicago. After he was stabilized,  
he was transferred to the burn center at Mitchell Hospital,  
5841 S. Maryland, Chicago, (312) 947-1000.

25-30% of his body was burned, almost all second degree, with  
spots of first and third degree burns also. His chest, left arm,  
and bits of his face and neck were involved.

Witnesses:

in the room: Br. Andy Bielanski, Br. Charles Fee,  
Br. Paul Hart, Br. Andy Wykoff, Br. Sal Contarino.  
just outside the room/coming in : Br. Mark Grandau,  
Br. Andreas Leitz, Br. Anthony Marchese, Br. Robert Grant,  
Br. Steve Crowley, Br. John Dalton, Br. Robert Till, Br. Jon  
Snyder.

Also enclosed is a copy of Br. Badrov's school policy.

If you have any questions please call.

Immediately informed were:

The Chicago &amp; Campus police

Mr. &amp; Mrs. Badrov

Alumni Board Pres. Roger Smith

home 343-1794 work 269-6913

I.I.T. Dean of Student Life James Vice

home 225-7872 work 567-3081

Rob Sheehan, National HQ.

Sincerely,

Anthony J Marchese

WE SEE AS CAUSE  
A FAULTY FLAMBEAU.

RECEIVED

## ILLINOIS INSTITUTE OF TECHNOLOGY

FEB 04 1985

Student Life  
Office of the Dean

Alpha Sigma Phi Fraternity, Inc.

January 26, 1985

Mr. Rodger M. Sheehan, Jr.  
Executive Director  
Alpha Sigma Phi  
24 West William Street  
Delaware, OH 43015

Dear Mr. Sheehan:

I just returned from visiting Martin Badrov, the Alpha Sig who was injured during the course of the local initiation ceremony. I know that the Chapter has written you recommending that your Ritual be amended to eliminate the particular procedure during which the accident took place. I strongly second the Chapter's recommendation. I suppose this aspect of your Ritual has been unchanged for many years without previous misadventure. I am sure that anyone who visited Badrov in the Burn Unit of the University of Chicago Hospitals and Clinics would join with your Chapter in believing that the particular details of the Ritual can not merit the risk. Only very little more would have converted this bad accident into a terrible tragedy. As it is, Mr. Badrov will probably be in the hospital from 4 to 5 weeks. I have served on the Executive Committee of Phi Gamma Delta and so I am not unsympathetic to rituals but we certainly want safe as well as uplifting ones.

Sincerely yours,



James W. Vice  
Dean of Student Life

JV:lc



EVIN C. VARNER  
GRAND SENIOR PRESIDENT  
ROUTE 1, BOX 44  
PINEVILLE, NC 28134  
704-588-0115

TO: All Chapter HSP's and HM's  
FROM: Evin C. Varner, Grand Senior President  
RE: Use of flambeau in rituals  
DATE: January 30, 1985

EV

A very unfortunate and freak accident has occurred at Alpha Xi Chapter, Illinois Tech, as a result of the use of the "flambeau" in the ritual ceremony. A brother has been badly burned and will be spending a few weeks in a hospital burn center. Fortunately, the chapter had fire extinguishers available or this accident could have been much more tragic.

All of our prayers are extended to the brotherhood at Alpha Xi, and to Brother Martin Badrov who was burned.

The Grand Council is now considering the elimination of the flambeau and reviewing possible alternatives. Until further notice, do not use the flambeau in any ceremonies. It is my hope that we will have further instructions for you on this matter in the very near future. Once again, do not use the flambeau until you are instructed as to the Grand Council's action. Please call National Headquarters if you have any questions.

In the meantime, "Get Well" cards can be sent to Brother Martin Badrov, c/o Alpha Sigma Phi, Alpha Xi Chapter, 3361 S. Wabash Avenue, Chicago, IL 60616.

ECV/pk

cc: The Grand Council  
All Grand Province Chiefs  
All Directors  
All Grand Chapter Advisors  
All National Headquarters Staff

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February 18, 1985

**RECEIVED****FEB 20 1985**

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

*Alpha Sigma Phi Fraternity, Inc.*

Dear Rob:

I just had a nice phone call from Evin and he has asked that I send you information about "the Flambeau" you buy, and alternative concepts for increased safety.

A "million-or-so" years ago, we changed the flaming urn that Alpha Sigma Phi had been buying from one that stood on a pedestal to an urn on a flat board. This change was made for two reasons. One was a rather dramatic change in the economics (we were able to reduce the price). The other was one of safety concept, (thinking that it's much harder to tip over an urn on a wide board than it is an item standing three feet in the air).

I am concerned, now, to learn that there is a person in the coffin with this resting on the lid. I would agree that there is a safety question! The quickest and safest change, of course, would be to replace the person with an inert representation of death. On the assumption that the coffin has a split top upon which the urn now rests, we could sell you a "half skeleton". This is a plaster rendition of a skull, neck, and the upper chest of a skeleton. It's not great in its artistic rendering, but it tells the story. And if you'd like to see one I'll be glad to send a sample for you to examine and try. Currently it's priced at \$26.40, but will shortly be changed to \$32.00.

Another alternative, whether you use the half skeleton or not, is to change the burning urn and use a low candlestick, my thought being that the flame of a candle is much easier to snuff out - one can do it with their bare hand - as compared to spilling burning liquid on a person, or on anything.

Taking it a step further we have available, used in a similar way, candlesticks that are intended to sit on the floor with a wide base. They're about 30" high, holding a 1" candle and, thus, they are not on the coffin but at both ends. They're difficult to tip over, but if, per chance, they are, they're rather easily doused and in that way the danger is, perhaps, reduced even more.



Alpha Sigma Phi Fraternity  
Delaware, OH 43015

2

February 18, 1985

I am concerned about the flammability of cloth and how close people would be to these flames. We do have battery operated candles available, Rob, but I don't think we're going to get the dramatic effect you're looking for here. The electric candles are just fine when held in hands or something like that, but I don't think your spot is right for them. If you'd like to try one, we'll be glad, again, to send samples down.

I appreciate that there's no speaking part involved with "the body", but obviously, someone is speaking somewhere. We do have a "death costume". I don't know if it fits or not. Some used to use a costume made of black tights with a skeleton sewn on. This became very expensive and, after all, it is rather grotesque. More fitting to the part seemed to be a black hooded robe with a white mask without eyes or mouth cut out, just white gauze that the wearer can look through, white gloves, and a skull and cross-bone sewn over the heart. This has, apparently, been found to be a dramatic emblem for a speaking part. I don't know if it would be appropriate for your investiture service or not.


I'll keep trying to come up with ideas. And if I can think of anything I'll let you know.

Incidentally, Rob, we have not heard. Last year we sent you a sample of a circular candlestick with five holders in a spiraling climb to the peak, an item available as a stock item. We were wondering if there's any interest in purchasing a number of them to keep the cost down. Or whether we should stay with the candlestick set as originally approved at the convention - a set of five candlesticks each a different height.

Is there anything else we should be doing? Any way we can be of help?

Sincerely yours,

IHLING BROS. EVERARD CO.



Edward L. Ihling  
President

r  
c Evin C. Varner, Route 1, Box 44, Pineville, NC 28134

MEMORANDUM

SUBJECT: National program to computerize the Greek system,  
to be presented on September 7, 1984, at 4:00 P.M.  
to all Purdue Fraternities and Sororities

FROM: The UniCom Project

TO: Housing Corporation Presidents  
Chapter Advisors  
Chapter Presidents  
Chapter Treasurers  
Rush Chairpersons

Last November, John Wysockey, President of Purdue's Interfraternity Council (IFC), organized a committee of fraternity men and sorority women to obtain microcomputers for all chapter houses and link them together to form a campus-wide network.

A campus-wide survey of chapter officers was conducted by the committee, to determine needs for and interests in computers and their various applications. The survey indicated that chapter officers were most interested in (1) word processing, (2) alumnae data base management (so they could work more effectively with their local alumnae support groups) and (3) preparation of monthly financial statements. Also indicated was interest in being able to do computer homework on the Purdue University Computing Center (PUCC) and the Engineering Computer Network (ECN), using in-house microcomputers and modems.

In December, Directors of The UniCom Project attended the annual meeting of the National Interfraternity Conference (NIC) in Kansas City, and learned of the IFC project through Paul R. DeWine, Assistant Dean of Students and Fraternity Advisor at Purdue.

The UniCom Project had been developing a national program to install approximately 8,000 microcomputers in fraternity and sorority chapter houses on 700 college campuses. Purdue was selected as the pilot site of the Project, because it (1) has the nation's 2nd largest Greek system, (2) is known for being at the leading edge of computer technology and (3) had expressed through the IFC Committee and Dean DeWine that it shared objectives in common with the Project. Since April 1, we have been working on the Purdue campus with John Wysocky, Dean DeWine and Dean Barbara Elsbury (Assistant Dean of Students and Panhellenic Advisor at Purdue).

In the January 1984 issue of Update, published by the Center for the Study of the College Fraternity, the long term objectives of The UniCom Project were described in an article entitled, "Improving the Undergraduate Experience through New Communications Technology." Historically, the Greek system has significantly improved the undergraduate experience of its membership, demonstrated by its role in developing approximately 80% of the executives of the 500 largest corporations in the U.S. Evidence is overwhelming that today's executive must be computer literate to achieve even a modest success. One of the objectives of computerizing Purdue's Greek system, therefore, is to foster computer literacy for its membership.

Based upon a national survey of chapter officers, Greek advisors and national officers, a group of products and services have been "bundled" to meet the identified needs of the Greek membership on today's college campuses. This group of products and services includes the following:

- AT&T PC 6300, in each fraternity and sorority chapter house, equipped with two-360KB floppy drives, 512K memory, 1200 baud internal modem, calendar and clock, monochrome monitor, RAM disk software, print spooler software, MS-DOS operating system, keyboard, cables, serial and parallel ports; letter quality printer; replacement of computer with current technology at two-year intervals
- hardware maintenance, centrally dispatched and monitored by UniCom
- monthly chapter financial statements, including balance sheet, accrual based statement of income and expense, cash basis statement of receipts and disbursements and exception(s) report (computerized monitoring of sources of financial difficulties), printed on chapter house printers and transmitted to national headquarters
- software required by the fraternity/sorority chapter houses and by Greek advisors for telecommunications and data entry/processing/printing
- software support, including training and ongoing assistance to chapter treasurers, Greek advisors, etc.
- AT&T PC 6300 in Greek advisor's office, with appropriate software for collecting, storing and retrieving the data necessary to administer rush, compile surveys, develop retention statistics and prepare the reports issued by the fraternity/sorority advisors and made available to chapter officers

Many additional options are available, including color monitor, expansion to 640K, and hard disk drive (10MB).

Substantial discounts have been negotiated with AT&T, and a monthly lease plan will make it affordable for all chapters to participate in Purdue's campus-wide computerization of its Greek system.

Some of the benefits to be expected from computerization of Purdue's Greek system are:

- CHAPTER PRESIDENTS will be provided with several tools with which they may more effectively manage, organize and direct the activities of their chapter
- CHAPTER TREASURERS will produce better results in approximately 20% of the time now required. The universal accounting system developed specifically for chapter treasurers will produce housebills, write checks, provide more control of collections and more knowledge of the chapter's financial position
- RUSH/MEMBERSHIP CHAIRPERSONS will have the advantage of a central rush management system, linked to the Greek advisor's computer, providing organization and coordination of all rush activities
- CHAPTER ADVISORS will have access to in-depth information with which to advise their chapters
- HOUSING CORPORATION PRESIDENTS will see a chapter strengthened by better financial management and more interaction with their alums
- ALUMS will be an even more valuable resource as communications with them become more direct and more frequent
- MEMBERS will develop computer literacy, have access to Purdue's computer networks to do their homework, be able to utilize word processing to prepare and print papers, have access to computerized learning aids, be able to send/receive electronic mail, etc.

ALPHA SIGMA PHI FRATERNITY INC.  
MINUTES OF GRAND COUNCIL MEETING

August 6-8, 1985  
State College, PA

37. CALL TO ORDER

Grand Senior President Donald R. Morgan called the meeting to order at 7:55 p.m. on Tuesday August 6th, 1985.

38. ROLL CALL

Members of the Grand Council in attendance: Grand Senior President Donald R. Morgan, Grand Junior President Robert A. Sandercox, Grand Secretary James V. Fitzpatrick, Grand Treasurer Edmund A. Hamburger, Grand Marshal Ronald W. Dollens and Grand Councilor Stan N. Miller. Others in attendance were: Robert M. Sheehan, Jr., Executive Director, Thomas M. Welsh, Director of Chapter Development, Rich Kahler, Chapter Leadership Consultant and Randy Lewis, Chapter Leadership Consultant. Grand Councilor Evin C. Varner notified Grand Senior President Morgan that he would not be able to attend due to illness.

39. APPROVAL OF MINUTES OF MARCH 2-4, 1985 MEETING

It was moved by Brother Sandercox, seconded by Brother Fitzpatrick and passed unanimously to approve the minutes of the March 2-4, 1985 meeting.

40. REPORT ON CHAPTER SERVICES

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

41. REPORT ON EXPANSION

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

42. REPORT ON BUDGET AND FINANCE

It was moved by Brother Hamburger, seconded by Brother Fitzpatrick and passed unanimously to approve the budget, recommendations, and Report on Budget and Finance. (Exhibit C)

It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously to increase the per mile reimbursement to fraternity volunteers to the IRS standard.

43. Grand Senior President Morgan recessed the Grand Council for the evening at 11:08 p.m.

44. Grand Senior President Morgan reconvened the Grand Council at 8:40 a.m. on Wednesday, August 7, 1985. Director of Provinces, Charles Vohs arrived at the meeting at this time.

45. REPORT ON THE PROVINCE PROGRAM

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

46. REPORT ON THE NATIONAL INSURANCE PROGRAM

It was moved by Brother Sandercox, seconded by Brother Miller and passed unanimously to accept the Report on the National Insurance Program and to double the liability rates for all chapters over last year. Chapters owning houses will pay \$32.00 per man and chapters not owning houses will pay \$24.00 per man or \$720.00 per chapter whichever amount is lower. (Exhibit E)

47. DELTA BETA CHAPTER, NORTHERN MICHIGAN UNIVERSITY CHARTER REVOCATION VOTE

It was moved by Brother Miller, seconded by Brother Fitzpatrick and passed unanimously to revoke the charter of Delta Beta Chapter, Northern Michigan University. No members, alumni or undergraduates attended the meeting to speak on the chapter's behalf or contacted the Grand Council prior to the revocation vote.

48. REPORT ON THE ANNUAL LOYALTY FUND

It was moved by Brother Sandercox, seconded by Brother Miller and passed unanimously to approve the Report on the Annual Loyalty Fund. (Exhibit F)

49. REPORT ON THE THIRD FOUNDING CAMPAIGN

It was moved by Brother Dollens, seconded by Brother Sandercox and passed unanimously to approve the Report on The Third Founding Campaign with laudatory remarks for Stan N. Miller, chairman. (Exhibit G)

50. REPORT ON THE TOMAHAWK

It was moved by Brother Fitzpatrick, seconded by Brother Hamburger and passed unanimously to approve The Report on The Tomahawk. (Exhibit H)

51. REPORT ON THE SCHOLARSHIP PROGRAM

It was moved by Brother Miller, seconded by Brother Hamburger and passed unanimously to approve The Report on the Scholarship Program. (Exhibit I)

52. Grand Senior President Morgan recessed the Grand Council for lunch at 11:55 a.m.

53. At 1:15 p.m. Grand Senior President Morgan reconvened the Grand Council meeting.

54. MEETING OF THE STOCKHOLDERS OF THE ASP CORPORATION.

It was moved by Brother Miller, seconded by Brother Dollens and passed unanimously that the Directors of the ASP Corporation shall be Robert A. Sandercox, Edmund A. Hamburger and Robert M. Sheehan, Jr.

It was moved by Brother Hamburger, seconded by Brother Dollens and passed unanimously to take a five year loan at 11.75% out for \$41,000 from the Southeast National Bank in Chester, PA, for the Widener Chapter house property and then to pay off the rest of the balance of the current loan.

It was moved by Brother Hamburger, seconded by Brother Dollens and passed unanimously to empower Grand Treasurer Hamburger to execute a new note to the Oklahoma Alumni Corporation as per the alumni corporation's request.

55. REPORT ON AWARDS

It was moved by Brother Miller, seconded by Brother Fitzpatrick and passed unanimously to approve the Report on Awards.

It was moved by Brother Sandercox, seconded by Brother Fitzpatrick and passed unanimously to award Delta Beta Xi to the following worthy brothers: Robert M. Cabello, Eastern Michigan '70, John Clearman, Washington '56, Kevin Garvey, Westminster '75, Dr. Robert Gill, Radford '83, Larry Philippi, Bowling Green '76, Jeff Schwind, Toledo '75, Bob Strecker, Washington '78, and William K. Tyler, Wagner '76. (Exhibit J)

56. REPORT ON THE 1986 NATIONAL CONVENTION

It was moved by Brother Sandercox, seconded by Brother Miller and passed unanimously to approve the Report on the 1986 National Convention adding a day to that meeting and letting the meeting be known as the National Leadership Conference and Convention. (Exhibit K)

57. OLD BUSINESS

Alternatives for helping chapters finance housing was discussed. Options discussed included guaranteeing loans for chapters, creating a chapter house purchase program process and helping to set standards for future loans for chapters from the Fraternity.

The New Headquarters Committee updated the Grand Council on their work and reported that they would be meeting at least once during the fall term and reporting again at the winter meeting.

It was moved by Brother Sandercox, seconded by Brother Fitzpatrick and passed unanimously to authorize the expenditure of \$1500.00 to send a delegate to the Philippines for their 1986 National Convention assuming we can work out travel schedules.

The Grand Council discussed the current status of the lawsuit at Alpha Xi Chapter, Illinois Institute of Technology.



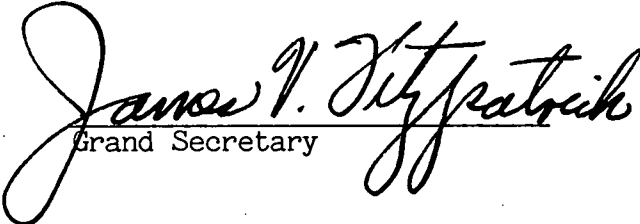
58. Grand Senior President Morgan adjourned the Grand Council for dinner at 5:35 p.m.
59. Grand Senior President Morgan reconvened the Grand Council meeting at 8:30 a.m. August 8, 1985.
60. Grand Senior President Morgan called an Executive Session of the Grand Council.
61. NEW BUSINESS

It was moved by Brother Sandercox, seconded by Brother Fitzpatrick and passed unanimously to endorse Grand Councilor Miller to work out a transition of the Fraternity's group hospital insurance program.

It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously and enthusiastically to rename the Distinguished Service Award the "Evin C. Varner, Jr., Distinguished Service Award."

62. It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously to adjourn the Grand Council Meeting at 11:42 a.m. Thursday, August 8, 1985.

Respectfully submitted,

  
Grand Secretary

Certified correct,

  
Executive Director



## MEMORANDUM

Be it resolved that, in the fiscal year of July 1, 1985 to June 30, 1986, 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 \$14,200.00.

Signed:

Daniel R. [Signature]

Date:

Aug 7, 1985



## MEMORANDUM

Resolved, that the income of Alpha Sigma Phi, Inc., received from the Investment Fund (\$9,935.74), parking lot rent (\$2,331.77) and Emergency Fund earnings (\$2,311.23) in the fiscal year from July 1, 1984 to June 30, 1985 in the amount of \$14,578.74 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, 1984 to June 30, 1985.

Signed:

A handwritten signature in dark ink, appearing to read "Donald R. Meyer".

Date:

A handwritten date in dark ink, appearing to read "Aug 7, 1985".

**ALPHA SIGMA PHI FRATERNITY, INC.**  
**GRAND COUNCIL MEETING SCHEDULE**  
August 6-8, 1985  
State College, PA

**Tuesday, August 6, 1985**

3:00 p.m. - 5:00 p.m.	Arrival of Grand Council members at Nittany Lion Inn
6:00 p.m. - 7:15 p.m.	Dinner, Nittany Lion Inn
7:30 p.m. - 11:30 p.m.	Grand Council Meeting Penn State Room

**Wednesday, August 7, 1985**

8:00 a.m. - 8:30 a.m.	Continental Breakfast Penn State Room
8:30 a.m. - 12:00 p.m.	Grand Council Meeting Penn State Room
12:00 p.m. - 1:15 p.m.	Lunch
1:30 p.m. - 5:00 p.m.	Grand Council Meeting Penn State Room
6:00 p.m. - 7:30 p.m.	Dinner
8:00 p.m. - 10:00 p.m.	Grand Council Meeting Penn State Room

**Thursday, August 8, 1985**

8:00 a.m. - 8:30 a.m.	Continental Breakfast Penn State Room
8:30 a.m. - 10:30 a.m.	Grand Council Meeting Penn State Room
10:30 a.m. - 12:00 noon	NEC '85 Faculty Briefing Grand Council, Province Chiefs, Staff, Guest Faculty
12:00 noon - 1:15 p.m.	NEC '85 Faculty Luncheon Penn State Room
3:00 p.m.	NEC '85 Begins!!!

**ALPHA SIGMA PHI FRATERNITY, INC.**  
**GRAND COUNCIL MEETING**  
August 6-8, 1985  
State College, PA

**AGENDA**

Page No.

1. Call to Order
2. Roll Call
3. Approval of Minutes of Meetings of March 2-4, 1985 . . . . . 1
4. Report on Chapter Services . . . . . 6
5. Report on Expansion . . . . . 16
6. Report on the Province Program . . . . . 18
7. Report on Budget and Finance . . . . . 26
8. Report on the National Insurance Program . . . . . 45
9. Report on the Annual Loyalty Fund. . . . . 54
10. Report on The Third Founding Campaign. . . . . 56
11. Report on The Tomahawk . . . . . 59
12. Report on the Scholarship Program. . . . . 60
13. Report on the 1986 National Convention . . . . . 61
14. Report on Awards
15. Meeting of Directors of the A-S-P Corporation
16. Old Business
  - Housing
  - Future of Headquarters Building
  - Grand Council Committee System
  - Alpha Xi Lawsuit
17. New Business
  - Review of 1985 National Educational Conference
  - Alcohol Policy
18. Comments for the Good of the Society
19. Adjournment

## REPORT ON CHAPTER SERVICES

## I. CHAPTER VISIT AND CONSULTATION PROGRAM

We have added **two** fine young Chapter Leadership Consultants to our staff this summer. **Rich Kahler, Radford '82** and **Randy Lewis, Oregon State '81** have both completed an extensive education program over the past six weeks, and are ready to hit the road for our brotherhood! With Tom Welsh along for a third year, we are now staffed in an exceptional manner to help all of our chapters.

We know that a staff visit to a chapter can result in the improvement in a chapter's operation, and if made at the right time can increase the number of men they pledge to the Fraternity. Since "rush" is every chapter's main concern, our chapter visits to improve these efforts are the cornerstone of our Chapter Services Program.

Every chapter's needs were studied at our recent Staff Retreat, and we have developed a visitation and service plan for each chapter according to their needs. Certain chapters we feel are ripe for growth have been "targeted" for special attention as have chapters who have particularly dire needs. We use this approach to assure that we use our staff resources in an efficient and productive manner. By using this approach with our beefed up staff we look forward to helping a number of chapters make significant improvements and progress in growth this year.

## II. PUBLICATIONS

Manuals

The past year has seen the completion of two new important manuals for Alpha Sigma Phi, The Treasurer's Manual and the Scholarship Guide. The Treasurer's Manual joins the Rush Manual and our Chapter Officers Guides as our three most important manuals. The Scholarship Guide is now sent directly to every new Alpha Sig pledge with a letter explaining our commitment to high scholarship. Both of these publications are key resources for undergrads and advisors, and join our list of manuals:

- |                             |                                 |
|-----------------------------|---------------------------------|
| - To Better The Man         | - The GCA Handbook              |
| - The Rush Manual           | - The Province Handbook         |
| - The Treasurer's Manual    | - Alumni Council Handbook       |
| - Chapter Officers Guides   | - Alumni Corporation Guidelines |
| - Colony Guidance Manual    | - Commuter Campus Handbook      |
| - Chapter Legal Liabilities | - Guide for Career Planning     |
| - Pledge Educators Manual   | - The Scholarship Guide         |
| - The HR Handbook           |                                 |

### The Old Gal Gazette

The "Gazette" continues to send out news and program information to our chapters every other week during the school year. Currently, every chapter receives three copies of each issue in hopes that they are posted or distributed for all to see. We will be exploring the possibility of sending the "Gazette" to every undergraduate in hopes that our messages are more widely received.

### The Headquarters Newsletter Service

This new service completed its first year of operation successfully, but with a lot of room for improvement. Twenty-one chapters used the service this year, many of which had not produced a newsletter in years. The main problem we had was getting every chapter in the service to complete all three newsletters. We will combat this problem by offering a 10% discount to chapters who have an alumnus newsletter advisor who will assure that the chapter responds.

Our other challenge is to recruit more of the 10 chapters who have no newsletter whatsoever for the service. We have made this a top priority during chapter visits.

This may be one of the most significant and innovative programs we offer. An extensive alumni communications program is key to our future greatness. I look forward to great growth and success with this service.

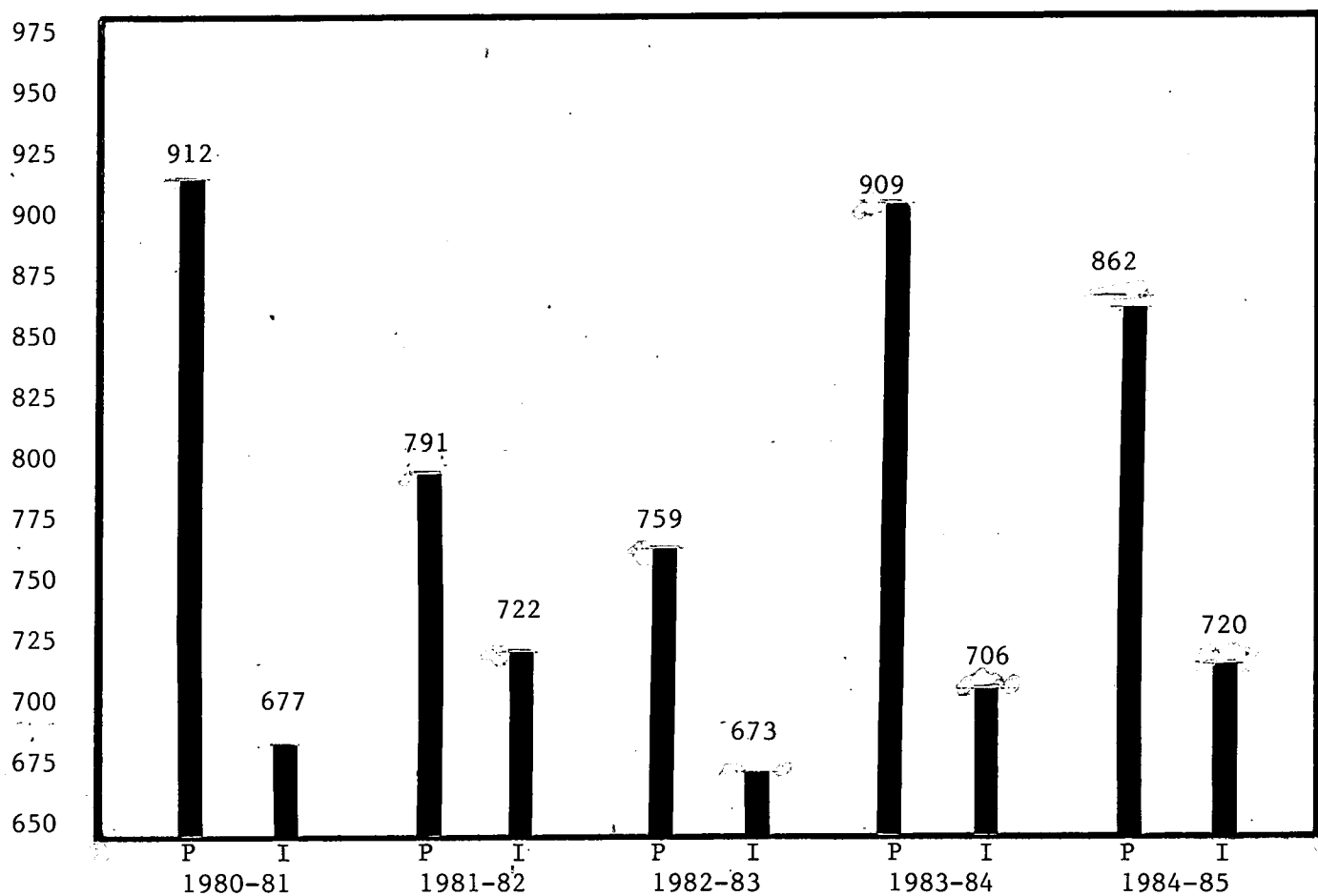
## **III. MEMBERSHIP STRENGTH AND STATUS**

### Membership Statistics

1984-85 Status:	54 chapters
	No colonies
On suspension:	Baldwin-Wallace
Closed:	Otterbein, Wagner
Chapters Chartered:	U.C.L.A. and Stockton State

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

REPORTED PLEDGES & INITIATES

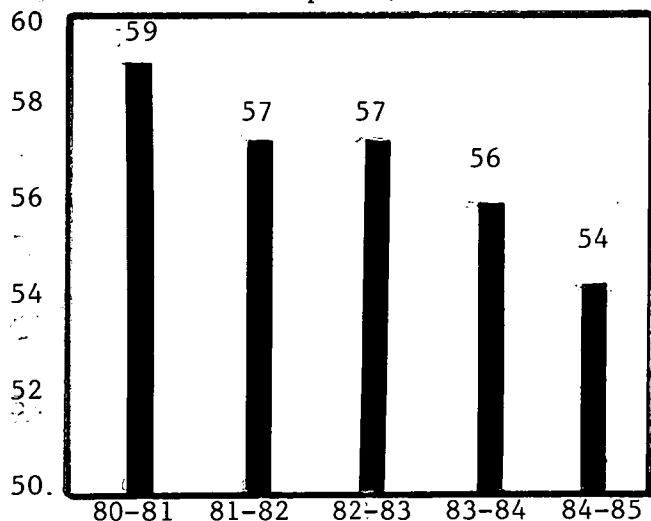


P=Pledges  
I=Initiates

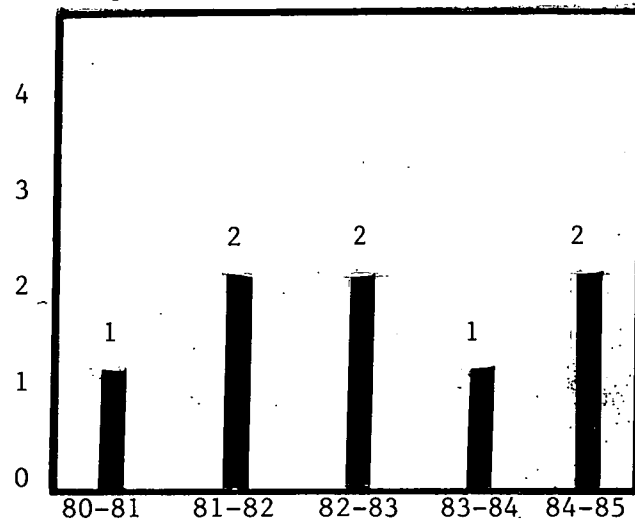
Reported Pledges for 1984-85: Down 5%  
Reported Initiates for 1984-85: Up 2%



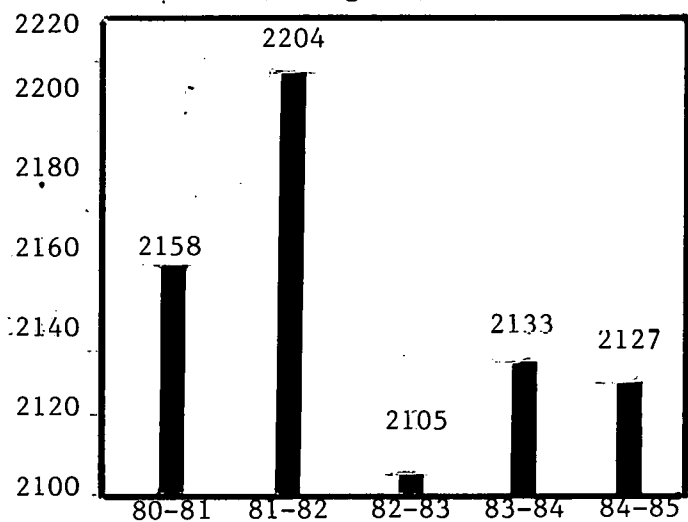
Number of Chapters/Colonies



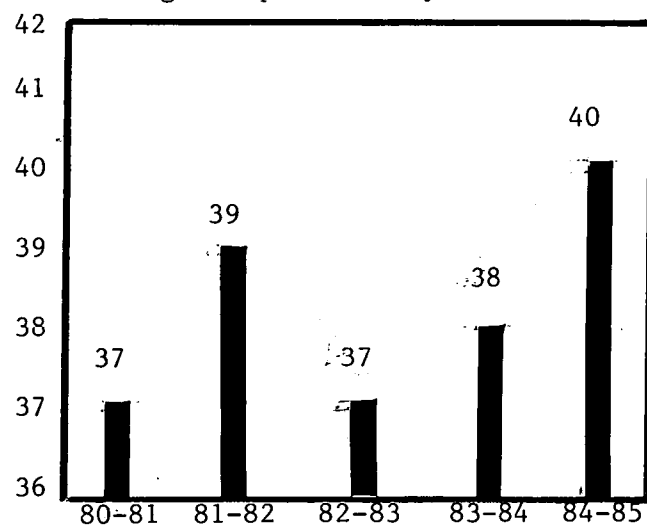
Chapters Closed



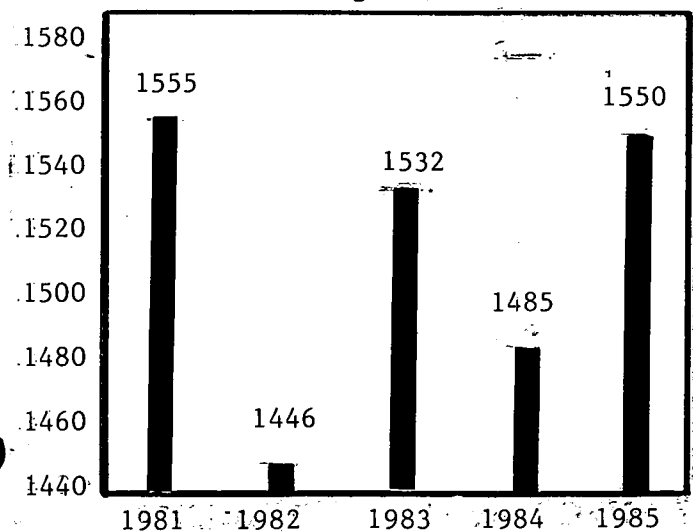
Brothers/Pledges (Year End)



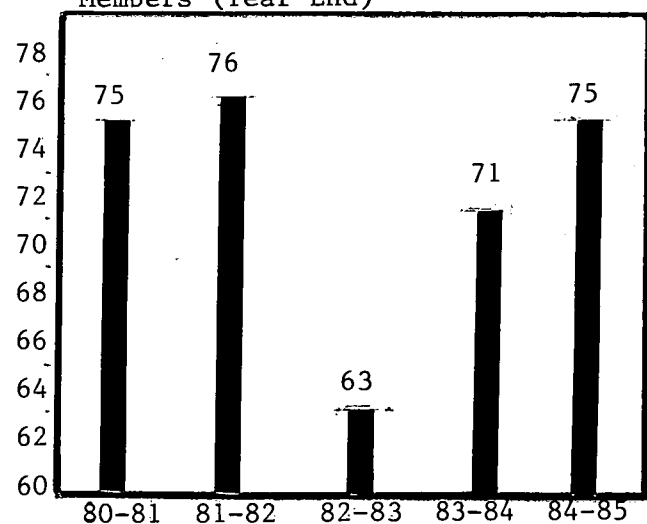
Average Chapter/Colony Size



Brothers/Pledges (Fall)



% Chapter/Colonies Above 25 Members (Year End)



(Projected)

Comments on Membership Statistics

I did not expect us to perform as well with reported pledges and initiates as we did this year, due to our understaffing. As mentioned previously, our chapter visitations for this coming year have been designed specifically to encourage higher numbers of pledges and initiates. I hope and expect that our reported pledge and initiate figures next year will increase by 10-15%.

The most important statistic for us to watch, I believe, is our Average Chapter Size. Our 40 men per chapter is identical to the "average" among all fraternities, but far below our potential. Because our chapter services' expenses increase per chapter, not per man, we can achieve substantial net income by increasing our average chapter size. A higher average chapter size will also signal that our chapters are healthier - which of course is our prime objective.

Nearly 25% of our chapters are below our 25 men per chapter minimum standard. It is our goal to increase the size of these chapters and to spend special time with other "target" chapters who may be over the minimum but are ripe for growth. We should see increases in the Average Chapter Size by utilizing this strategy.

**IV. CHAPTERS OF PARTICULAR CONCERN**

**OKLAHOMA - ALPHA ALPHA CHAPTER**

- Overall strong Greek system
- Return with 16 members
- #1 priority for Tom Welsh

We believe that the strong Oklahoma Greek System along with the fact that we own a good house there makes Alpha Alpha a prime candidate for great growth this year. This is Tom Welsh's top priority this year, and the goal is to bring the chapter to 45 men by year end.

**BALDWIN-WALLACE - ALPHA MU CHAPTER**

- Slowly improving Greek System
- Return with 10 members
- Very poor leadership

Alpha Mu has been hanging on by a thread, but pledged six men this spring to show a sign of promise. We have not met the new men and haven't determined their potential yet. An early fall visit will be made to determine a service plan.

**CHARLESTON - GAMMA MU CHAPTER**

- Poor Greek System
- Return with 15 men
- School enrollment up, 350 freshmen this year versus 150 last year

The environment at Charleston is improving and may finally give us a chance to succeed. The school has new life as reflected in the enrollment statistics. In addition, Gamma Mu had a good spring rush and returns with twice as many men as last year. We will spend time with the new members organizing them and teaching rush.

**CONCORD - GAMMA PHI CHAPTER**

- Weak Greek System
- Return with 5 men
- Poor leadership

We will make an early fall effort to involve area alumni in helping the chapter to rush. Without some special effort by alumni or undergraduates this year, the chapter's future is very bleak.

**FRANCIS MARION - DELTA KAPPA CHAPTER**

- Moderately strong Greek System
- Commuter Campus
- Return with 11 men
- Chartered 1982

Tom Welsh will visit early this fall to get the men ready for rush. At the same time he will analyze our prospects of starting all over there if the current members fail.

## CHAPTER CHECK LIST

August, 1985

CHAPTERS	Year-End Size			Returning 1985-86
	1982-83	1983-84	1984-85	
<u>Province I</u>				
Univ. of California, Berkeley Nu	44 Very Str.	35 Strong	39 Strong	35
Univ. of California, Los Angeles Alpha Zeta	14 New	40 Colony	29 New	26
Oregon State University Psi	57 Average	50 Average	72 Strong	61
Univ. of Washington Mu	91 Very Str.	83 Very Str.	87 Very Str.	70
<u>Province II</u>				
Iowa State University Phi	50 Strong	55 Strong	52 Strong	51
Univ. of Missouri Alpha Theta	35 Average	39 Average	39 Weak	37
Missouri Valley College Alpha Omicron	30 Weak	24 Weak	35 Average	31
Univ. of Oklahoma Alpha Alpha	14 Very Weak	14 Very Weak	17 Very Weak	16
<u>Province III</u>				
Univ. of Illinois Eta	41 Strong	50 Strong	57 Strong	38
Illinois Inst. of Tech. Alpha Xi	23 Very Weak	22 Weak	29 Average	28
Indiana University Gamma Chi	76 Strong	75 Strong	61 Average	50
Loyola University Delta Alpha	33 Average	31 Weak	48 Weak	45
Purdue University Alpha Pi	125 Very Strong	108 Very Str.	104 Very Str.	89

Chapter Check List - Page 2

	<u>1982-83</u>	<u>Year-End Size</u> <u>1983-84</u>	<u>1984-85</u>	<u>Returning</u> <u>1985-86</u>
<u>Province IV</u>				
Lawrence Inst. of Tech. Gamma Psi	19 Weak	30 Average	33 Average	25
Univ. of Michigan Theta	17 Weak	30 Average	36 Average	35
Univ. of Toledo Beta Rho	65 Average	63 Average	59 Average	52
Tri-State Univ. Beta Omicron	21 Weak	19 Average	24 Weak	19
<u>Province V</u>				
Baldwin-Wallace College Alpha Mu	10 Very Weak	9 Very Weak	11 Very Weak	10
Bowling Green St. Univ. Gamma Zeta	33 Average	44 Strong	35 Strong	30
Ohio Northern Univ. Gamma Alpha	47 Strong	39 Average	34 Average	31
Ohio State Univ. Zeta	17 Average	19 Weak	20 Weak	13
<u>Province VI</u>				
Bethany College Beta Gamma	37 Strong	51 Strong	45 Strong	37
Univ. of Charleston Gamma Mu	10 Very Weak	10 Very Weak	18 Very Weak	15
Davis & Elkins College Gamma Delta	22 Average	26 Average	33 Average	23

## Chapter Check List - Page 3

Province VI (Cont'd)

	Year-End Size		1984-85	Returning 1985-86
	1982-83	1983-84		
Marietta College Delta	51 Weak	44 Weak	50 Weak	42
Marshall University Beta Delta	30 Average	33 Weak	22 Average	21
Rio Grande College Delta Epsilon	41 Strong	30 Average	27 Average	24
Slippery Rock Univ. Delta Delta	16 Weak	27 Weak	19 Weak	17
Westminster College Alpha Nu	88 Strong	81 Average	59 Average	38

Province VII

Atlantic Christian Coll. Gamma Lambda	17 Average	23 Average	24 Average	18
Concord College Gamma Phi	21 Weak	18 Very Weak	10 Very Weak	5
East Carolina Univ. Delta Eta	36 Average	42 Average	46 Average	41
Longwood College Delta Iota	35 Average	31 Average	37 Strong	34
North Carolina St. Univ. Beta Zeta	21 Average	18 Weak	19 Weak	15
Radford University Delta Theta	36 Average	45 Very Str.	55 Strong	43
Wake Forest University Beta Mu	57 Strong	71 Very Str.	68 Strong	53

Province VIII

Francis Marion College Delta Kappa	19 Weak	13 Very Weak	11 Very Weak	11
Univ. of Miami Gamma Theta	26 Weak	28 Average	30 Weak	24
UNC-Charlotte Delta Zeta	11 Very Weak	20 Weak	38 Average	35

Chapter Check List - Page 4

Province VIII (Cont'd)

	Year-End Size			Returning
	<u>1982-83</u>	<u>1983-84</u>	<u>1984-85</u>	<u>1985-86</u>
Presbyterian College Alpha Psi	25 Average	28 Average	19 Weak	13
Tulane University Gamma Omicron	20 Very Weak	24 Weak	24 Weak	18

Province IX

American University Beta Chi	26 Weak	28 Average	32 Average	25
Lehigh University Beta Epsilon	56 Very Strong	54 Very Str.	59 Very Str.	46
New Jersey Inst. of Tech. Alpha Rho	36 Strong	29 Weak	36 Average	29
Rutgers University Beta Theta	54 Average	51 Average	42 Average	36
Stevens Inst. of Tech. Alpha Tau	44 Average	45 Strong	37 Average	34
Widener University Gamma Xi	55 Weak	42 Weak	59 Average	40
Stockton State College Delta Lambda	17 New	28 Colony	25 New	20

Province X

Cornell University Iota	68 Strong	62 Strong	63 Very Str.	50
Hartwick College Beta Xi	45 Average	38 Weak	40 Weak	27
Lycoming College Gamma Rho	46 Weak	37 Average	52 Average	39
Pennsylvania State Univ. Upsilon	62 Very Strong	55 Strong	59 Strong	47
R. P. I. Beta Psi	49 Strong	45 Average	48 Average	36

## REPORT ON EXPANSION

Our increased staff size this year has allowed us to start paying some attention to the Expansion area for the first time in a few years. In addition to working with weak chapters, Tom Welsh is working on developing our Expansion Program.

As a starting point in the redevelopment of the program, Tom and I have drafted a mission statement for your review and revision or approval.

### Expansion Mission Statement

Alpha Sigma Phi believes that our ideals and purposes, summarized in the motto "To Better The Man," fill dramatic needs at American colleges and universities.

Therefore, it is one of Alpha Sigma Phi's missions to reactivate or start chapters at any four year accredited undergraduate college or university at which:

- We can fill unmet needs on campus.
- A successful chapter can be maintained.
- We can provide quality staff support for recruitment, education, growth, and long term development.
- We can help to provide alumni support services and required housing.

### Implementation

Our first challenge is to develop a marketing strategy for expansion. Tom will have a final report on our strategy completed by our December meeting, and initial implementation of it will have begun by then. The objective of the strategy will be to identify institutions which have a high probability of meeting our mission statement standards, and to encourage those institutions to allow us to expand there.

Once this strategy is fully implemented then we will be generating a great deal of information on prospective sites. We believe that the Grand Council, or one of its committees, should review the sites we study and decide how well they meet the four factors outlined in the mission statement. These sites could then be ranked in priority order.

How much expansion should we do? Should we spend more time instead working with weak chapters or increasing the average chapter size? These age old questions highlight the importance of "balancing" expansion and chapter needs. I believe that, with current staffing, we can expand at a rate of 2-3 colonies per year and still make headway with weak chapters and the average chapter size. As we add more staff, we can increase that number and still keep a good "balance." We should annually review how well we are "balancing," and set our goals for the number of new chapters based on opportunities and needs.



Current Prospects

Indiana University/Purdue University at Indianapolis. We have been selected as one of three fraternities to start the Greek System at I.U.P.U.I. this year. Tom Welsh is scheduled to start recruiting men on this commuter campus in the spring.

Yale University. Two other national fraternities have colonized recently at Yale and they have told us that conditions there are great for more growth. While the university does not support fraternities, they do not prohibit them. We are very excited about the prospect of bringing Alpha back. Tom will visit New Haven this fall to see if colonization this winter is a possibility.

University of Iowa. We are still scheduled to reactivate Alpha Beta Chapter in the fall of 1986 as a result of a competition ranking from last year. Tom will visit this year to set plans for next year.

Carnegie-Mellon University. Unfortunately, the university has decided that there will be no expansion here in 1985-86. There may be a possibility of expansion next year, but the enthusiasm that the IFC Advisor had for it last spring has evidently been thwarted by other administrators.

REPORT ON THE PROVINCE PROGRAM

The Grand Province Chiefs

Province I

Robert W. Kutz, California '67  
James Hammond, Washington '66, Associate Chief

Province II

Brad A. Barling, Iowa State '80  
Brian Hawk, Iowa State '78, Associate Chief  
Brian Chambless, Oklahoma '78, Associate Chief

Province III

Brian W. Jump, Indiana '77

Province IV

Gary Lewis, Lawrence Tech '72

Province V

Robin Clark, Ohio State '68  
Chris Koch, Indiana '79, Associate Chief

Province VI

Larry Spees, Ohio Wesleyan '57  
Alan Breedlove, Penn State '77, Associate Chief

Province VII

Don Blevins, Marshall '70

Province VIII

Vacant

Province IX

Vacant

Province X

Otto Sonder, American '47

Four new Grand Province Chiefs have been recruited and appointed by Director of Provinces **Charles Vohs, Penn State '75** over the past three months. Province VIII and IX are the only vacancies at this time. The Province IX position was just vacated in June when Bob Cabello moved to Illinois.

The top priorities of the Province Program are now: 1) Fill the two Grand Province Chief vacancies, 2) Hold effective Province Conclaves, 3) Recruit Grand Chapter Advisors, and 4) Recruit Assistant Grand Province Chiefs. At least six of the eight Grand Province Chiefs will attend NEC '85. Director of Provinces Vohs and the Chiefs will be meeting on Saturday to set their plans for the year. A copy of their program for the day is attached.

It is recommended by Director Vohs that Grand Province Chiefs attending the Ed Conference be formally recognized by the Grand Senior President in a ceremony befitting a volunteer acting as the spokesman for the Grand Senior President in his province. Symbols of that authority should be presented to each Grand Province Chief as outward signs to the membership of their responsibilities. It is also recommended that current Grand Province Chiefs be recognized for their past service to the Fraternity.

The redeveloped job descriptions we reviewed in March have been sent out to all Grand Province Chiefs and Grand Chapter Advisors, and were well received. The success of the program will depend upon how accountable The Grand Council makes Director of Provinces Vohs for carrying out his specifically prescribed duties, how accountable Director Vohs holds the Grand Province Chiefs, and how accountable they hold the Grand Chapter Advisors.

Like any "pyramid," our volunteer network will be as effective as the push it's given from the top. The finalized "Volunteer Network" booklet we developed in March is attached for your review.

## GRAND PROVINCE CHIEF TRAINING PROGRAM

### I. Province Program

- A. Philosophy
- B. Goal
  - 1. Objectives
- C. Structure
- D. Province Chiefs as:
  - 1. Advisor
  - 2. Coordinator
  - 3. Interface with other National officers

### II. Reporting

- A. To National Office and Grand Council
- B. To Chapters
- C. Chapters:
  - 1. To Grand Council and National Office

### III. Finances

- A. Province Budget
- B. Reimbursements

### IV. Insurance Program

### V. Recognition

THE VOLUNTEER NETWORK OF ALPHA SIGMA PHI  
THE PROVINCE SYSTEM



It Makes Sense

Alpha Sigma Phi is a brotherhood.

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

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

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

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

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

Where You Fit In

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

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

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

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

## Where You Fit In (cont'd)

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

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

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

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

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

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

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

## Job Descriptions and Responsibilities

### THE DIRECTOR OF PROVINCES

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

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

#### THE GRAND PROVINCE CHIEFS

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

#### THE ASSISTANT GRAND PROVINCE CHIEFS

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

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

#### THE PROVINCE PRESIDENTS

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

#### THE GRAND CHAPTER ADVISORS

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



### THE FACULTY ADVISORS

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

## REPORT ON BUDGET AND FINANCE

This is the first year since 1977-78 that we have had a surplus budget result, and the fourth year in a row that we have performed better than budgeted. The last time before 1977-78 that we had a surplus was some time in the 1960's. Our exceptional surplus of \$13,464.89 was achieved this year by keeping a strict control on budgeted expenses, and outstanding income performance in the Annual Loyalty Fund, Grants from The Third Founding Endowment, Pledge and Initiation Fees and Investments. Obviously, we want to maintain these relatively new habits of surpluses and performing better than budget.

Next year's budget shows an expected surplus of \$1,165.00. It is a realistic budget, but will take hard work to achieve - particularly in the Annual Loyalty Fund area. The important and exciting aspect of this budget is that it includes two more brothers on the staff than last year. Their visits to our chapters will improve the quality of each chapter's operation and enhance the quality of every undergraduate brother's fraternity experience. It is fulfilling to see our financial work translate directly into an improved fraternal experience - our prime objective.

There are many expenses not covered in the 1985-86 Budget which we will encounter in the future. These areas, which the Finance Committee has discussed and will present at future dates, include: 1) Increased staffing, 2) More Expansion, 3) A new Headquarters 4) A new Computer System, and 5) Upgrading of The Tomahawk. Then there is always inflation, which may rear its ugly head higher at any time.

We know that we must deal with these future expense areas if we are to continue to improve our successful, quality operation. Therefore we need to continue to aggressively increase our income. We need to continue hard work in these areas:

- 1) Increasing the Endowment through Planned Giving.
- 2) Increasing the Annual Loyalty Fund.
- 3) Increasing our Average Chapter Size.

Attached to this report is the 1984-85 Budget Report and Proposed 1985-86 Budget (Attachment "A"); the Auditor's Financial Statement (Attachment "B"); Accounts Receivable reports for the General Fund (Attachment "C"), Emergency Fund (Attachment "D"), and ASP Corporation (Attachment "E"), and the proposed Grant Requests to the Alpha Sigma Phi Educational Foundation for 1985-86 (Attachment "F").

The Proposed 1985-86 Budget and the proposed Grant Requests to the Foundation are both recommended by the Finance Committee and need your approval. In addition, Grand Treasurer Hamburger will review our current investments and discuss recommendations for 1985-86 investments.

# ALPHA SIGMA PHI FRATERNITY, INC.

## GENERAL FUND Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual</u> <u>1983-84</u>	<u>Budget</u> <u>1983-84</u>	<u>Actual</u> <u>1984-85</u>	<u>Budget</u> <u>1984-85</u>	<u>Prop. Budget</u> <u>1985-86</u>
1. Initiation Fees	\$ 76,930.00	\$ 74,250.00	\$ 79,345.00	\$ 74,250.00	\$ 74,250.00
2. Pledge Fees	31,805.00	26,250.00	30,319.00	26,250.00	29,575.00
3. Chapter Fees	2,340.00	2,340.00	2,295.00	2,340.00	2,340.00
4. Undergrad. Dues	53,620.00	50,750.00	59,400.00	60,000.00	60,000.00
5. Loyalty Fund (net)	59,227.73	58,500.00	66,002.73	62,000.00	82,500.00
6. Merchandise (net)	1,520.25	800.00	3,040.16	800.00	1,500.00
7. Investments and Interest	13,399.96	11,000.00	<del>16,042.89</del>	10,500.00	13,500.00
8. Parking Rentals	2,281.62	2,650.00	2,331.77	2,300.00	2,200.00
9. Services to Organizations	15,400.00	15,400.00	15,400.00	15,400.00	15,400.00
10. Grants	-	-	9,197.27	6,000.00	18,000.00
11. Miscellaneous	<u>3,351.68</u>	<u>1,000.00</u>	<u>3,422.32</u>	<u>1,000.00</u>	<u>1,500.00</u>
TOTAL INCOME:	\$ 259,876.24	\$ 242,940.00	\$ <del>286,796.14</del> <sup>285,252.87</sup>	\$ 260,840.00	\$ 300,765.00
TOTAL EXPENSES:	<u>266,430.84</u>	<u>282,900.00</u>	<u>273,331.25</u>	<u>269,400.00</u>	<u>299,600.00</u>
GAIN (LOSS):	(\$ 6,554.60)	(\$ 39,960.00)	\$ <del>13,464.89</del> <sup>11,921.62</sup>	(\$ 8,560.00)	\$ 1,165.00

ALPHA SIGMA PHI FRATERNITY, INC.

GENERAL FUND  
Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual 1983-84</u>	<u>Budget 1983-84</u>	<u>Actual 1984-85</u>	<u>Budget 1984-85</u>	<u>Prop. Budget 1985-86</u>
1. Salaries	\$116,165.54	\$120,000.00	\$ 96,053.20	\$ 97,500.00	\$125,500.00
2. Unemployment Compensation	2,186.50	2,200.00	1,989.53	1,900.00	2,600.00
3. Employees A & H Insurance	3,014.56	2,400.00	2,153.36	1,600.00	2,900.00
4. Social Security Tax	7,963.89	8,050.00	6,785.08	6,850.00	9,000.00
5. Pension	2,400.00	2,400.00	3,600.00	3,600.00	3,600.00
6. Utilities	2,534.01	2,200.00	2,233.32	2,600.00	2,600.00
7. Bldg, Maint & Property Tax	3,118.95	1,150.00	1,317.87	1,500.00	1,500.00
8. Telephone	11,939.50	12,000.00	9,420.39	12,000.00	9,000.00
9. Postage	6,662.60	7,800.00	7,910.66	6,600.00	9,000.00
10. Office Supplies & Printing	12,688.36	12,200.00	15,371.16	13,500.00	15,500.00
11. Computer Service	3,496.15	3,100.00	3,139.21	3,300.00	3,800.00
12. Audit & Legal	2,440.19	2,800.00	3,934.18	2,800.00	2,900.00
13. Insurance					
a. General	4,195.39	4,400.00	1,268.97	3,300.00	2,400.00
b. Association	-	500.00	-	500.00	-
14. Publications					
a. Tomahawk	15,993.81	27,000.00	40,007.96	38,000.00	32,000.00
b. Ritual Project	4,722.75	-	-	-	-
c. TBTM	2,620.81	3,500.00	3,881.39	9,500.00	1,000.00
15. Chapter Services					
a. Executive Director travel	1,353.82	1,800.00	2,590.02	2,300.00	1,800.00
b. Dir. Chapt. Dev. travel	1,352.09	3,500.00	-	-	4,000.00
c. Chapt. Lead. Cons. travel	6,936.62	6,800.00	7,876.19	6,800.00	13,600.00
d. Staff Housing	1,200.00	1,200.00	1,300.00	1,200.00	3,600.00
e. G.C., Others travel	1,330.60	2,950.00	385.40	2,200.00	2,000.00
f. Program Costs & Gen. Op.	1,696.43	1,600.00	4,219.96	1,800.00	3,000.00
16. Expansion					
a. Staff travel	1,357.63	1,000.00	501.75	1,200.00	1,500.00
b. Others travel	601.04	1,700.00	720.61	1,700.00	1,000.00
c. Program Costs & Gen. Op.	486.53	2,900.00	1,869.70	2,000.00	500.00

GENERAL FUND

Expenses - Page 2

EXPENSES (cont.)	Actual 1983-84	Budget 1983-84	Actual 1984-85	Budget 1984-85	Prop. Budget 1985-86
17. Alumni Dev. & Third Founding					
a. Executive Director travel	1,211.61	4,750.00	3,036.87	4,750.00	2,000.00
b. Dir. Alumni Dev. travel	7,950.17	7,500.00	<del>206.23</del>	-	-
c. Research	-	500.00	-	250.00	-
d. Prog. Costs & Genl. Op.	4,687.84	6,100.00	14,303.25	7,250.00	3,000.00
e. Others travel	968.12	1,000.00	<del>1,776.96</del> 1983.19	1,500.00	500.00
18. Interfraternity					
a. Dues	1,739.10	1,800.00	1,688.50	1,900.00	1,900.00
b. Travel & Meetings	3,740.75	3,000.00	3,850.11	3,000.00	3,300.00
19. Chapter Programming					
a. Province System	190.89	3,300.00	187.29	3,300.00	9,000.00
b. Scholarship	-	300.00	592.40	500.00	300.00
c. Career Development	654.77	300.00	-	600.00	300.00
20. Conferences & Exec. Meetings	6,878.41	4,200.00	5,936.75	5,300.00	6,800.00
21. Automobile	3,497.48	3,500.00	4,200.45	3,800.00	5,200.00
22. Insignia (\$16.25 X 675)	10,015.15	10,500.00	10,689.00	11,000.00	11,000.00
23. Newsletter Service	-	-	1,677.47	1,000.00	1,000.00
24. Doubtful Accounts	400.00	500.00	4,861.81	500.00	500.00
25. Miscellaneous	1,645.50	500.00	1,665.62	500.00	500.00
26. National Meetings (net)	(281.99)	-	128.63	-	-
27. Computer Purchase	4,675.27	-	-	-	-
TOTAL EXPENSES:	\$ 266,430.84	\$ 282,900.00	\$ 273,331.25	\$ 269,400.00	\$ 299,600.00

ALPHA SIGMA PHI FRATERNITY, INC.  
and  
ALPHA SIGMA PHI EDUCATIONAL FOUNDATION

FINANCIAL STATEMENTS

JUNE 30, 1985 & 1984

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, 1985 and 1984 and the related statements of fund revenues, expenses, reimbursements 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, 1985 and 1984 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, 1985 and 1984 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 & II 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.*  
ZERBE, WOLF, ROGERS & CO.  
Certified Public Accountants

July 24, 1985

Alpha Sigma Phi Fraternity, Inc.  
and  
Alpha Sigma Phi Educational Foundation  
Balance Sheets  
June 30, 1985 and 1984

ASSETS

	<u>1985</u>	<u>1984</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>		
Cash, including savings, and other interest bearing accounts of \$3,127 in 1985 and \$25,929 in 1984	\$ 8,589	35,845
Certificates of deposits and money market funds	154,833	2,793
Notes and accounts receivable:		
Notes receivable	25,681	17,290
Accounts receivable	30,008	30,376
National insurance premium receivable	12,168	-0-
	<u>67,857</u>	<u>47,667</u>
Less allowance for doubtful receivables	( 4,800)	( 2,900)
Total notes and accounts receivables	<u>63,057</u>	<u>44,767</u>
Publications and jewelry inventories, at cost	5,798	4,801
Prepaid insurance	599	859
Investment securities at cost (market-\$10,000 in 1985)	10,000	154,701
Investment in A-S-P Corporation, at cost (Note 4):		
A-S-P Corporation, 4% debeture bonds	10,600	10,000
A-S-P Corporation stock	51,500	51,500
Total investment in A-S-P Corporation	<u>62,100</u>	<u>61,500</u>
Property and equipment, at cost:		
Land	14,294	14,294
Building	14,812	14,812
Equipment and vehicle	49,546	47,164
	<u>78,652</u>	<u>76,270</u>
Less accumulated depreciation	36,784	33,653
Net property and equipment	<u>41,868</u>	<u>42,617</u>
	<u>\$346,844</u>	<u>347,883</u>
	=====	=====

Alpha Sigma Phi Educational Foundation

Cash in interest bearing accounts	9,854	135,269
Certificates of deposit and money market funds	325,577	1,000
Interest Receivable	8,071	-0-
Investment securities, at cost (market \$23,096 in 1985)	23,197	62,197
A-S-P Corporation, 4% debenture bonds (Note 4)	7,300	7,300
Equipment, at cost	7,000	-0-
Less accumulated depreciation	700	-0-
Net equipment	<u>6,300</u>	<u>-0-</u>
	<u>\$380,299</u>	<u>205,766</u>
	=====	=====

See accompanying notes to financial statements



Alpha Sigma Phi Fraternity, Inc.  
and  
Alpha Sigma Phi Educational Foundation  
Balance Sheets  
June 30, 1985 and 1984

LIABILITIES AND FUND BALANCES

	<u>1985</u>	<u>1984</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>		
Installment notes payable	\$ 11,323	6,268
Accounts payable	2,889	1,423
National insurance premium payable	10,897	-0-
Due to A-S-P Corporation	-0-	12,735
Alabama Alumni escrow account	31,221	29,594
Deposits, refundable and non-refundable	5,007	2,607
Accrued expenses	1,524	2,044
Deferred income	<u>10,932</u>	<u>19,572</u>
Total liabilities	<u>73,793</u>	<u>74,243</u>
Fund balances (Note 2):		
Designated by the Grand Council for:		
Long-term investments	141,500	151,066
Investment in A-S-P Corporation	62,100	61,500
Emergency loans to chapters	25,700	17,300
Property and equipment	30,546	36,348
Total	<u>259,846</u>	<u>266,214</u>
Undesignated	13,206	7,426
Total Fund balances	<u>273,052</u>	<u>273,640</u>
	 \$346,844	 347,883
	=====	=====

Alpha Sigma Phi Educational Foundation

Restricted Fund balances (Note 3):

Non-expendable:		
3rd Founding	318,762	153,699
Ralph F. Burns Fund	30,208	30,208
Other	16,000	16,000
Total	<u>364,970</u>	<u>199,907</u>
Expendable:		
Designated	9,500	-0-
Undesignated	5,829	5,859
Total	<u>15,329</u>	<u>5,859</u>
Total Fund balance	<u>380,299</u>	<u>205,766</u>
	 \$380,299	 205,766
	=====	=====

Alpha Sigma Phi Fraternity, Inc.  
and  
Alpha Sigma Phi Educational Foundation  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances (continued)  
Years Ended June 30, 1985 and 1984

	<u>1985</u>	<u>1984</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>		
Revenues:		
Annual dues	\$ 59,400	53,620
Initiation fees	79,345	76,930
Pledge fees	30,319	31,805
Chapter fees	2,295	2,340
Management fee	15,400	17,634
Sales of merchandise and jewelry	13,220	12,120
Gross profit on National Insurance Program	552	
Interest and dividend income	14,500	12,014
Other	6,260	7,070
Total revenues	<u>221,291</u>	<u>213,533</u>
Expenses:		
Salaries and employee benefits	112,488	132,930
Facilities and equipment, including depreciation	16,038	18,013
Telephone	9,420	11,939
Postage	7,911	6,662
Office supplies and expense	15,383	14,923
Professional	3,934	2,440
Cost of merchandise and jewelry	10,179	10,600
New member jewelry	10,689	10,015
Tomahawk publication	40,008	15,994
Interest expense	1,592	1,325
Bad debts, net of recoveries	3,662	400
Chapter services	16,734	12,149
Educational conference	-0-	8,552
National convention	129	-0-
Expansion	3,092	2,445
Interfraternity	5,539	5,480
Grand Council meetings and conferences	5,937	6,878
Province program	187	191
Loss on sales of securities	8,966	6,015
"To Better The Man" project	3,882	2,621
Miscellaneous	1,986	6,735
Total expenses	<u>277,756</u>	<u>276,307</u>
Reimbursement from Alpha Sigma Phi Educational Foundation:		
Educational conference	-0-	9,000
Third founding expenses	9,677	-0-
Educational grants	46,200	34,150
Total reimbursements from Alpha Sigma Phi Educational Foundation	<u>55,877</u>	<u>43,150</u>
Excess of expenses over revenues and reimbursements	( 588)	( 19,624)
Alpha Sigma Phi Fraternity, Inc. fund balance:		
Beginning of fiscal year	273,640	293,264
End of fiscal year	<u>\$273,052</u>	<u>273,640</u>
	=====	=====

Alpha Sigma Phi Fraternity, Inc.  
and  
Alpha Sigma Phi Educational Foundation  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1985 and 1984

	<u>1985</u>	<u>1984</u>
Alpha Sigma Phi Educational Foundation		
Revenues:		
3rd Founding contributions	\$165,062	72,948
Loyalty fund campaign contributions	89,091	81,999
Interest and dividend income	28,961	10,415
Gain(loss) on sale of securities	( 1,968)	<u>170</u>
Total revenues	<u>281,146</u>	<u>165,532</u>
Expenses:		
3rd founding campaign expenses	19,916	17,873
Loyalty fund campaign expenses	23,595	24,207
Administration	6,375	6,361
Scholarship awards and grants	<u>850</u>	<u>900</u>
Total expenses	<u>50,736</u>	<u>49,341</u>
Reimbursement to Alpha Sigma Phi Fraternity, Inc.:		
Educational conference	-0-	9,000
Third Founding campaign expenses	9,677	-0-
Educational grants	<u>46,200</u>	<u>34,150</u>
Total reimbursements to Alpha Sigma Phi Fraternity, Inc.	<u>55,877</u>	<u>43,150</u>
Excess of revenues over expenses and reimbursements	174,533	73,041
Alpha Sigma Phi Educational Foundation fund balance:		
Beginning of fiscal year	<u>205,766</u>	<u>132,725</u>
End of fiscal year	\$380,299 =====	205,766 =====

See accompanying notes to financial statements

Alpha Sigma Phi Fraternity, Inc.  
and  
Alpha Sigma Phi Educational Foundation  
Notes to Financial Statements  
June 30, 1985 and 1984

(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. 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.

(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, and 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, 1985 and 1984

(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, 1985 and 1984 for the years then ended are as follows:

A-S-P Corporation  
Balance Sheets  
June 30, 1985 and 1984

ASSETS

	<u>1985</u>	<u>1984</u>
Mortgages and bonds receivable (secured)	\$ 35,869	39,861
Less allowance for doubtful accounts	<u>8,000</u>	<u>8,000</u>
Net receivables	27,869	31,861
Rental Property at cost (pledged) net of accumulated depreciation of \$13,959 in 1985	75,537	78,328
Due from Alpha Sigma Phi Fraternity, Inc.	-0-	12,735
Cash in interest bearing accounts	25,276	10,499
Refundable Federal income taxes	<u>1,030</u>	<u>1,030</u>
	\$129,712	134,453
	=====	=====

LIABILITIES AND STOCKHOLDER'S EQUITY

13.5% Mortgage note payable (secured) due September, 1985	46,656	49,036
4% Debenture bonds, due September 1, 1986	18,700	18,700
Total liabilities	<u>65,356</u>	<u>67,736</u>
Stockholder's equity:		
Common stock, without par value.		
Authorized 5000 shares; issued and outstanding 515 shares	51,500	51,500
Retained earnings	<u>12,856</u>	<u>15,217</u>
Total stockholder's equity	<u>64,356</u>	<u>66,717</u>
	\$129,712	134,453
	=====	=====

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, 1985 and 1984

	<u>1985</u>	<u>1984</u>
Revenues:		
Rent	\$ 12,988	10,500
Interest on mortgages and bonds	2,215	8,944
Interest on savings accounts and investment	<u>901</u>	<u>824</u>
Total revenues	16,104	20,268
Expenses:		
Interest	7,292	7,583
Administrative services	7,381	7,205
Depreciation of rental properties	2,792	2,792
Professional	960	900
Taxes	<u>40</u>	<u>30</u>
Total expenses	<u>18,465</u>	<u>18,510</u>
Net income (loss)	( 2,361)	1,758
Retained earnings, beginning of fiscal year	<u>15,217</u>	<u>13,459</u>
Retained earnings, end of fiscal year	\$ 12,856 =====	15,217 =====

A-S-P Corporation  
Notes to Financial Statements  
June 30, 1985 and 1984

(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 \$4,100 to offset future taxable income which carryforwards expire in 1998.

Alpha Sigma Phi Fraternity, Inc.  
and  
Alpha Sigma Phi Educational Foundation  
Investment Securities  
June 30, 1985

Schedule I

	<u>Par Value Shares</u>	<u>Cost</u>	<u>Market Value</u>
<u>Alpha Sigma Phi Fraternity, Inc.</u>			
Corporate bonds:			
Ford Motor Credit Corp., 8.85% notes, August 8, 1985	\$ 10,000 =====	10,000 =====	10,000 =====
<u>Alpha Sigma Phi Educational Foundation</u>			
Corporate bonds:			
General Telephone of California, 1st Mortgage, Series U, 7.125%, 1998	\$ 5,000	5,000	3,525
Public Service of Indiana, Inc. 1st Mortgage, Series P, 7.125%, 1999	<u>5,000</u>	<u>5,000</u>	<u>3,144</u>
Total Corporate bonds		10,000	6,669
Corporate stocks:			
Cleveland Electric Illuminating	100	2,249	2,325
Sara Lee (formerly Consolidated Foods)	110	2,461	4,744
Milton Roy Company	150	2,500	1,782
Texaco, Inc.	<u>200</u>	<u>5,987</u>	<u>7,576</u>
Total corporate stocks		<u>13,197</u>	<u>16,427</u>
Total Investment Securities		23,197 =====	23,096 =====

See accompanying notes to financial statements

Alpha Sigma Phi Fraternity, Inc.  
National Insurance Program  
June 30, 1985

Schedule II

Revenue (November 1, 1985 thru June 30, 1985)	\$42,334
Cost of insurance	<u>40,582</u> 1,752
Bad debt expense	<u>( 1,200)</u>
Gross profit from program	\$ 522 =====

See accompanying notes to financial statements



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

<u>Chapters</u>	<u>Balance prior to 7/1/84</u>	<u>Balance 7/24/85</u>
Charleston	\$ 755.82	\$1,403.06
Concord	1,767.00	2,497.26
Francis Marion	530.02	1,200.28
Indiana		660.00
Loyola	4,890.30	7,809.40
<sup>1</sup> Marietta	1,891.62	2,651.62
<sup>1</sup> Michigan		1,128.55
NC State		830.00
Ohio Northern		1,149.50
Ohio State		330.00
Oklahoma		535.70
<sup>1</sup> Presbyterian		298.03
Toledo		633.10
Tri-State		641.60
Wake Forest		405.00
	<hr/> \$9,834.36	<hr/> \$22,173.10

<sup>1</sup>Promissory Note secured for payment.

ALPHA SIGMA PHI FRATERNITY, INC.  
EMERGENCY FUNDAccounts Receivable

<u>Chapter</u>	<u>Date of Note</u>	<u>Balance 7/24/85</u>	<u>Delinquent Balance</u>
California	7/11/84	\$19,874.82	
East Carolina	6/27/84	663.69	\$ 663.69
Marshall	12/15/82	651.08	298.62
Missouri	1/26/84	<u>4,554.22</u>	3,909.40
		\$25,743.81	

## ALPHA SIGMA PHI FRATERNITY, INC.

## A-S-P CORPORATION

Accounts Receivable

Chapter	Date of Mortgage	Principal Balance 7/24/85	Delinquent Principal	Balance Interest
Eastern Michigan (assigned to L.W. Anderson)	6/1970	\$ 437.50	\$ 437.50	\$ 7.65
Illinois	6/1984	7,858.27		
Loyola	9/1968 & 7/1975	7,072.29	7,072.29	530.40
Oklahoma	5/1984	<u>20,501.23</u>	3,160.98	1,352.72
		\$35,869.29		

Rent Receivable

Miami	\$ 1,500.00
Widener	9,899.00

TO: The Finance Committee

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

RE: 1985-86 Foundation Grant Requests

DATE: June 22, 1985

The following are grants we may consider requestings from the Alpha Sigma Phi Educational Foundation for the 1985-86 fiscal year.

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.)	5,500.00
3. Expenses related to The Third Founding Campaign. (Reimbursements made upon re- ceipts and invoices submitted.)	25,000.00
4. Support for a Chapter Leadership Consultant ( <u>Foundations of Excellence</u> , p. 6.)	24,000.00
5. Expenses of Staff and Volunteers performing Chapter Leadership Consultant activities.	12,500.00
6. Partial publication costs of <u>The Tomahawk</u> , An Educational Journal.	15,000.00
7. Educational Materials and Manuals ( <u>Foundations of Excellence</u> , p.p. 4-5.)	3,200.00
8. The Province Program ( <u>Foundations of Excellence</u> , p. 10.)	6,000.00
9. Publication costs, storage, and distribution of the manual <u>To Better The Man</u> .	6,500.00
10. The Scholarship Program ( <u>Foundations of Excellence</u> , p. 8.)	250.00
11. The Career Development Program ( <u>Foundations of Excellence</u> , p. 11.)	250.00
12. Administrative Reimbursements	<u>\$ 20,000.00</u>
TOTAL	\$119,400.00

## REPORT ON THE NATIONAL INSURANCE PROGRAM

While I remain convinced that the National Insurance Program is an important addition to our operation, it has created more work for the staff and additional issues for the Grand Council to deal with. The consolation, I suppose, is only in reviewing the alternative. In our case, the alternative would probably include our discussing how to pay for or defend a \$250,000 lawsuit at Illinois Tech at this meeting. Given the alternative, I suppose our problems with the program are small. However, these problems do include accounts receivable, new property insurance rates, and new liability insurance rates.

Currently, 16 chapters owe us \$12,068.00 for their insurance premiums. As you can see, from the attached list (Attachment "A"), the majority is owed by three chapters, Oklahoma, Missouri, and Purdue. Oklahoma and Missouri have communicated that they intend to pay, but are having problems putting the money together. Perhaps we should start a policy of a 1-1/2% service charge on all accounts past due 30 days. I will have a report on Purdue for you at the meeting. All the other chapters acknowledge that they owe for the insurance and will be paying soon.

Appraisers hired by James R. Favor and Company reviewed every property location enrolled in the program and completed a property replacement valuation along with an engineering report. These reports and surveys were recently sent to every chapter explaining that their 1985-86 rates would be based on the new values. A summary of the property value increases is attached (Attachment "B"). As you can see, many of our chapters will experience major increases in premiums based on the new valuations.

Jim Favor has recently confirmed to me that our liability premium will exactly double. Evidently, this is due to the liability climate, although he said our Illinois Tech incident certainly doesn't help. Last year we apportioned the costs of liability in this manner: \$18/man for chapters with houses, \$300 for chapters without houses over 20 members, and \$200 for chapters without houses under 20 members. This method still seems equitable, and if we double the amounts it will cover our 1985-86 costs. If you decide to use this method we should probably make some time to discuss it with the brothers at the NEC.

I recently heard an attorney speak who stays abreast of national fraternity legal problems and was a little surprised to hear that he did not know of any national fraternity in the country which had not been sued in the past year. An example of this frightening liability climate is discussed in the attached report on a settlement against Alpha Kappa Lambda Fraternity (Attachment "C"). We need to do everything we can to control loss and build an insurable record.

This is an issue that will be with us for some time if not forever. One problem I have with it is my limited knowledge of insurance and legal matters. Perhaps we need to set up an advisory board of alumni corporation officers and insurance experts to advise all of us. I'd like to discuss this and other alternatives we might implement during our meeting.



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

Insurance Premiums Receivable:

Missouri	\$1773.	
Oklahoma	4472.	
Purdue	1476.	
Northern Michigan	225.	
Tri-State	306.	
Charleston	225.	
Marietta	250.	(paid 300)
Marshall	396.	
Atlantic Christian	325.	
Concord	225.	
East Carolina	225.	(paid 225)
Francis Marion	200.	
Miami	500.	
Presbyterian	440.	(NOTE-due 8/15/85)
NJIT	355.	
RPI	675.	
	<u>\$12068.</u>	

ALPHA SIGMA PHI FRATERNITY  
NATIONAL RISK MANAGEMENT & INSURANCE REPORT

PROPERTY VALUATION REPORT  
INDIVIDUAL CHAPTER LISTING

CHAPTER NAME / SCHOOL:	11/1/84 INSURED VALUE:	7/1/85 APPRAISED VALUE:	1985-86 VALUE ADJUSTMENT:	VALUES INSURED PERCENTAGE:
DELTA MARIETTA				
ZETA OHIO STATE				
ETA ILLINOIS	\$523,000	\$667,461	\$144,461	78.36%
THETA MICHIGAN				
IOTA CORNELL	\$400,000	\$685,445	\$285,445	58.36%
MU WASHINGTON				
MAIN HOUSE	\$625,000	\$606,143	(\$18,857)	103.11%
ANNEX - FRONT	\$42,000	\$207,349	\$165,349	20.26%
ANNEX - REAR	\$42,000	\$190,097	\$148,097	22.09%
NU CAL @ BERKLEY	\$400,000	\$514,221	\$114,221	77.79%
UPSILON PENN STATE	\$468,000	\$764,861	\$296,861	61.19%
PHI IOWA STATE	\$400,000	\$663,671	\$263,671	60.27%
PSI OREGON STATE	\$400,000	\$563,982	\$163,982	70.92%
ALPHA ALPHA OKLAHOMA	\$207,000	\$268,264	\$61,264	77.16%
ALPHA ZETA COLONY U.C.L.A.				
ALPHA THETA MISSOURI				
ALPHA MU BALDWIN WALLACE				
ALPHA NU WESTMINSTER	\$133,000	\$119,596	(\$13,404)	111.21%
ALPHA XI I.I.T.				
ALPHA OMICRON MISSOURI VALLEY				
ALPHA PI PURDUE				

ALPHA RHO  
N.J. TECH.ALPHA SIGMA  
WAGNERALPHA TAU  
STEVENS TECH.ALPHA PSI  
PRESBYTERIANBETA GAMMA  
BETHANYBETA DELTA  
MARSHALLBETA EPSILON  
LEHIGHBETA ZETA  
N.C. STATEBETA THETA  
RUTGERSBETA MU  
WAKE FORESTBETA XI  
HARTWICKBETA OMICRON  
TRI STATE

MAIN HOUSE

ANNEX

BETA RHO  
TOLEDOBETA CHI  
AMERICANBETA PSI  
R.P.I.

MAIN / 28 BELLE

ANNEX / 31 BELLE

GAMMA ALPHA  
OHIO NORTHERNGAMMA DELTA  
DAVIS ELKINSGAMMA ZETA  
BOWLING GREENGAMMA THETA  
MIAMI (FLORIDA)GAMMA LAMBDA  
ATLANTICGAMMA MU  
CHARLESTONGAMMA XI  
WIDNERGAMMA OMICRON  
TULANE

GAMMA RHO

\$150,000	\$464,497	\$314,497	32.29%
\$100,000	\$367,810	\$267,810	27.19%
\$75,000	\$116,017	\$41,017	64.65%
\$150,000	\$275,782	\$125,782	54.39%
\$76,000	\$177,882	\$101,882	42.72%
\$70,000	\$120,381	\$50,381	58.15%
\$36,000	\$91,033	\$55,033	39.55%
\$35,000	\$157,194	\$122,194	22.27%
\$265,000	\$273,470	\$8,470	96.90%
\$200,000	\$252,486	\$52,486	79.21%
\$100,000	\$146,584	\$46,584	68.22%
\$160,000	\$146,473	(\$13,527)	109.24%
\$240,000	\$329,636	\$89,636	72.81%



LYCOMING

GAMMA PHI  
CONCORD

GAMMA CHI INDIANA	\$860,000	\$972,064	\$112,064	88.47%
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GAMMA PSI  
LAWRENCE TECH.

DELTA ALPHA LOYOLA	\$75,000	\$275,491	\$200,491	27.22%
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DELTA BETA  
N. MICHIGAN

DELTA DELTA  
SLIPPERY ROCK

DELTA EPSILON  
RIO GRANDE

DELTA ZETA  
N. CAROLINA CHAR.

DELTA ETA  
E. CAROLINA

DELTA THETA  
RADFORD

DELTA IOTA  
LONGWOOD

DELTA KAPPA  
FRANCIS MARION

PHI BETA COLONY  
OTTERBEIN

PHI GAMMA COLONY  
STOCKTON STATE

NATIONAL H.Q. NATIONAL	\$119,000	\$88,653	(\$30,347)	134.23%
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ALPHA SIGMA PHI FRATERNITY

NATIONAL RISK MANAGEMENT & INSURANCE REPORT

=====

PROPERTY APPRAISAL REPORT

INDIVIDUAL CHAPTER LISTING

=====

CHAPTER NAME / SCHOOL:	11/1/84 INSURED VALUE:	5/15/85 APPRAISED VALUE:	1985-86 VALUE ADJUSTMENT:	VALUES INSURED PERCENTAGE:
TOTALS:	\$6,351,000	\$9,506,543	\$3,155,543	66.81%

=====

TOTAL PRIMARY LOCATIONS:	23	COMPLETED:	23	100.00%
TOTAL SECONDARY LOCATIONS:	3	COMPLETED:	3	100.00%
TOTAL STRUCTURES:	26	COMPLETED:	26	100.00%

=====

MAY 28 1985

FARR & HICKMAN  
*Attorneys and Counselors at Law*

404 SOUTH ELSON  
KIRKSVILLE, MISSOURI 63501

HARRY C. FARR  
HOWARD M. HICKMAN  
RICK JACKSON

AREA CODE 816  
TELEPHONE  
665-7224

May 22, 1985

PERSONAL LETTER  
NOT LEGAL ADVICE  
NOT FOR GENERAL  
PUBLIC DISTRIBUTION

Mr. Philip Josephson  
Executive Director  
Alpha Gamma Rho Fraternity  
P.O. Box 20246  
Kansas City, Missouri 64195-0246

Dear Phil:

I hope this letter finds everything going smoothly with the National Headquarters in Kansas City. Sorry we missed getting together before I moved to Kirksville.

I have some information for you. You may have already felt the repercussions, if not, I am sorry to be the one to hit you with the first wave. Soon after I started work here in Kirksville I was asked to sit in on a trial involving some of the better litigators in the area. The case was a wrongful death suit by the parents of a fraternity brother against Alpha Kappa Lambda local fraternity and Alpha Kappa Lambda national fraternity. The suit alleged negligence on the part of the local and national fraternities in serving alcoholic beverages that lead to the death of one of the fraternity brothers. At the close of the evidence we all felt fairly certain that there would be no recovery. Some of the pertinent evidence was as follows:

1. The fraternity brother had a past history of alcoholic consumption prior to joining the fraternity.
2. The fraternity's practice was to keep hard liquor in a locked cabinet.
3. There was evidence that the fraternity brothers had taken car keys away from the deceased brother and on other occasions when attempts had been made to take booze away from the brother he had resisted violently.
4. On the night of his death the booze was taken away from him and placed in the cabinet but before the cabinet was locked, he wrestled the whiskey away from his brothers.

5. The brothers assisted the brother to the T.V. room where they laid him down on his stomach.
6. He later sat up and conversed with some of the other brothers and their dates.
7. He had a history of faking being drunk.

Missouri now has a comparative negligence law which allows juries to compare the relative faults of the Plaintiff and Defendants. When the jury came back they decided that the parents of the deceased brother had been damaged to the extent of \$250,000.00, and assessed fault against the deceased brother in the amount of twenty-six percent. They assessed fault against Alpha Kappa Lambda national and local at 27% and 45% respectively. The end result was that the parents were awarded \$180,000.00 in damages. In my view, the outcome was somewhat startling especially in view of the fact that this is one of the highest verdicts ever in the history of Adair County and can be attributed only to our society's changing view of the consumption of alcoholic beverages. Apparently the jury felt that any service of alcoholic beverages by the fraternity locally and the lack of a clear policy by the national fraternity subjects both of these groups to liability.

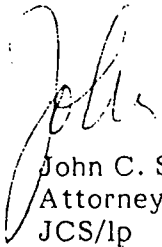
I suggest then that the fraternity review its liability insurance both in terms of liability amounts and the exclusions from liability, and that you urge the local chapters to do the same.

A lot of evidence was brought into this case comparing the policies of the national towards hazing to the lack of any clear policy regarding the consumption of alcoholic beverages. Therefore, in light of this decision it may be that AGR National's policy regarding alcoholic beverages should be just as strongly worded as its policies on hazing, if it is not now.

As a practical matter, it may be nearly impossible to stop some chapters from serving alcoholic beverages on the fraternity grounds. This being the case, I would strongly urge that local chapters appoint someone as a sort of Sergeant-at-Arms to keep a watchful eye on those drinking excessively. The responsibility should include taking the booze away from those drinking excessively and keeping a watchful eye over them until they sober up. I would also encourage the local fraternities to have BYOB parties only but if this is not acceptable, the local fraternity must keep strict control over the allocation of alcoholic beverages. You and I both know that this may be a difficult policy for local chapters to enforce, but they must be made aware of the consequences of their failure to do so, particularly in light of this verdict.

Sorry to be bearer of bad news. If you have any other questions regarding this or any other matter, please do not hesitate to give me a call.

Very truly yours,

A handwritten signature in dark ink, appearing to read "John C. Slavin", is written over the typed name.

John C. Slavin  
Attorney at Law  
JCS/lp

cc: Russell G. Mawby

## REPORT ON THE ANNUAL LOYALTY FUND

### Results and Statistics

	<u>Number of Donors</u>	<u>Gross Receipts</u>	<u>Net Receipts</u>	<u>Average Gift</u>
1980-81	1,881	\$46,673	\$34,016	\$24.81
1981-82	1,574	43,024	26,607	27.33
1982-83	1,716	51,696	40,085	30.13
1983-84	2,116	83,435	59,228	39.43
1984-85	2,147	89,091	66,003	41.50

It was another great year for the Annual Loyalty Fund! We increased our net by 11% over 1983-84 even though almost the whole spring was devoted to fundraising for The Third Founding. The spring Third Founding solicitations hurt our total number of donors. The only reason we had a small increase in donors is due to our major influx of new donors. Our goal for 1985-86 is to achieve a 20% increase in our net raised. To make this goal we need outstanding performance in our Leadership Clubs and Non-Donor Solicitations.

### Leadership Clubs

Strong leadership is the key to any successful effort.

And so it is with fundraising. Our brotherhood looks to her leaders to show the path to success. Those of us considered leaders are The Grand Council, Staff, other national volunteers, and past national volunteers.

The leadership that Brother Fitzpatrick has shown over the past two years as Chairman of The Pinnacle Club and that of Brother Varner this past year as head of the new Grand Senior President's Club has proven the importance of strong leadership. Following these examples, other brothers have responded to our leaders! This is a main reason that our Average Gift Size has increased by 38% over the past two years!!

Our "Leadership Clubs" are:

The Anniversary Club	\$ 140.00
The Pinnacle Club	250.00
Charter Member - Pinnacle Club	500.00
Grand Senior President's Club	\$1,000.00

Increasing our Average Gift Size is the #1 key to a successful Annual Loyalty Fund. We will continue our concentrated efforts to bring donors into the Leadership Clubs, and on up the ladder.

Non-Donor Solicitation

The second priority of the Annual Loyalty Fund is to bring as many new donors into our "family of donors" as possible. Last year an expensive direct mail program netted us 285 new donors, and cost us \$2.00 for every dollar raised. This year, by utilizing phonothons, we brought in 749 new donors. While final costs are still being tallied, it appears that the phonothons cost us 35 cents for every dollar raised. Quite an improvement!

We will target young alumni (1980 grads or later) for many of our non-donor phonothons this year. Our goal will be to build a habit of giving.

Phonothons have been extremely successful for us. We generally receive a 55%-60% response rate even from non-donors! There are thousands of brothers out there who have never given. We have a great undeveloped potential.

## 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
6/30/85	\$ 364,970	\$ 383,296	\$ 325,500	\$1,073,766

Congratulations. . . . .

. . . . .to each and every one of you!!!! Your personal pledges and hard work over the past years have taken The Third Founding **over** our \$1 million goal months ahead of schedule. All that phonothoning paid off!!

Special congratulations, of course, go to our chairman, Stan N. Miller! Thanks, Stan, for leading us all with your great persistence and optimism.

Four Months To Go

We have not publicly announced the success of The Third Founding yet, and will not do so until the winter issue of The Tomahawk in January. Between now and December 6th we will be encouraging all brothers to give who haven't yet.

Our primary solicitations during the fall will be concentrated on our top major donor prospects and on big givers to the Annual Loyalty Fund who have not given yet. Depending on our response to these requests, we may find our final total closer to \$1.2 million.

Celebrate!

The 140th Anniversary of our Founding at Yale in 1845 will be celebrated in Washington, DC on Friday night, December 6th, 1985. The official announcement and celebration for the success of The Third Founding will be held at this time. The memo sent out in May regarding this event, the NIC meeting, and the Grand Council meeting is attached for your review.

We have invited Today Show weatherman **Willard Scott, American '53** to be our featured speaker for the event. In that we will be meeting near his home and that many of his classmates from American still living in the area will be there, we have a chance of snaring the busy Brother Scott. Chairman Miller, Grand Senior President Morgan, and I will keep you informed.



The next 140 years

Now that we have successfully learned how to build an endowment, we must learn to build upon it. There are millions of dollars of endowment programs that will make our Fraternity greater.

It is critical that we continue to aggressively develop planned endowment giving and deferred giving programs and that they take high priority in our future operations.

### REPORT ON THE TOMAHAWK

Five issues of The Tomahawk were published during 1984-85 to put us back on our mailing schedule, and the first issue of 1985-86 - Summer '85 - was mailed out at the end of July.

Bringing The Tomahawk into the Headquarters has created a lot of additional staff work, and makes us all marvel at everything Brother Varner has done for years at such a high quality. I have tried to involve more volunteers. Starting with the Fall '85 issue **Jeff Schwind, Toledo '75** will do the layout for us. Already Brothers **Jeff Hoffman, N.C. State '76**, **Tyler Cox, Wake Forest '75**, and **Eric Jacobson, Michigan '74** are serving as volunteer reporters. Our "Managing Editor," Bev Moody, moves every issue along and the rest of the staff pitches in as possible.

During the next year, I will be submitting a plan to you for making The Tomahawk into a magazine again. I believe that this would result in increased pride among our members.

## REPORT ON THE SCHOLARSHIP PROGRAM

Director of Scholarship, Dr. Dennis R. "Skip" Parks, Baldwin-Wallace '72, has completed the Scholarship Guide this past year that is now sent to all new pledges and has designed additional scholarship awards for individuals and chapters. The new certificates will be awarded to: 1) Brothers who achieve a 4.0 (or equivalent) GPA, 2) Brothers who improve their GPA by .5 or more, 3) Chapters in the top 10% of the fraternities on campus by GPA, 4) Chapters above the All Men's GPA, and 5) Chapters who improve their GPA by .2 or more. These certificates will be awarded to all who apply and qualify; no cash award is included.

Already, Brother Parks has written the "Scholarship Tips" which will now appear in every issue of "The Old Gal Gazette" in 1985-86. The top priority for 1985-86 is the development of an undergraduate Scholarship Director's Manual that will provide practical ideas for chapters to implement to improve the scholastic performances of their members.

**REPORT ON THE 1986 NATIONAL CONVENTION**

I recommend that the 1986 National Convention be held at the University of Michigan from Wednesday, August 13 to Sunday, August 17. The university residence halls can accomodate our sleeping room and meal needs, and excellent air-conditioned meeting rooms are available in the nearby Business Administration buildings. There are numerous options available for alumni hotel accomodations, including the "Cambridge House," an on campus hotel.

The August 13-17 dates are one week later than this year and the meeting would be one day longer than any national meeting we have had since 1978. We hope that the later dates will encourage more attendance, as many brothers may just quit work early before going back to school rather than take some days off and try to return to work. The extra day will not add to our expenses dramatically and will allow us to do a great deal more educational programming. . . "To Better The Man!"

ALPHA SIGMA PHI FRATERNITY INC.  
MINUTES OF GRAND COUNCIL MEETING

December 8, 1985  
Crystal City, VA

63. CALL TO ORDER

Grand Senior President Donald R. Morgan called the meeting to order at 8:44 a.m. on Sunday, December 8, 1985.

64. ROLL CALL

Members of the Grand Council in attendance: Grand Senior President Donald R. Morgan, Grand Junior President Robert A. Sandercox, Grand Treasurer Edmund A. Hamburger, Grand Marshal Ronald W. Dollens, Grand Councilor Stan N. Miller and Grand Councilor Charles Vohs. Others in attendance were: Robert M. Sheehan, Jr., Executive Director, Thomas M. Welsh, Director of Chapter Development, Richard Kahler, Chapter Leadership Consultant and Randy Lewis, Chapter Leadership Consultant and Director of Scholarship, Dennis R. Parks. Grand Secretary James V. Fitzpatrick notified the Grand Council that he would not be able to attend the meeting.

65. APPROVAL OF MINUTES OF AUGUST 6-8, 1985 MEETING

It was moved by Brother Hamburger, seconded by Brother Miller and passed unanimously to approve the minutes of the August 6-8, 1985 meeting.

66. APPROVAL OF MAIL VOTE

It was moved by Brother Miller, seconded by Brother Sandercox, and passed unanimously to approve and record the affirmative response to Mail Vote #186 (Exhibit A).

67. REPORT ON THE NATIONAL INSURANCE PROGRAM

It was moved by Brother Miller, seconded by Brother Dollens and passed unanimously to adopt the Liability Insurance Program offered by Ron Krebs and to bill out the expenses of the program if necessary to the chapters on the same formula as agreed on in August.

It was moved by Brother Sandercox, seconded by Brother Miller and passed unanimously to accept the Report on the National Insurance Program. (Exhibit B)

It was moved by Brother Sandercox, seconded by Brother Dollens and passed unanimously that Alpha Sigma Phi once again go on record as favoring an aggressive program on alcohol abuse prevention. The Grand Council directed that the staff prepare a comprehensive program for review by the next meeting.

68. REPORT ON BUDGET AND FINANCE

It was moved by Brother Dollens, seconded by Brother Hamburger and passed unanimously to accept the report on Budget and Finance (Exhibit C). Grand Senior President Morgan appointed Dennis R. Parks as the Grand Council liaison to the Computer Committee.

69. Grand Senior President Morgan called an Executive Session of the Grand Council.

70. Grand Senior President Morgan recessed the Grand Council for lunch at 12:23 p.m.

71. The Grand Council Meeting was reconvened by Grand Senior President Morgan at 1:50 p.m.

72. It was moved by Brother Miller, seconded by Brother Sandercox and passed unanimously to approve the petition of William-Paterson College to receive Colony status as Phi Delta Colony of Alpha Sigma Phi.

It was moved by Brother Miller, seconded by Brother Vohs and passed unanimously to accept the report and recommendations of the Committee on Expansion (Exhibit D).

73. REPORT ON THE PROVINCE PROGRAM

Grand Councilor and Director of Provinces Vohs discussed the future possibilities of financing the travel of Grand Chapter Advisors to National Meetings. In the future the Finance Committee will consider this as a program to be funded by the Fraternity. It was moved by Brother Miller, seconded by Brother Hamburger and passed unanimously to accept the Report on the Province Program (Exhibit E).

74. REPORT ON CHAPTER SERVICES

It was moved by Brother Dollens, seconded by Brother Sandercox and passed unanimously to approve the Report on Chapter Services (Exhibit F).

75. REPORT ON THE ALPHA SIGMA PHI EDUCATIONAL FOUNDATION

Grand Treasurer and Educational Foundation Trustee Robert A. Sandercox reported on the following items to the Grand Council:

A) The Trustees approved the formation the Evin C. Varner, Jr. Memorial Fund which would support the publication of To Better The Man and other Fraternity educational programs.

B) The Trustees felt the best way to memorialize past Executive Director Gary A. Anderson was to name an award after him, perhaps in the area of pledge education. It was suggested that the Awards Chairman and Executive Director explore these possibilities.

C) The Trustees favor expanding the board to seven members, six of whom would have four year staggered terms. The other would be appointed by the Grand Council. The most recent Grand Senior President would chair the nominating committee for trustees and he along with the other Past Grand Senior Presidents would nominate trustees to the Board. The current Board would have the ability to advise and consent on the recommendation. The Trustees will be detailing this process and communicating with the Grand Council as necessary.

76. REPORT ON THE ANNUAL LOYALTY FUND

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

77. SPECIAL REPORT ON THE THIRD FOUNDING CAMPAIGN.

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

78. REPORT ON THE SCHOLARSHIP PROGRAM

It was moved by Brother Dollens, seconded by Brother Vohs and passed unanimously to accept the Report on the Scholarship Program (Exhibit I).

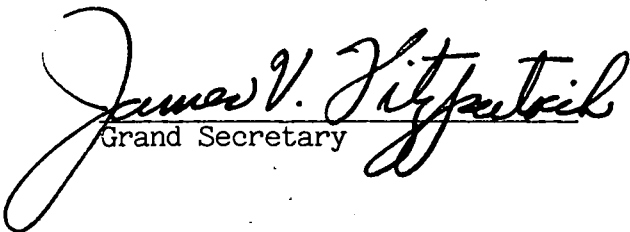
79. REPORT ON THE 1986 NATIONAL LEADERSHIP CONFERENCE AND CONVENTION

It was moved by Brother Miller, seconded by Brother Hamburger and passed unanimously to accept the Report on the 1986 National Leadership Conference and Convention (Exhibit J).

80. At 4:33 p.m. it was moved by Brother Dollens, seconded by Brother Hamburger and passed unanimously to adjourn the Grand Council Meeting.

Respectfully submitted,

Certified correct,

  
Grand Secretary

  
Executive Director

**ALPHA SIGMA PHI FRATERNITY, INC.  
GRAND COUNCIL MEETING SCHEDULE**

December 6-9, 1985  
Crystal City, VA

**Friday, December 6, 1985**

2:00 p.m. - 5:00 p.m.	Arrival of Grand Council members at Hyatt Regency Crystal City
6:00 p.m. - 7:00 p.m.	Grand Council Reception, Grand Senior President Morgan's Room
7:00 p.m. - 8:00 p.m.	Banquet Reception Regency Ballroom "E"
8:00 p.m.	The 140th Anniversary Celebration of Excellence Banquet

**Saturday, December 7, 1985**

7:30 a.m. - 9:00 a.m.	Breakfast on your own
9:00 a.m. - 10:30 a.m.	Grand Council Finance Committee Meeting, location to be announced. For others: NIC and AFA educational programs.
10:30 a.m. - 11:45 a.m.	NIC Educational Session "Let's talk about it" (Insurance to be discussed.)
12:00 Noon - 1:30 p.m.	Grand Council Undergraduate Operations Committee lunch and meeting. Location to be announced. Others: Lunch on your own.
1:30 p.m. - 3:00 p.m.	Foundation Trustees Meeting, location to be announced. Others: NIC House of Delegates and AFA Programs.
3:30 p.m. - 5:00 p.m.	Grand Council Alumni Operations Committee Meeting, location to be announced. Others: NIC House of Delegates and AFA Programs.
6:30 p.m. - 7:30 p.m.	NIC Reception
7:30 p.m. - 10:30 p.m.	NIC Annual Banquet
10:30 p.m.	Reception for the Incoming NIC President



Sunday, December 8, 1985

8:00 a.m. - 8:30 a.m.	Continental Breakfast Washington Room "A"
8:30 a.m. - 12:00 Noon	Grand Council Meeting
12:00 Noon - 1:15 p.m.	Lunch
1:30 p.m. - 5:00 p.m.	Grand Council Meeting
6:00 p.m. - 7:30 p.m.	Dinner
8:00 p.m. - 11:00 p.m.	Grand Council Meeting

Monday, December 9, 1985

8:00 a.m. - 8:30 a.m.	Continental Breakfast Washington Room "A"
8:30 a.m. - 11:30 a.m.	Grand Council Meeting
12:00 Noon	Departure

## GRAND COUNCIL COMMITTEE SYSTEM

### Purpose

To focus on specific sets of issues, and to develop goals and long range plans concerning them.

### Committee Structure:

#### **I. Committee For Undergraduate Operations**

Morgan (Chairman), Sandercox, Vohs, Parks

Areas of Responsibility:

- Chapter Services Program
- Expansion
- Province Program
- Enrichment Programs (Scholarship, Career Development, Alcohol Abuse Prevention, etc.)

#### **II. Committee For Alumni Operations**

Sandercox (Chairman), Miller, Fitzpatrick

Areas of Responsibility:

- Annual Loyalty Fund
- Endowment Giving
- Deferred Giving
- The Tomahawk
- Alumni Corporations/Associations
- Alumni Councils

#### **III. Committee On Finance**

Hamburger (Chairman), Dollens, Morgan

Areas of Responsibility:

- Budgeting
- Fraternity Investments
- Foundation Relations
- Personnel/Compensation
- Property and Equipment
- A-S-P Corporation
- Insurance

### Objectives for 12/7/85 meeting

1. To review, discuss, and revise, if necessary, the outline of issues the committee will deal with.

2. To list the background information necessary to write regarding the operations of the issues.

3. To list and begin writing policies and long range objectives regarding the operations and issues.

ALPHA SIGMA PHI FRATERNITY, INC.

GRAND COUNCIL MEETING

December 8-9, 1985

Crystal City, VA

AGENDA

Page No.

1. Call to Order
2. Roll Call
3. Approval of Minutes of Meetings of August 6-8, 1985 . . . . . 5
4. Approval of Mail Vote 186 . . . . . 9
5. Report on Chapter Services . . . . . 10
6. Report on Expansion . . . . . 11
7. Report on the Province Program . . . . . 14
8. Report on Budget and Finance. . . . . 15
9. Report on the National Insurance Program. . . . . 19
10. Report on the Annual Loyalty Fund . . . . . 24
11. Special Report: After The Third Founding . . . . . 25
12. Report on the Scholarship Program . . . . . 27
13. Report on the 1986 National Leadership Conference  
and Convention. . . . . 28
14. Old Business
  - Headquarters Building Committee
15. New Business
16. Comments for the Good of the Society
17. Adjournment

**APPROVAL OF MAIL VOTE 186**

Mail Vote No. 186:

Approval that Ross O. Swimmer, Oklahoma '62  
be honored with the Distinguished Merit Award  
at the Fraternity's 140th Anniversary Banquet  
in Washington, D.C.

## REPORT ON CHAPTER SERVICES

Although we are still receiving Pledge Reports from a few chapters, all indications are that pledging is up by 15%! Some of the excellent results a few chapters have had can be directly attributed to the number of their brothers who attended NEC '85 and/or the timing of our fall staff visits. A few of the highlights include Marshall: a 20 man chapter pledged 27, American: a 21 man chapter pledged 28, and Stevens Tech: a 27 man chapter pledged 32. Other chapters are doing traditionally well and very few have had significantly lower results than last year.

Our "men on the road," **Tom Welsh, Director of Chapter Development, and Chapter Leadership Consultants Rich Kahler and Randy Lewis** have been doing a great job inspiring our young brothers to rush hard and further our fraternity's ideals. Already, they or I have visited 49 of our 53 chapters. Following our Grand Council Meeting we will be reviewing the results of those visits and setting the follow-up travel schedules for the spring.

### Chapters of Particular Concern

Baldwin-Wallace, Alpha Mu Chapter has returned to school this fall with ten men, most of whom were pledged last spring. They are enthusiastically following a rush plan developed with Randy Lewis during his October visit. They cannot pledge freshmen until February and have a goal of 15-20 new men. We plan to visit again in January to help with the final weeks of rush.

Concord, Gamma Phi Chapter continues to struggle with five members even though other chapters on campus seem to be reviving themselves. We do not have the aggressive chapter leadership necessary to change the situation. We will visit briefly this spring while in the area, but do expect that the current members may give up soon.

Francis Marion, Delta Kappa Chapter had a poor fall rush and currently has seven members total. The members have not been able to carry out an organized or enthusiastic rush. We will visit briefly this spring but do not expect great results. If the current condition continues, we may want to close the chapter this summer and totally re-colonize. This will depend upon other expansion opportunities.

## REPORT ON EXPANSION

### Expansion Mission Statement

Alpha Sigma Phi believes that our ideals and purposes, summarized in the motto "To Better The Man," fill dramatic needs at American colleges and universities.

Therefore, it is one of Alpha Sigma Phi's missions to reactivate or start chapters at any four year accredited undergraduate college or university at which:

- We can fill unmet needs.
- A successful chapter can be maintained.
- We can provide quality staff support for recruitment, education, growth and long term development.
- We can help to provide alumni support services and required housing.

### Marketing strategy:

Goal: To begin adding three colonies per year until additional staff and resources will allow us to increase our number of colonies to 5-7 per year.

### Plan:

1. To develop a list of all colleges and universities throughout the country that are 4 year accredited institutions.
2. Concentrate foremost on those campuses where NIC fraternities are located, contact 20 per month by mail, phone, or personally.
3. Complete expansion "contact" report and follow-up as needed.
4. Report to the Grand Council twice a year with expansion recommendations.
5. Contact all inquiries made through the NIC.
6. Inform undergraduates of opportunities available to them (i.e.: expansion incentive plan).
7. Inform alumni of possibilities and solicit for their support.
8. Develop a policy for "Chapter House Loans."
9. Implementation of the "Assistantship program."
10. Develop and implement a long-range plan for alumni development.

### Implementation:

There are four "publics" that we must take into consideration when developing and implementing our expansion strategy. These include:

1. Colleges and universities.
2. Alumni.
3. Undergraduates.
4. IFC Presidents.

Implementation thus far has consisted of:

- Contact with fraternity advisors at our inactive chapters.
- "Expansion" supplement in the Old Gal Gazette.
- Development of the "expansion contact report."
- Answering all inquiries made thus far through the NIC.
- Follow-up with all prospects for expansion including:  
Yale, Iowa, William-Patterson, etc.

In the process of being developed:

- Follow-up mail packet for fraternity advisors and IFC presidents.  
This packet will include such items as:
  - a) To Better The Man.
  - b) Tomahawks.
  - c) Old Gal Gazette.
  - d) Pamphlets.
  - e) Fact-sheets (costs, services, etc.)
- Slide show to be used at IFC presentations or during recruitment efforts.
- A possible Tomahawk article to encourage alumni to become involved.

The strategy is to communicate in some way with all our publics. The key is the follow-up. Implementation will be a process of developing a list of colleges and universities and contacting them by phone or a personal visit. Upon contact, the expansion contact report must be completed and the expansion follow-up mail packet sent. If the possibilities sound very good a staff visit is recommended in order to evaluate the climate and our chances for success.

This process will be fully implemented through the spring as we begin our search for possible colonization sites for the 1986-87 school year.

### Current Plans:

1. University of Iowa; Alpha Beta, 1924. Since having been selected to colonize in the fall of 1986, we have learned that the university and the IFC have voted to give us permission to expand as soon as we like. After visiting the campus in November and meeting with the fraternity advisor, Tom Welsh has begun planning for recruitment efforts to take place from February 9-23. There are currently 19 NIC fraternities and three colonies, with an average size of 50-60. With the addition of the three colonies the interest in fraternities on campus is very strong. We are very excited about the possibilities.

2. Yale; Alpha, 1845. There are currently four fraternities present of which two have recently chartered (Sigma Nu and Kappa Sigma). Both are doing quite well. Sigma Nu reports 90 men and Kappa Sigma 45. The administration is not supportive of fraternities, but they will not stop them from forming or keep us from developing interest and recruiting members. Our plans are to recruit men from January 20 - February 2, 1986.

3. William-Patterson College. Located in Wayne, NJ, just outside of Newark, William-Patterson has an enrollment of around 10,000 and currently there are only four fraternities on campus. A group of around 20 men have formed and contacted us with hopes of becoming Alpha Sigs (they have a friends at Stockton State). Since that time Jeff Schwind and Rich Kahler have visited with them and they have grown to around 40! They plan to petition the Grand Council for colony status at this meeting with hopes of having their pledge ceremony and colonization banquet the weekend of January 17.

### Other Prospects:

1. Plattsburgh State University; Plattsburg, NY. A transfer from our chapter at Lehigh has contacted us and has hopes of forming an interest group there. He currently has around 10 men interested (all freshmen and sophmores) and plans to have a major recruitment effort when they return in January.

2. Indiana University/Purdue University at Indianapolis: While making plans for recruitment this spring we learned that the university had decided not to support or encourage the development of a Greek system. We have since spent our energies elsewhere and have put IUPUI on hold.

3. Carnegie-Mellon: There have not been any changes since our last report. We will continue to research the possibilities here this spring. The university may consider expansion for next fall and has a house ready to give to a new chapter.



## REPORT ON THE PROVINCE PROGRAM

Our Grand Province Chiefs and Province Presidents are currently working to reach the objectives established at NEC 1985.

All Grand Province Chiefs will be submitting reports by year end concerning the status of our Grand Chapter Advisors. This report will establish the strengths and weaknesses of each Grand Chapter Advisor, and; whether or not we have opportunities for training on the Grand Chapter Advisor level that need to be met.

Each Grand Province Chief has been in contact with the undergraduate officers in the chapters and has, in most cases, made one visit to each of their chapters.

Provinces III, IV, and V held a joint Conclave at IIT in Chicago on November 8-10th. In excess of 70 undergraduates were in attendance for the very fine programs that were presented. Province IX is holding their Conclave concurrent with our December Grand Council Meeting. All members of the Grand Council are encouraged to stop by and say hello. Provinces VI and X held their Conclaves at Westminster and Penn State respectively November 1, 2, and 3rd. Province II held their Conclave at Missouri on November 8, 9, and 10. Provinces I, VII and VIII need to hold their annual Conclaves.

The Grand Province Chief vacancies in Provinces VIII and IX are very close to being filled. By January 1, 1986 all the Provinces should have a Grand Province Chief. We need to look at finding a new Grand Province Chief for Province VI since Larry Spees has indicated a desire to relinquish his responsibility as Grand Province Chief for that Province.

Respectfully submitted,

Charles J. Vohs  
Director of Provinces

## REPORT ON BUDGET AND FINANCE

Although it is early in the year to make many projections, our expense line items seem to be on track, and I believe we will exceed our income projections in most cases. The "sore thumb" on the expense side will show up on the 11/30/85 budget results (which we will receive by Federal Express during the NIC Meeting), and that is a \$5,000 over run on the National Educational Conference. Half of the over run was expected, while the rest was a result of our excellent attendance and, hence, larger underwriting costs. Even with this extra expense we should have a balanced budget at year end.

Concerns for future expenses include: 1) Purchase of a new computer system, 2) Capitalization of the Interfraternity Insurance Syndicate (see Report on the National Insurance Program), 3) A new Headquarters building (see memo under Old Business regarding new Headquarters expenses), and 4) Future staffing costs.

I recommend that the Finance Committee or a designated liaison from that committee or the Grand Council be assigned to work with Office Manager Bev Moody and me to develop a proposal for the purchase of a new computer system. We have already benefited a great deal from the 1982 purchase of our current system. By having control over our own fundraising program rather than utilizing an outside service bureau, as we did prior to 1982, we have cut costs and increased our gross Annual Loyalty Fund receipts substantially.

Our current computer system though new in 1982 is outdated to the point where replacing parts is becoming very difficult. In addition, our staff now feels comfortable taking the responsibility for bringing all of our 46,000 plus records "in house" from the service bureau after learning on our 12,000 member capacity system for 3-1/2 years. Once Bev, our liaison or committee, and I do the detailed study on this project I believe that we will find we are able to purchase a system that will: 1) Give us even greater fundraising capacity, 2) Add no more than \$5,000 per year to our budget if amortized over four years, 3) Provide much more accurate, up-to-date information services to our membership, and 4) Require minimal additional staff time to operate.

It is my hope that we could have a new system operational by July, 1986. Therefore, Bev and I are ready to move on this project quickly so that our committee can have a proposal to you soon, and work on developing the system can begin shortly thereafter.

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

<u>Chapter</u>	<u>Balance 11/25/85</u>
U.C.L.A.	\$ 125.70
Charleston	1513.06
Concord	2027.66
Francis Marion	1530.28
East Carolina	439.60
Hartwick	1210.00
Loyola	6044.40
<sup>1</sup> Michigan	415.26
Toledo	<u>654.70</u>
	\$13960.66

\*Does not include Fall billings.

<sup>1</sup>Promissory Note signed to cover payment of fees.

ALPHA SIGMA PHI FRATERNITY, INC.  
EMERGENCY FUND  
Accounts receivable

<u>Chapter</u>	<u>Date of Note</u>	<u>Balance 11/25/85</u>	<u>Delinquent Balance</u>
California	7/11/84	\$19,808.85	
Marshall	12/15/82	651.08	\$ 558.62
Missouri	1/26/84	<u>4,680.90</u>	4680.90
		\$25,140.83	

ALPHA SIGMA PHI FRATERNITY, INC.

A-S-P CORPORATION  
Accounts Receivable

Chapter	Date of Mortgage	Principal Balance 11/25/85	Delinquent Balance	
			Principal	Interest
Illinois	6/1984	\$ 6,698.34		
Loyola	9/1968 & 7/1975	7,072.29	\$7,072.29	\$ 636.48
Oklahoma	5/1984	<u>20,501.23</u>	4,489.17	1,830.01
		\$ 34,271.86		

Rent Receivable

Miami	\$ 2,400.00
Widener	9,899.00

## REPORT ON THE NATIONAL INSURANCE PROGRAM

Just following our August meeting, and ever since, our National Insurance Program has experienced volatile changes. First, we were given notice that all our property insurance would be canceled as of 11/1/85. Since that time Jim Favor has succeeded in extending the cancellation date to 1/15/86. Most recently he has secured property insurance for us following 1/15/86 with Lloyd's of London. While we are unsure of the rates at this point, we do expect a sizable increase and also expect that many repairs on houses will be required. For the time being our property coverage appears to be safe.

The biggest problem is our liability insurance. We have received notice of cancellation of the liability coverage effective 1/15/86. In addition, our \$5 million umbrella coverage was not renewed after 11/1/85. This means that all we have guaranteed is \$500,000 of liability coverage until 1/15/86. Jim Favor feels that he has exhausted all of his contacts in placing the coverage.

Besides the fact that the insurance industry is in such turmoil, Jim's problem in placing our coverage is that it is tailor-made for fraternities. As you may recall, he has removed many of the normal exclusions that would be included in a basic liability coverage form. The most important of these exclusions relate to two of our most severe exposures: alcohol and hazing.

In October we asked for and received a quote on a national liability policy from another broker, Ron Krebs. While Ron's price was similar to what we expected to pay Jim this year (double our 1984-85 costs), he was quick to point out that his policy did include the liquor exclusion. Specifically, the liquor exclusion states that coverage is excluded if the organization "is considered to be in the business of selling alcohol." Ron feels this exclusion would not apply to a fraternity chapter. However, he admits that the insurance carrier might feel differently. This means that we might have to end up suing our own insurance company to make them protect us in a lawsuit.

Stan Miller and I, along with our Purdue chapter Alumni Corporation President Greg Sinise, and ten other interfraternity representatives met with Jim Favor in Indianapolis for a full day of "insurance education" in September. While it would be difficult to relate everything we learned to you, there are some important points to keep in mind. Because of the turmoil in the insurance industry, companies are:

- 1) Changing their basic liability coverage forms in ways which will be dramatically better for the companies and worse for the consumers.
- 2) In most cases, at least doubling prices for liability coverage.
- 3) Canceling any policies they feel are on the fringe of being risky.

The conclusion that everyone at the meeting came to was that if we, as fraternities, were ever to have fairly priced, guaranteed insurance that was written for our needs, we would have to form our own interfraternity insurance group and insure ourselves some way. Since that time, the avenue that Jim has recommended is to form an Insurance Syndicate on the Chicago Insurance Exchange. This would take a capitalization of at least \$2 million, 25% of which needs to be in cash. This may require an investment of \$50,000 - \$100,000 on our part. A number of fraternities are already very interested in the syndicate, and Jim will be discussing his plan at a special meeting we should all attend at the NIC meeting. The more fraternities and more capital we raise, the better off we will be. Jim will also have written information at this special meeting which should make this idea a lot clearer to all of us.

Unfortunately, Jim does not now believe that it is feasible to have the syndicate operational by 1/15/86 when we will need our liability coverage. He feels our best option is to secure liability coverage with Ron Krebs until the syndicate is operational. I am exploring that option at this writing and should have more information for you during our meeting.

October 25, 1985

Dear Brother ,

This is a very important letter, and I urge you to read it thoroughly and carefully.

The news media have probably made you aware of the dramatic changes taking place in the insurance industry. I wanted to update you specifically about the Alpha Sigma Phi National Insurance Program as we begin the new school year.

#### The Market Place

The Insurance Marketplace has changed from a buyer's to a seller's market. Companies are responding by: 1) Reducing coverage limits; 2) Sky-rocketing prices (premium rates have increased dramatically and in many areas coverage is impossible to secure at any price); and 3) Cancelling uncertain risks. A recent Wall Street Journal article highlighted the most serious reasons for shortages of liability protection as follows: 1) Pollution, 2) Liquor Liability, 3) Public Entities (City and County and State).

The primary source of this dramatic change is the tremendous financial losses sustained by the insurance companies from claims such as: 1) Asbestos, 2) Pollution, 3) Agent Orange, 4) Three Mile Island, 5) Bhopal. A secondary but equally important source is our increasingly litigious society and the increased frequency and success they are having in attacking the fraternity community. Legal changes are sweeping the country in the area of drunk driving, legal drinking age, and related liquor liability.

#### Uncertain Risks

Unfortunately, insurance companies are considering fraternities to be "uncertain risks." This fall hundreds of fraternity chapters of other national fraternities have had their coverage cancelled without explanation or discussion. If their houses burn or they have a liability claim they will lose everything. Chapters on your campus whose nationals have no insurance program may be included in this group. We see that the trend is towards all insurance companies to cancel all fraternity insurance, or offer such poor or costly coverage that it is unacceptable.

Even with our group purchasing power, the Alpha Sigma Phi National Insurance Program is experiencing difficulties. In fact, our current insurers will only guarantee our property and liability coverage until January 15, 1986.



### Interfraternity Insurance Syndicate

I want to keep you fully informed of this situation, and I am sure you are concerned. However, we do have a plan. This is a problem that every national fraternity has, and we believe it will be solved with the greatest interfraternity cooperative effort we have ever seen.

We are currently working with a number of other national fraternities and James R. Favor & Company to set up our own Interfraternity Insurance Syndicate on the Illinois Insurance Exchange. By setting up the syndicate we will, in effect, be running our own insurance company. We are making great progress in this effort and inviting as many fraternities as possible to join us. In order for the syndicate to be successful we need to enlist as many fraternities as possible, and raise as much capital as possible.

### Fall Billings

I have asked our Executive Director, Robert M. Sheehan, Jr., to enclose your chapter's invoice for insurance with this mailing. As expected, our liability insurance rates have doubled over last year, due to the aforementioned factors, and that is reflected in your bill. Even though we are not completely certain exactly what liability rates the Interfraternity Insurance Syndicate will have to charge after January 15th, this amount reflects our best current estimate. There may have to be some adjustments at that time of which we will inform you.

For those of you also paying for property insurance, your rates are based on the insured values for last year's policy. It is very difficult to project what property premiums will have to be charged by the Interfraternity Insurance Syndicate. We are sure that there will be an increase in this cost for the period following January 15th. Therefore you will be receiving a second billing as far ahead of January 15th as possible. It is important that you set aside enough money now to cover this second bill keeping two important points in mind: 1) the results of the increased appraisal value of your property which were forwarded to you in July, and 2) that most property insurance rates for fraternities are at least double that of last year's cost. The property insurance bill enclosed is still based on last year's rates. Your second bill will not be.

Your enclosed invoices are due and payable upon receipt, and are considered past due as of December 1st. As with all accounts, any past due payments will begin accruing an 18% per annum service charge on December 1st.

Without insurance designed for our needs, our fraternity chapters would soon become extinct. Many colleges and universities are considering banning uninsured fraternities. No alumnus could afford to risk his personal liability by working with the chapter if uninsured. A National Insurance Program and the Interfraternity Insurance Syndicate are the only ways we can be assured of controlling our own destiny. While we are facing a difficult problem, you can feel proud that Alpha Sigma Phi is once again at the forefront of developing the solution.

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With this thought in mind I invite any and all alumni from your chapter to join our Fraternity Insurance Task Force or to help to participate in the detailed problem solving we will be engaged in, in any way they can. Please have all interested alumni brothers contact Executive Director, Robert M. Sheehan, Jr. at (614) 363-1911 as soon as possible.

We invite your inquiries and appreciate your support!

Warm fraternal regards,

Donald R. Morgan  
Grand Senior President

DRM/pk

cc: Headquarters Staff  
Grand Council  
All Grand Province Chiefs  
All Grand Chapter Advisors  
Charles Vohs, Director of Provinces

## REPORT ON THE ANNUAL LOYALTY FUND

### Result Projections

Although our net results on the Annual Loyalty Fund at 10/31/85 lag \$4,500 behind 10/31/84, we are off to a good start. The 10/31/85 results reflect \$3,100 worth of "upfront" non-donor phonothon costs we have incurred, which means we are close to matching last year's great start. I project that we will be ahead of our last year's performance by 12/31/85.

The spring will be our time to move well ahead of last year's performance. We have numerous phonothons planned that we did not run last year due to The Third Founding phonothons. In addition, every brother who gives by 12/31/85 will be given the opportunity to make a second gift in April. Again, we did not run this program last year due to The Third Founding. I feel confident that we will exceed our goal of a 25% net increase.

### Leadership Clubs

Special thanks go to Past Grand Senior President **Richard R. Gibbs, Oklahoma '51** and Grand Secretary **James V. Fitzpatrick, Illinois Tech '47** for their leadership in the Annual Loyalty Fund this year. Brother Gibbs is Chairman of the Grand Senior President's Club at the \$1,000 giving level, and Brother Fitzpatrick is Chairman of the Pinnacle Club at the \$500 giving level. Already both of these clubs have nearly as many donors as in all of last year. A top goal of the Annual Loyalty Fund is to move brothers from the Anniversary Club - \$140, to Pinnacle Club - \$250, to Charter Member Pinnacle Club - \$500, to the Grand Senior President's Club - \$1,000. The leadership Brothers Gibbs and Fitzpatrick provide helps to move brothers "up the line."

### Non-Donor Phonothons

As reported in August, we explored the possibility of hiring a telemarketing firm to run a phonothon to our 22,500 brothers who have never donated to the Fraternity. In early November, Teleconnect Inc., a Cedar Rapids, IA firm, started a "test" on a randomly selected group of 4,000 non-donors. I was present for the first night of calling and was pleased with the callers professionalism and approach.

The results of the test were very good! The average gift has been \$27.00 per donor, and 33% of the brothers they have reached have given. Although the program is costly, we are still only spending approximately \$.60 to raise every \$1.00. In the fundraising field this is considered to be an excellent ratio for a non-donor effort.

After consultation with Grand Senior President Morgan, the decision was made to continue this successful effort in order to raise as much as possible during December - the traditional best fundraising month. Out of our 22,500 non-donors, we have been able to acquire phone numbers for 15,300. I will continue to monitor Teleconnect's results. Depending on how many contacts the callers are able to make, this project could net us \$30-40,000 new dollars for the 1985-86 Annual Loyalty Fund if the average gift size and "yes" percentage continue. Quite exciting!!!

## SPECIAL REPORT: AFTER THE THIRD FOUNDING

### 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
6/30/85	\$ 364,970	\$ 383,296	\$ 325,500	\$1,073,766
11/27/85	\$ 401,574	\$ 372,811	\$ 329,500	\$1,103,885

As of November 27th, our \$1 million goal has been exceeded by over 10%!! We do expect to receive a few small gifts through December and after the December 6th deadline. Most helpful in these final months has been an additional \$20,000 gift from **Charles M. Beeghly, Ohio Wesleyan '27**. As you may remember, Brother Beeghly had previously given \$30,000 and responded favorably to my request that he add another \$20,000 for an even \$50,000 in early November.

### What Happened and What's Next?

By all rights, according to traditional fundraising principles, we should not have been able to successfully complete our \$1 million campaign. The following factors were working against us: 1) We did not have large donors lined up before the campaign started, 2) We did not have large donors within the "Official Family," 3) Our Annual Loyalty Fund did not have a broad base of support and the largest gift ever asked for was \$135.00, 4) Alumni had never conceived of giving thousands of dollars to their fraternity, 5) Our alumni communication and development was very weak, 6) We did not have staff that was trained in fundraising, 7) Our alumni background information was limited to name and address (i.e. no occupation, phone number, or wealth information), and these are just the major factors that quickly come to mind.

We were successful because we worked hard, we were persistent, and our brotherhood believes in the "Old Gal." One can't help but think, though, just how successful we could have been with all that work and persistence if we had the major factors going our way!

Millions of dollars worth of endowment programs exist which would make our Fraternity greater and help us further our mission "To Better The Man." Therefore, we need to develop more plans to increase the endowment and to set directions to strengthen our former weak factors.

In the coming months I will be developing a "Planned Giving Program" proposal for us to implement. Planned Giving refers to all types of deferred gifts, including bequests and various trusts, as well as large gifts of cash or stock for specific programs or fund purposes. We have many alumni already identified who I believe would participate in this program. We will also want to be thinking about if and when we should have another capital campaign.

### Foundation Alumni Development

Everything I have learned about fundraising tells me that if we want to continue to be successful and aggressive we need to develop a committee or board of brothers who have the Foundation and its fundraising as their primary focus. I believe that this would best be accomplished by changing the traditional responsibilities of the Foundation Trustees to include fundraising and by expanding the size of the board. The classic formula for selecting foundation trustees in most organizations is that they provide, in a perfect situation, Wealth, Wisdom, and Work. I recommend that the Grand Council and current Foundation Trustees appoint a special committee to work with me in developing this idea, and perhaps even have four additional Trustees by August.

The development of this trustee idea would provide us with a group of monied brothers who could provide leadership for current and future fundraising projects. While this is the most important area on which we can work, there are other directions I am taking to create positive fundraising factors including:

1. Improving our Prospect Research program.
2. Continuing to build up the Annual Loyalty Fund number of donors and average gift size.
3. Considering improvements to The Tomahawk, including turning it into a magazine.
4. Concentrating on involving young alumni with their chapters and the Foundation.
5. Planning regional "Alumni Update Luncheons."
6. Encouraging more metro Alumni Councils.

## REPORT ON THE SCHOLARSHIP PROGRAM

The major efforts of the scholarship campaign this fall centered around the "Alpha Sig Scholarship" articles. Eight articles were written and are now being printed in the fall issues of "The Old Gal Gazette." These articles deal with a variety of topics and are written in a "how to" approach.

Upcoming plans for the spring entail the writing of a scholarship manual for the HA. The manual will outline specific activities that the HA can plan and implement to develop a chapter-wide scholarship program. Also planned is a review of the scholarship section of "To Better The Man."

**REPORT ON THE 1986 NATIONAL LEADERSHIP  
CONFERENCE AND CONVENTION**

As it was announced at Penn State in August by Grand Senior President Morgan, the 1986 National Leadership Conference and Convention will be held from August 13-17 at the University of Michigan. The chapter has had a good fall rush and is looking forward to hosting the event. The campus will provide a beautiful setting and great facilities for our meeting.

By adding the extra day we will be able to schedule many of the same types of workshops as we had at Penn State. The idea of requiring every chapter to set goals, objectives, and "action plans" seemed to work well, and we plan to keep the same concept at Michigan. We will continue to streamline the Convention committee system so that the committees that do meet can realistically handle their responsibilities.

The evaluations from Penn State showed how valuable the undergraduate leaders found the participation of the Grand Council and alumni faculty. We will, therefore, try to bring in as many top volunteer facilitators to the meeting as possible.



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

TO: New Headquarters Committee  
FROM: Robert M. Sheehan, Jr., Executive Director  
RE: Update since October 13, 1985 meeting  
DATE: October 30, 1985

I wanted to drop you a brief note to follow up on our meeting. In review, we decided upon the following requirements for a new Headquarters Building.

1. It is affordable
2. It meets office space requirements for the next ten-fifteen years.
3. It provides an area for a museum/library.
4. It provides expanded archive and storage space.
5. It has an impressive look from the outside.
6. It can be added on to.

I feel very good about our meeting and our discussions on the meanings of these requirements, perhaps with one exception. After reviewing our 1985-86 \$300,000 Budget I realized that if we did have to add \$15-20,000 in annual expenses to it we would be adding 5-7% directly to our overhead. Adding that amount to our present fixed costs bothers me a bit and, as we discussed, will certainly be a topic for the Grand Council Meeting. Maybe I am timid on this issue because I had to deal with those \$30,000 deficits just four years ago and cut overhead every way possible.

I just wanted to let you know what I had been thinking about so you could mull it over, too. I have begun considering possible interim steps we could have as alternative Headquarters locations between now and the time that we feel we can afford a complete new building. I do strongly believe that our long term best interest is to be in a new building as we have outlined. Even though the space requirements for that building seem to be upon us now, I am concerned whether the finances can handle it yet.

RMS:cv

cc: Finance Committee