

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

February 6, 1988  
Columbus, Ohio

46. CALL TO ORDER

Grand Senior President Robert A. Sandercox called the Grand Council Meeting to order at 2:22 p.m. on Saturday, February 6, 1988.

47. ROLL CALL

Members of the Grand Council in attendance: Robert A. Sandercox, Grand Senior President; Edmund A. Hamburger, Grand Junior President; James V. Fitzpatrick, Grand Secretary; Dr. Dennis R. Parks, Grand Marshal; Donald R. Morgan, Grand Councilor; and Charles J. Vohs, Grand Councilor. Grand Treasurer Ronald W. Dollens earlier notified Grand Senior President Sandercox that he would not be in attendance. Also in attendance were Executive Director Robert M. Sheehan, Jr., Director of Chapter Services, Randall S. Lewis, and Chapter Leadership Consultants David R. Claussen, Lyndon B. Payne and Steven V. Zizzo. The Grand Council and staff were also honored to welcome Executive Secretary Emeritus Ralph F. Burns to the meeting.

48. APPROVAL OF MINUTES OF AUGUST 13, 1987 MEETING

It was moved by Brother Hamburger, seconded by Brother Parks and passed unanimously to approve the minutes of the August 13, 1987 Grand Council Meeting.

49. APPROVAL OF MAIL VOTES

It was moved by brother Hamburger, seconded by Brother Fitzpatrick and passed unanimously to approve and record the affirmative mail votes #204, #205, and #206 (Exhibit A).

50. Robert M. Sheehan, Jr., reviewed with the Grand Council the report of the Executive Director (Exhibit B).
51. Brother Hamburger reviewed with the Grand Council the report to the Committee on Undergraduate Operations (Exhibit C).
52. Brother Morgan reviewed with the Grand Council the report to the Committee on Finance (Exhibit D).
53. Brother Sandercox reviewed with the Grand Council the report to the Committee on Alumni Operations (Exhibit E).
54. Brother Sandercox, as Grand Council representative to the Educational Foundation, reported that the Educational Foundation Trustees had elected Past Grand Senior President Richard R. Gibbs as a trustee in accordance with the Grand Council's approval on August 13 and that the trustees had entered into an agreement with the Huntington Bank to provide investment services for the Educational Foundation's Endowment.

55. OLD BUSINESS

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

56. NEW BUSINESS: UNDERGRADUATE OPERATIONS

A. It was moved by Brother Hamburger, seconded by Brother Vohs and passed unanimously that steps be taken to begin the revocation of the charter of Gamma Delta Chapter, Davis & Elkins College.

B. It was moved by Brother Hamburger, seconded by Brother Fitzpatrick, and passed unanimously that steps be taken to begin the process of the revocation of the charter of Gamma Mu Chapter, The University of Charleston.

C. It was moved by Brother Hamburger, seconded by Brother Fitzpatrick, and passed unanimously that steps be taken to begin the process of the revocation of the charter of Beta Zeta Chapter, North Carolina State University.

D. It was moved by Brother Hamburger, seconded by Brother Vohs, and passed unanimously that no initiation of candidates into Gamma Omicron Chapter be allowed unless in the view of the staff and the Grand Council satisfactory activity for the future of the chapter is underway.

E. It was moved by Brother Hamburger, seconded by Brother Parks, and passed unanimously to return the charter to Alpha Mu Chapter, Baldwin-Wallace College.

F. It was moved by Brother Hamburger, seconded by Brother Fitzpatrick, and passed unanimously to approve the petition of Beta Iota Colony, Tufts University conditionally so long as the results of their rush efforts were satisfactory to the Executive Director.

G. It was moved by Brother Hamburger, seconded by Brother Vohs, and passed unanimously to approve the petition of the Phi Eta Colony, Illinois State University.

H. It was moved by Brother Hamburger, seconded by Brother Parks, and passed unanimously that the Grand Council support the National Interfraternity Conference Resolution on Little Sisters (Exhibit F) and that Alpha Sigma Phi would do away with the Little Sister Pin.

57. NEW BUSINESS: FINANCE

A. It was moved by Brother Morgan, seconded by Brother Parks, and passed unanimously that the Grand Council set the Annual Loyalty Fund as the top priority project for the Executive Director for the balance for the 1987-88 fiscal year.

B. It was moved by Brother Morgan, seconded by Brother Hamburger and passed unanimously that Gamma Xi Chapter, Widener University, shall continue to have the offer of a \$67,500 sale price for the house they occupy and also that the offer to co-sign a loan of up to \$87,500 for the purchase of the house be continued until August 1 subject to the continued goodwill shown by the alumni in paying off their past debts.

C. It was moved by Brother Morgan, seconded by Brother Hamburger and passed unanimously that the staff should notify the Grand Senior President by April 10th if a chapter has not purchased liability insurance and that at that time the Grand Council may consider suspension of the chapter as per the resolution of the 1984 National Convention.

D. It was moved by Brother Morgan, seconded by Brother Hamburger and passed unanimously that Brother Vohs should work with the Executive Director in developing ideas for historical financial analysis for the Grand Council.

E. It was moved by Brother Morgan, seconded by Brother Parks and passed unanimously that the salary schedule recommended by the Finance Committee be approved.

58. It was moved by Brother Morgan, seconded by Brother Vohs and passed unanimously that

WHEREAS, Lowell Fisk Riley, Ohio Wesleyan University, Class 1934, has brought joy through the sharing of his musical talents, and contributed much to his University and his Fraternity during his undergraduate years, and

WHEREAS, he continues to give unselfishly of himself to his Church and his community, and

WHEREAS, he served his Fraternity at National Conventions through the eye of the camera and as musical director, and he arranged and directed the first Record Album of "Songs of Alpha Sigma Phi," and

WHEREAS, his family and friends have gathered this twelfth day of February, on the occasion of his seventy-fifth birthday,

Be it therefore resolved,

That the Grand Council of Alpha Sigma Phi Fraternity shares with him this joyous occasion, by recognition of the honor which he has brought to his Fraternity through his life example with a Grand Senior President's Citation.

59. COMMENTS FOR THE GOOD OF THE SOCIETY

Brother Morgan shared with the Grand Council that he will be chairman for the Alpha Pi Chapter Purdue University 50th Anniversary of Chartering to take place on April 22, 1989. Brother Morgan notes that 1989 is the year of the 50th anniversary of the merger between Alpha Sigma Phi and Phi Pi Phi and that the Fraternity should consider a national Phi Pi Phi celebration.

60. It was moved by Brother Morgan, seconded by Brother Fitzpatrick and passed unanimously to adjourn the Grand Council meeting at 5:24 p.m.

Respectfully submitted,

Certified correct,

  
Grand Secretary

  
Executive Director

Approval of Mail Votes 204, 205, and 206

- Mail Vote 204: Approval that Alan M. Breedlove, Penn State '77, be presented the Delta Beta Xi Award in 1987.
- Mail Vote 205: Approval that Alpha Sigma Phi Fraternity, Inc. enter into a contract with Coverdell & Company and First Tennessee Bank to provide "affinity" VISA credit cards to Alpha Sigma Phi alumni.
- Mail Vote 206: Approval that, whereas Phi Epsilon Colony at State University of New York-Plattsburgh, has duly submitted a petition to the Grand Council to be chartered, and that petition is in proper form and style, a charter be granted to them as Delta Xi Chapter on March 26, 1988.

## REPORT BY THE EXECUTIVE DIRECTOR

Last January 30-31, 1987 twenty-two brothers gathered together in Columbus, Ohio for a Strategic Planning Task Force meeting. Each of the participants--Grand Council, Staff, Grand Province Chiefs, Alumni Corporation Officers, Foundation Trustees, and Undergraduate HSPs--expressed enthusiasm for and pride in the ideas generated from the weekend's work. Essentially, we all dreamed together about what sorts of programs and services we would like Alpha Sigma Phi to offer our brotherhood.

The staff took those dreams and developed specific programs designed to meet the Task Force's objectives. These programs, along with cost estimates for each were reviewed and adopted by the Grand Council in August as our next program objectives (see pages 7-10 for descriptions). These are exciting programs! The quality experience of each of our undergraduate and alumni brothers will be enhanced as these programs are implemented.

The estimated \$200,000 per year cost of the new programs must be generated from income growth; and our plans to seek that growth through new fund-raising efforts from the Educational Foundation are the key to their future. Unfortunately, we have experienced a delay in the start date for the new Director of Development position and expect to fill that slot by June at the latest. A new telemarketing program will be in place by next fall to produce increased Foundation Grants for the Fraternity.

A projected \$10,000-25,000 deficit for 1987-88 has blemished an otherwise superb year of programming, and further stresses the need for income growth. We got off to a great start in August with our largest leadership conference ever. We will end up chartering four new chapters, averaging forty-five men each, this year if the Grand Council approves two petitions to be considered at this meeting. This is as many chapters as we have chartered in any one year. Unfortunately, we may also close three chapters which have been operating below standards for some time. But, most chapters continue to thrive and grow as pledge and initiation statistics increase and programming improves. Our plans for the "Standards of Excellence" program will be a major step forward in the continuing effort to encourage chapters to seek high quality in operations and programs.

The staff is working hard to carry out Alpha Sigma Phi's programs and services, and we continue to be enthused about the future of America's premier fraternity.

STATEMENT OF NEEDS  
"ALPHA SIGMA PHI--COLLEGE OF CHARACTER"

Task Force Report

During the January 30-31 Task Force meeting many, many program needs were identified by the undergraduate and alumni participants. The following priorities emerged by the conclusion of the weekend:

- 1.) To develop and implement programs to recruit, train, motivate, and provide support to alumni volunteers; particularly at the local chapter level.
- 2.) To expand the leadership training and character development educational opportunities for undergraduate members.
- 3.) To provide improved alumni services and benefits; particularly supporting the development of Alumni Councils and improving the quality of The Tomahawk by making it into a magazine.
- 4.) To start new, strong chapters with a priority on campuses upon which chapters had previously been located.

The variety of needs and programs discussed more specifically by the Task Force have been reviewed by the staff to create a specific list of program needs and costs. These needs and costs have been incorporated into the following needs statement for Alpha Sigma Phi. The "theme" of the case is "Alpha Sigma Phi--The College of Character." Dramatic increases in all fund-raising efforts are required to fill these important program needs.

The College of Character

Purposes

Alpha Sigma Phi was founded at Yale in 1845 as a means for young men to build character, encourage scholarship, promote patriotism, maintain charity, and perpetuate brotherhood. These ideals are spelled out in the Fraternity's ritualistic ceremonies, now over 140 years old. Alpha Sigma Phi's purposes and ideals have never changed, and are simply expressed in our motto "To Better The Man." However, today's world is constantly changing and Alpha Sigma Phi is challenged to carry out our goals with innovative programs matching today's student needs.

The Curriculum

Membership in Alpha Sigma Phi is an educational experience which augments the college or university academic experience. The Fraternity

serves as a "laboratory of life" wherein members develop leadership skills through practical experiences of responsibility in chapter leadership and membership positions. Many alumni feel they learned more from their Fraternity experience than in the classroom. The high ideals and traditional values of the Fraternity's ritualistic ceremonies provide the basis of every member's ethical development. By teaching these leadership skills and values at fifty-seven campuses nationwide, Alpha Sigma Phi truly is "The College of Character."

Colleges and universities do an excellent job of teaching academics today. But, far too many of them offer little or no guidance in the personal, ethical, and moral development of young men. Single parent families and double income families have dramatically altered the type of character development support children receive during formative years in their homes. "The College of Character" of Alpha Sigma Phi seeks to fill these voids of character development experiences with intensive, innovative programs for today's undergraduate brothers. Positive encouragement by the members of a chapter can have a dynamic effect on a young man during the important college years. Undergraduate chapters with close alumni volunteer guidance also promote positive changes and improvements in each member.

#### Undergraduate Educational Programs

Structured educational programs for undergraduate members and leaders at national and regional conferences, and during on-site visits by the Fraternity's National Headquarters staff provide students with direct training in ethics and leadership skills. Annual graduations and the constant turnover of chapter officers require on-going educational programs to maintain quality chapter operations.

**Need:** To provide direct educational programs to undergraduate members in leadership skills and values on national, regional, and local levels.

#### **Programs:**

**1. National Leadership Conference.** Since 1963 the Fraternity has been sponsoring national conferences to train undergraduate leaders. These four-day conferences are now held annually at a college campus setting. Alumni volunteers and paid professional speakers serve as faculty on topics such as Management By Objectives, Motivation Skills, Time Management, Alcohol Abuse Prevention, Scholarship, Membership Recruitment, Financial Management, Ritual Exemplification, and more. Attendees highly rank the value of the conference. Currently, however, funds have only been available to support the travel and attendance of one leader per chapter. Additional funds are needed to further enhance the programs and send more leaders per chapter.

**2. Chapter Leadership Consultants.** Every year the top graduating leaders from Alpha Sigma Phi chapters are recruited to serve one or two year terms in these National Headquarters staff positions making on-site visits to chapters all across the country. These "role models" spend 90% of their time traveling to chapters and colonies all across the country for three to five day periods to do officer training, goal setting, and run workshops on topics ranging from Alumni Affairs to Community Relations, depending on the chapter's needs. Every year chapter leaders rank this program the



Fraternity's most effective. Unfortunately, funding for only two positions now exists. The Fraternity must add two more of these positions so that on-site visits can be more effective and more frequent, and so that more new chapters can be started.

**3. Regional Leadership Conferences.** Travel expenses and time commitments will limit the number of students who can attend National Leadership Conferences, even after additional funding is provided. Special, annual weekend Regional Leadership Conferences need to be operated in four geographically spaced locations across the country. These conferences can provide a concentrated dose of high caliber programming similar to that of the National Leadership Conferences. These shorter, geographically spaced conferences will provide direct educational programming to even more members from each chapter.

### Volunteer Development Programs

Students learn best from one another, and the lessons taught and reinforced by chapter member peer pressures are rarely forgotten. However, students need adult guidance to help them create a positive character development atmosphere in their chapter. This adult guidance reinforces the programming at national and regional conferences, and during on-site staff visitations.

**Need:** To provide alumni volunteers with professionally designed, comprehensive educational materials, training, and staff support from the National Headquarters to help them fully carry out their responsibilities.

### Programs:

**1.) Director of Programs.** A full-time, permanent staff position must be created at the National Headquarters to direct programs for the recruitment, training, motivation, and support of alumni volunteers. These volunteers feel effectiveness would increase substantially with training and support.

**2.) Alumni Advisors Conference.** A new annual conference to provide training for alumni volunteer advisors from every chapter must be developed by the new Director of Programs. Volunteers will learn from structured educational sessions and interaction with one another. Comraderie building will improve motivation and commitment. This conference will be held concurrently with the National Leadership Conference.

**3. Upgrading The Tomahawk.** Improving the production quality of The Tomahawk will give all Alpha Sigs even more of which to be proud. The new magazine format will be expanded to carry more alumni features and articles.

## Financial Needs

<u>Undergraduate Educational Programs</u>	<u>Annual Cost</u>	<u>Endowment Needed</u>
Expand National Leadership Conference *Travel expenses for additional students *Enhanced faculty and programs	\$25,000	\$ 500,000
Additional Chapter Leadership Consultants *Additional, more effective on-site training for undergraduate leaders *Salary, benefits, travel for two consultants	\$50,000	\$1,000,000
Regional Leadership Conferences *Four geographically based conferences *Concentrated, high caliber week-end training for more members per chapter	\$35,000	\$ 700,000
<u>Volunteer Development Programs</u>		
Director of Programs *Salary, benefits, travel *Program development for training, recruiting, supporting alumni volunteers	\$35,000	\$ 700,000
Alumni Advisors Conference *Travel and program development for alumni advisors	\$25,000	\$ 500,000
Upgrading <u>The Tomahawk</u> *Upgrade production to magazine quality *Expand alumni features and articles	\$30,000	\$ 600,000
<b>TOTAL</b>	<b>\$200,000</b>	<b>\$4,000,000</b>

### **TOTAL ENDOWMENT NEEDED**

\*Based upon 5% annual income on endowment:  
additional annual income and investment  
growth hedges against inflation.

## REPORT TO THE COMMITTEE ON UNDERGRADUATE OPERATIONS

### Chapter/Colony Visits

Chapter Leadership Consultants Dave Claussen and Lennie Payne have provided our chapters and colonies with some excellent leadership and direction. The reports are coming back very positive as to the effectiveness of their visits. We are excited to add Steven V. Zizzo, Illinois '84, to our team. He has spent the past three weeks at Missouri and will also work with Iowa and Missouri Valley while in the Midwest. Visits to chapters and colonies on a priority basis will continue during the Spring term.

### Pledge and Initiation Statistics

#### Pledges:

1983-84:	909
1984-85:	862 (-5%)
1985-86:	1,059 (+23%)
1986-87:	983 (-7%)
12/31/86:	551
12/31/87:	600 (+8.2%)

#### Initiates:

1983-84:	706
1984-85:	720 (+2%)
1985-86:	829 (+15%)
1985-87:	774 (-5%)
12/31/86:	327
12/31/87:	353 (+7.4%)

The Pledging and Initiation figures are up (the increase is not fully reflected in the fee income due to credits to each account) from last year because of some increases in a number of our chapters' pledge class size and then initiation of these young men. While this is very positive, other chapters have fallen in pledge class size also. Hopefully the increase will continue on the whole.

The initiation figures should remain very much on the positive side as two to three charterings are scheduled for this spring. There are no colonizations scheduled in the near future although a number of possibilities are open. (See report on Expansion.)

## Chapters of Particular Concern

Missouri. Steve's #1 priority this Spring is to work with our Alpha Theta brothers. They had a really good rush last Fall and are looking at another 15 pledges in the next two weeks (eight have already signed). Then another class of 15-20 will be taken. Steve is working on their overall operations as well. Our goal is for this concentrated effort to raise the chapter's operations to a stable level for the first time since their 1981 rechartering.

Davis & Elkins. The staff recommends beginning revocation procedures. With 15 members on their roster, two of them were pledges last semester. The Vice-President of Student Affairs called in the spring of '87 to recommend their closing on March 30, 1987. They were put on an "expectation agreement" which they did not fulfill. They have no real programs and act much like a social club. Mr. Wilke has been contacted and stated that because of financial irresponsibility to the school and behavior patterns he understands our reasoning behind this recommendation and would be in total support of it. They also created an incident at the Province VI Leadership Weekend which included drug usage and other conduct against our purposes. They owe us \$3,259.27 which we have no real hope of collecting.

Charleston. "A majority of the guys actually believe that they are nothing but a social club." Lennie Payne, November 15-18, 1987 chapter consultant report. They have no real programs and have been small since the mid '70's topping out at 20 members. They only have 7 men, all upperclassmen and were put on probation last fall for using alcohol during dry rush. The campus is not conducive at this time to building a strong fraternity system. Their accounts receivable to the headquarters is \$4,041.04 which is another doubtful account. Revocation procedures should also begin in this situation.

N.C. State. In August the Grand Council voted to be prepared to give revocation notice in 60 days if GCA Nobles didn't feel that enough progress was made by the undergraduates. The beginning of Fall he did feel that progress was made. However, now only one member remains. Brother Nobles would like to have a staff person totally recolonize the chapter. However, the time it would take is more than can be expended. It is the staff's recommendation to begin revocation procedures, and consider restarting at a later date. (See report on Expansion.)

Tulane. Even though poor organization, lack of leadership and low numbers plague this chapter there does seem to be a sincere desire to get the ball rolling. Dave has just made a visit there and we will be able to inform you more in depth at the committee meeting. They are working at a recolonization effort on their own. Currently they are not a high priority for us compared to other possibilities.

Baldwin-Wallace. After your meeting with these men at the National Leadership Conference the goal was for them to reach 35 men strong. They, as yet, have been unable to meet that goal. Hopefully this spring rush will help them get over that 35 mark.

U.C.L.A. Actually, they are doing better. Their house is full for the first time in several years and the enthusiasm seems to be building. Numbers are still low (29) but the organization and leadership are improving.

Cal-Berkeley. Low membership, and bad attitudes are burying this chapter. The Greek Advisor at Berkeley has recognized this and is trying to help them get going. Lennie recently visited Nu and we will be able to update you further at the committee meeting. A large amount of time may be required to get them going strong.

Indiana. Gamma Chi received the Most Improved Chapter Award this last fall at Indiana. John Gibson, past HSP, also was awarded the Presidents Award for most involved President on campus. They plan to have around 78 men at the end of this year compared to the 39 they started with. The Grand Council and volunteers should be commended on your timely response to that crisis situation!

### Colony Update

Plattsburgh, Phi Epsilon Colony. These men have been approved by your mail vote to charter March 26, 1988. Fifty-three men will be initiated as they strive to be the best fraternity on the campus. They are doing very well in all aspects.

Tufts, Beta Iota Colony. At 35 members strong these men have a petition before the Grand Council to be chartered in April. Although their numbers are a little low, with a successful rush they will be able to qualify for the number aspect in plenty of time. Organizationally they are very sound, probably one of the more organized of our groups. It is the staff's recommendation to the committee that their petition be accepted.

Illinois State, Phi Epsilon Colony. Their petition is also before the Grand Council. Brother Cabello has strongly considered the future of Phi Eta and has worked at "cleaning house" a couple of times. The chartering group will consist of 50 young men at least. It is the recommendation of the staff that the committee move for approval of the petition. Their chartering is scheduled for April 9, 1988.

Iowa, Alpha Beta Colony. We have been concerned with the morale and leadership abilities of this colony. Just recently the President went to the Greek Advisor stating that they were interested in joining Phi Kappa Theta's colony. Obviously a personal visit by Randy right after this meeting will be in order. There is a possibility of dissolving the colony with the understanding that we can come back on at anytime. Another possibility is cleaning house and starting over. We will be able to inform you better after Randy's visit.

## Expansion

Although Expansion is important to our Fraternity it has not received the amount of attention required to develop a quality program. Most fraternities are experiencing an increase in membership due to their concentrated expansion efforts. We on the otherhand have not concentrated much effort on expansion due to our limited time and resources.

With many of our colonies chartering, less time will be spent on them giving more opportunity to Randy to do some prospecting for possible sites. Once prospects are found, the amount of staff time needed to begin a colony is great (three-four weeks on first initial visit) and the cost is also high. As we continue to lose poor chapters, new high quality colonies need to be developed.

It is felt that in January 1989 we would be prepared to begin an expansion. Following is the list of prospective sites. The first three are the most probable and the expansion criteria used to choose the best site is the same as in previous reports.

NC State. With the recent closing of the chapter, a possibility to restart is there. Alumni are interested in keeping a group there and the school will let us back on campus when we decide to recolonize.

University of Denver. It is our understanding that since we were invited to do a presentation in June, 1987 that once we decide to expand on the campus all we have to do is petition the IFC. Upon their approval we could begin recruiting men.

Ohio Wesleyan University. Randy has met with the Greek Advisor and discussed possible recolonization of Epsilon. While they're not looking for anyone currently the possibility is there and Randy will continue to follow up.

University of Oklahoma. We pulled out of this expansion plan because of the disorganization of alumni to raise funds for competitive housing. We still can come on when we want but housing is a major issue.

University of Alabama. They want us back on campus so Rob visited last spring to check into the possibility of a recolonization. Upon completion of his visit it is his opinion that we would need a \$750,000-\$1,000,000 house to compete and should not consider recolonizing.

Thiel College. John Luckenbill has found out about an interest group that may be interested in Alpha Sigma Phi. They are, however, currently interested in joining Alpha Chi Rho. John is keeping in contact with them.

Northern Michigan University. The IFC contacted us about coming back on campus. It was then referred to the alumni in the same manner as Eastern Michigan--if they started a group we would come in and work with them, but we don't have the time or resources to start it on our own.

Other possibilities we are checking into:

- University of California-Riverside
- Frostburg State University
- Edinboro University
- Santa Clara University
- Nebraska Wesleyan University
- University of Colorado

## Standards of Excellence

Following the Grand Council's review of the Standards of Excellence in August, the staff was directed to review the standards with chapter officers during visits this fall. Comments and suggestions for improvement to this "exposure draft" were made and have been taken into consideration for the rewriting of the draft enclosed now for your review (page 17). It is felt that the program provides an excellent "road map" for our chapters to follow to reach excellence. It is recommended that the program be introduced at the 1988 National Leadership Conference and Convention, and this fall semester, as an "evaluation and planning" program. Scoring will be done by chapter officers, and they will be asked to send their assessments to the National Headquarters for review and comment. The Chapter Advisor, Grand Province Chief and staff member visiting will also go over the program and scoring to help explain and evaluate their current standings. We then could recognize all chapters who have participated in the program in this way at the National Leadership Conference with a "Participation Award." We will be able to judge the effectiveness of the program during the fall, and begin to establish a fair awards program using the standards.

## Province Program

Currently all the Grand Province Chief positions are filled.

Province I	Robert W. Kutz
Province II	Brad Barling
Province III	Robert G. Cabello
Province IV	William J. Siering
Province V	Christopher Koch
Province VI	Kevin J. Garvey
Province VII	Donald M. Blevins
Province VIII	Donald Goforth
Province IX	John H. Luckenbill
Province X	Otto Sonder

In August Brother Vohs announced his stepping down as Director of Provinces. Brother Cabello was recommended and accepted to be his successor. It is Brother Voh's recommendation that each GPC be written to find out their level of commitment and discover if they still want to be GPC's. Replacements need to be sought then for any vacant spots. Three particular Province Chiefs are outstanding and deserve to be mentioned. They are:

Robert Kutz  
Robert Cabello  
John Luckenbill

It has also been recommended by Brother Vohs that the committee discuss a recognition pin to Province Presidents and Chiefs. We will have a Balfour catalogue at the meeting.

## National Leadership Conference & Convention

The great success of last year's National Leadership Conference was obvious as we traveled to chapters this fall. The excitement and enthusiasm that was "caught" in Bethany overflowed to the chapters. It is then reasonable to strive for continued increases in attendance. The staff is promoting the 1988 National Leadership Conference & Convention this spring in hopes of bringing 200 undergraduates to Ohio State.

We will be sponsoring the Second Annual National Alumni Conference concurrently with the leadership conference on August 12-14. Grand Chapter Advisors, Alumni Corporation Officers, Faculty Advisors, and other alumni advisors will be encouraged to attend. Attendees will have to pay for their room and meals. The Educational Foundation will defray travel expenses and provide partial grants to alumni who may not be able to afford the room and meal cost.

In considering future sites for meetings we will be looking at location and proximity for our groups as well as the ability to attract our undergraduate member attendance. Several comments referred to the chapter delegation size being smaller last year because of the anonymity of the location. Thus it is reasonable to suggest that future sites include Division I schools who have an appeal to these undergraduate leaders of our Fraternity. A few possible sites for the 1989 NLC include Indiana University and Purdue University. It is recommended that the committee appoint one member to work with the staff in choosing an appropriate site for the 1989 National Leadership Conference as well as working on criteria to consider for the future.

## The "Little Sister" Issue

Our fraternity has not recognized little sisters for several years. The reason is that they are often used as a crutch, dating service, or maid service and could be degrading to the women involved. The chapter has a tendency of getting lazy or concentrating more on the little sister rush than their own rush. They start relying on the women for monetary assistance during which they themselves become irresponsible. One chapter spends about \$4,000 on little sisters while only spending \$1,000 on rush indicating the wrong priorities.

The staff recommends that this committee support the NIC resolution that was passed in December stating that little sisters not be allowed in fraternities. It is also recommended that the committee move for the Grand Council to abolish the little sister pin.

## Future Projects

There are many areas which Randy wants to develop in our Chapter Services Program. Among the list are training the Corporation Officers and Advisors for our chapters, updating/improving our manuals, creating new material for the chapters' benefit, (i.e.; scholarship manual, career development program, risk management handbook, etc.) Another area is improving our consultant training program to better prepare our men on how to be more effective in their visits. There are a lot of other ideas and dreams that follow but all of them will not be accomplished unless Randy continues to spend time in the office and has funding to create and pursue new avenues. It has also been realized that in a couple of years the To Better The Man will need to be revised as we will have used up our current supply of books.



The Standards of Excellence Program

of

Alpha Sigma Phi Fraternity

I. Membership Recruitment	16
II. Financial Operations	13
III. Alumni Involvement and Advisement	11
IV. Pledge Education	13
V. Leadership and Officer Organization	16
VI. House Management	15
VII. Dining Operations	14
VIII. College/University Relations	10
IX. Community Relations	6
X. National Fraternity Identity	12
XI. Alumni Programming	7
XII. Scholarship	10
XIII. Campus Leadership	7
XIV. Community Service	7
XV. Brotherhood Development	8
XVI. Social Programming	14
XVII. Membership Enrichment	9
XVIII. Ritual Exemplification	<u>12</u>
Criteria at 5 points each	200

**The Standards of Excellence Program**  
of  
Alpha Sigma Phi

**I. Membership Recruitment**

- A. Recruitment training included in pledge and chapter education annually.
- B. Written goals for each recruitment period by chapter and evaluation after completion by the chapter.
- C. Rush committee in place and assisting Rush Chairman.
- D. Chapter size 10% greater than the campus average, or a minimum of 80 whichever is greater.
- E. 95% pledge/initiation ratio.
- F. Emphasis on one-on-one recruitment.
- G. Summer program organized and used where allowed.
- H. Written policy concerning legacies and transfer students in by-laws.
- I. Contact all alumni recommendations with follow-up back to the alumnus.
- J. Membership distribution: each freshmen class size is increasingly larger, seniors the smallest.
- K. Voting procedure for extending bids and initiating pledges as prescribed in chapter by-laws.
- L. All Rush functions are non-alcoholic.
- M. Adherence to all University and IFC policies and regulations.
- N. Alumni involvement in recruitment
- O. Annually pledging more than 1/3 the total membership.
- P. Alumni Corporation/Association Rush Advisor working with Rush Chairman in developing, implementing and evaluating Rush program.

## II. Financial Operations

- A. Chapter budget developed in the preceding term by the Prudential Committee, reviewed by House Corporation/Association and/or Financial Advisor and formally adopted by the chapter with each member receiving a copy.
- B. Chapter budget and projected budget reviewed by the National Headquarters staff personnel.
- C. Member of the Alumni Corporation Board who serves as Financial Advisor
- D. Dues and fees paid to the chapter at the beginning of each term.
- E. Accounts receivable current, not to exceed 6% for each budget period with promissory note and payment plans set by the Prudential Committee within ten days after billing date.
- F. Bookkeeping system current with budget control reports submitted each term to National Headquarters, Grand Chapter Advisor, Financial Advisor, and Alumni Corporation/Association board.
- G. Accounts Payable current.
- H. Use of signed contract where room and/or board is provided.
- I. Reserve fund established and annually contributed to; administered by Alumni Corporation/Association.
- J. Checks that require the signature of two officers.
- K. Compliance with Internal Revenue Service and any other government agencies' rules and regulations (reports, filing forms, etc.)
- L. Prompt payment of initiation fees, pledge fees, chapter dues, membership dues and all other charges payable to the National Headquarters.
- M. All members participate in strict enforcement of financial obligations.

### III. Alumni Involvement and Advisement

- A. Effective and functioning Grand Chapter Advisor, Faculty Advisor Rush Advisor, Pledge Education Advisor, Financial Advisor, and Alumni Relations Advisor.
- B. Regular Advisor attendance at Prudential Committee meetings.
- C. Regular Advisor attendance at Chapter meetings.
- D. Regular Advisor attendance at Alumni Corporation meetings.
- E. Regular Advisor attendance at Province Leadership Conferences.
- F. Advisors present at National Leadership Conferences and National Leadership Conference & Conventions.
- G. Fully constituted Alumni Corporation/Association Board.
- H. Alumni Corporation/Association meetings at least twice a year.
- I. Alumni Corporation/Association review of budget proposals.
- J. Advisors assistance with chapter programming.
- K. Grand Chapter Advisor, Faculty Advisor, Alumni Corporation/Association President communicate regularly with college or university administration.

#### IV. Pledge Education

- A. Written copy of pledge program and activities sent to National Headquarters each term, i.e. week by week synopsis of program.
- B. Implementation of educational programs outlined in the Pledge Educators Manual when teaching all material in "To Better The Man."
- C. Local chapter supplement for "To Better The Man", including syllabus, developed and distributed to all incoming pledges.
- D. Require all pledges to participate in outside campus activities.
- E. Strict adherence to all the Fraternity ritual and to all laws regarding pledge programs, including the policy on Pre-Initiation Activities.
- F. Annual chapter review of all pledge programming activities by Chapter and Pledge Education Advisor to insure up to date and effective membership development.
- G. Implementation of programs that stress total integration of new members with existing chapter.
- H. Implementation of an effective, comprehensive big brother/little brother program.
- I. Inclusion of personal development sessions in pledge programming activities, i.e. study skills, time management, career planning and development etiquette, etc.
- J. Inclusion of a Substance Abuse Prevention program.
- K. Comprehensive post-initiation programming to include review of ritual and discussion of all initiation and pledge programs.
- L. Pledge class participation in all chapter programs including, but not limited to, Rush, Scholarship, Service and Social.
- M. In-chapter Academic Advisor program implemented.

## V. Leadership and Officer Organization

- A. Strong and decisive leadership
- B. The following officers in place and functioning with no doubling up on positions:

HSP	HA	IFC Representatives
HJP	HR	Student Government Representative
HE	HP	Prudential Committee Members-at-Large
HS	HM	
HCS	HC	

- C. The following committees in place and functioning:

Rush	Pledge Education
Scholarship	Ritualism
Alumni Relations	Public Relations
Intramurals	Brotherhood Enrichment
Social/Activities	Service
	Prudential

- D. Officer and Committee Chair retreat held each term to set goals and objectives and evaluate past performance.
- E. Weekly meeting of the Prudential Committee with the Grand Chapter Advisor in attendance.
- F. Orderly transition of officers.
- G. Elections held annually; not by term.
- H. Chapter monthly master calendar set at least one month in advance, properly displayed, with each member/pledge receiving a copy.
- I. Programs and goals written and well communicated to the entire brotherhood.
- J. Follow up, accountability, and evaluation of all goals and programs.
- K. Program to train future chapter leaders for leadership roles.
- L. Attitude developed that we can do better.
- M. Development, orderly maintenance and updating of officer manuals which are handed down to each group of new officers.
- N. Effectively run chapter meetings that follow Roberts Rules of Order.
- O. Most meetings conducted in 45 minutes to an hour.
- P. Chapter meetings that follow a written agenda and include officer reports and remarks for the good of society.

## VI. House Management

- A. Lodging occupancy at capacity of chapter house.
- B. Enforcement of residency requirements as stipulated by the Constitution and By-Laws.
- C. High standards of cleanliness and upkeep of chapter house to include public and private areas, and individual rooms.
- D. House rules clearly specified in written form and strictly enforced.
- E. Good chapter house cleaning program, including daily house duties and regularly scheduled work sessions.
- F. Good maintenance and repair program to be included in daily cleaning program.
- G. Extended work sessions involving entire chapter at least once a term.
- H. Election or appointment of House Manager to oversee house cleaning and maintenance programs.
- I. Regular communications between the House Corporation and House Manager, including regular reporting to and attendance at House Corporation meetings.
- J. Adequate housing insurance, including liability coverage.
- K. Plans and program for short and long term refurbishing of facility.
- L. Compliance with local fire and building codes.
- M. Appointment of fire marshall to supervise fire safety and prevention program.
- N. Fire Safety and Prevention Program-
  - 1. Regular fire drills.
  - 2. Heavy penalty for discharging fire extinguishers or setting off alarms.
  - 3. Semesterly safety check by fire department.
  - 4. Evacuation plan posted.
  - 5. Smoke detectors and fire extinguishers installed and checked regularly.
- O. Procedure in place and adhered to to assure proper security when chapter is **not** in session, including special winter closing procedures.



## VII. Dining Operations

- A. Proper decorum and respectable conduct at meals.
- B. Appropriate dress for dinner; i.e. shirt, shoes, pants, etc.
- C. Utilization of the dinner hour for internal communications.
- D. Periodic programming during dinner.
- E. Pride in maintenance of dining area at all times.
- F. Respectful treatment of kitchen crews and employees.
- G. Good sanitation and health standards.
- H. Formal dinner at least once a week.
- I. Sit-down chapter dinners, a minimum of two per week.
- J. Cleanliness and maintenance of kitchen, storage areas, and dining areas under the guidance of the kitchen steward.
- K. Well-balanced meal program.
- L. Adequate budget for kitchen operations.
- M. Supervision and controls over purchasing food and supplies by Steward and Prudential Committee.
- N. Fire safety and prevention, especially in kitchen areas.

### VIII. College/University Relations

- A. Awareness of local chapter identity with the institution in all acts, words and deeds.
- B. Maintenance of positive relationship with the College/University Administration.
- C. Compliance with all College/University policies that govern its students and fraternities.
- D. Regular meeting with the College/University Fraternity Advisor at least once per term.
- E. Regular communications of House Corporation/Association President and Chapter/University Fraternity Advisor.
- F. Prompt reporting and submission of any reports and/or fees due to the College/University.
- G. One or more active Faculty Advisor selected by chapter.
- H. Representation at College/University sponsored activities for the fraternity system and entire campus.
- I. Membership and active participation on the Interfraternity Council.
- J. Encouragement of initiating Faculty and Alumni members from the College/University and/or community that will bring credit to our Fraternity.

## IX. Community Relations

- A. Respect by the chapter for its neighbors' rights to quiet and peaceful enjoyment of their property and environment.
- B. Maintenance of positive relations and communication with neighbors and the community.
- C. Strict adherence to community standards and legal responsibilities.
- D. Community service attitude and awareness demonstrated by chapter involvement.
- E. Individual members' knowledge and awareness of civic responsibilities.
- F. Chapter involvement with leaders of community and its officials where and when appropriate.

## X. National Fraternity Identity

- A. Awareness of chapter's identity with national Fraternity in all acts, words and deeds.
- B. Compliance with all policies and programs of Alpha Sigma Phi.
- C. Representatives at Province Leadership Weekends, National Leadership Conferences and National Leadership Conferences & Conventions.
- D. Exemplary behavior when attending Province Leadership Weekends, seminars, and visiting other chapters.
- E. Adequate preparation before and cooperation during the National Headquarters Staff Personnel's visit.
- F. Follow-up on National Headquarters Staff Personnel's recommendations.
- G. Chapter accounts kept in good standing with the National Fraternity.
- H. Prompt reporting to Headquarters of pledges, initiations, chapter elections, undergraduate roster, and other reports specifically requested.
- I. Prompt response to correspondence from the National Headquarters.
- J. Review of Chapter By-Laws biennially.
- K. Observance of Founders' Day.
- L. Material submitted for publication in The Tomahawk for winter and summer issues and regular reports to "The Old Gal Gazette."

## **XI. Alumni Programming**

- A. Chapter officer elected to run Alumni Relations Program and active standing committee in place.
- B. Three chapter newsletters to alumni per year, focusing on alumni news with the National Headquarters on the mailing list.
- C. Alumni Activity Program utilizing a minimum of at least two alumni functions per year.
- D. Chapter recognition of outstanding alumni service.
- E. Written Alumni Relations Program with goals.
- F. Change of addresses forwarded to Headquarters for all alumni.

## **XII. Scholarship**

- A. Pledge and active GPA above all men's and all Fraternity averages.
- B. Awards system implemented to acknowledge academic excellence.
- C. Active program implemented to help pledges and new members adjust to the academic environment of the host institution, including the Academic Advisor Program.
- D. Minimum GPA set for initiation into the Fraternity and strictly adhered to.
- E. Minimum GPA set and adhered to for all chapter officers.
- F. Statistics of the chapters' scholastic performance sent to the National Headquarters after each term.
- G. Participation in all National Headquarters and Educational Foundation Awards & Scholarship programs.
- H. Study skills workshop program in effect for all members.
- I. Active program to recruit academically able students.
- J. Activities and programs directed by Scholarship Director.

### XIII. Campus Leadership

- A. Campus leadership positions held by at least 15% of the chapter.  
(Committee chairman, Student Senate, etc.)
- B. At least 75% of chapter membership involved in campus organizations and/or activity, (other than intramurals), including the campus leadership positions listed above.
- C. Pledge programming to require involvement in outside campus organizations.
- D. Active participation in campus events such as Greek Week, Homecoming, etc.
- E. Chapter involvement in intramural activities.
- F. Chapter membership and participation in local Interfraternity Conference.
- G. Positive campus chapter image versus purely social image.

#### XIV. Community Service

- A. At least 4 charitable Service Projects per year.
- B. One or more college related project per year.
- C. One or more community related project per year.
- D. One project requiring the participation of 90% of the brotherhood.
- E. One project that does not require raising of money.
- F. Publicity sought for each event.
- G. Report events in the Chapter Newsletters and send the information on each event to the National Headquarters.



#### **XV. Brotherhood Development**

- A. Adherence to Alpha Sigma Phi Fraternity "Code of Conduct."
- B. Chapter Retreat held each term.
- C. Fraternal goals set once a term, ideally at chapter retreats.
- D. Creative activities scheduled regularly to build morale, spirit, and self-confidence and to help discourage development of factions and cliques within the chapter.
- E. Special programming at annual chapter retreat for building positive relationships.
- F. Good financial management.
- G. Appointment of Brotherhood Enrichment committee to develop and implement programs of this type.
- H. At least two social events per year for brothers and pledges only.

## XVI. Social Development Programming

- A. Social responsibility exhibited by members.
- B. Social responsibility by chapter.
- C. Discipline for social misconduct, misbehavior, or substance abuse.
- D. Compliance with state and local laws, as well as College/University policies concerning alcohol and drugs.
- E. Avoidance of tasteless, insensitive, socially demeaning and offensive parties, themes and advertising.
- F. Alternative beverages and food at all social functions.
- G. Positive social environment in the chapter house and at all activities.
- H. Creative and diversified social program.
- I. Healthy balance in social programming with respect to scholastics and service.
- J. Chapter Formal held at least annually.
- K. Development of a quality Singing/Serenade Program.
- L. Good judgment in budgeting for social program. (i.e. social not over 15% of overall budget)
- M. Following the recommended Alpha Sigma Phi Fraternity Alcohol Policy.
- N. Chapter Alcohol and Substance Policy submitted and signed by chapter officers and submitted to the Grand Council.

## **XVII. Membership Enrichment**

- A. Encourage chapter participation in all campus sponsored educational/cultural programs.
- B. Chapter participation in all IFC or Greek sponsored educational programs.
- C. Program for membership development set each term including goals for each program.
- D. Chapter programs consistent with all Fraternity and host institution missions and policies.
- E. Programs and activities that enhance cultural awareness.
- F. Etiquette training program in place for all members.
- G. Career and placement guidance programming implemented.
- H. Alcohol Awareness program implemented for all members.
- I. Programming implemented on men's health issues and sexually transmitted diseases.

**NOTE:** Goals to be set for all of the above programs each term and communicated to the chapter.

#### **XVIII. Ritual Exemplification**

- A. Formal meeting with ritual opening and closing held once a month.
- B. Ritual closing used after every meeting.
- C. Initiation Ceremony conducted with strict adherence to written Alpha Sigma Phi Ritual.
- D. Officer Installation Ritual used to install all new officers.
- E. All ritual books accounted for and in good condition.
- F. Complete ownership of all ritual equipment.
- G. Proper and thorough preparation and rehearsal for all of the ritual.
- H. Complete memorization of ritual where appropriate.
- I. All pre-initiation activities in harmony with pledge education and initiation degrees.
- J. Proper attire worn at all ritual ceremonies.
- K. Post ritual education with the HM explaining and discussing the Ceremony of Initiation.
- L. Use of the Rituals for Life Ceremonies for Seniors, Weddings, Birth/Adoptions, Milestone, Memorial and Black Lantern Processional.

## REPORT TO THE COMMITTEE ON FINANCE

### Budget Review

A \$16,000 projected decrease in Educational Foundation Grants, among other factors, could lead to a \$25,000 deficit for 1987-88. The projected decrease in Grants is due to an \$8,500 drop in Investment Income and an \$8,000 charge for expenses related to the Foundation's new Director of Development position. The Investment Income drop is due to the Trustees' new investment policy, adopted in August, which calls for income in the 5-6% range, down from 7-8%. The income goal was lowered to allow for equity growth. Most of the \$8,000 charge for the Director of Development position is for remodeling costs to the National Headquarters building to create new office space. While these charges were expected, it was also expected that the new position would produce new income to cover those costs. Now that the position will not be filled until nearer mid-year, it is unlikely that the new income can be produced during 1987-88.

Other factors in the Fraternity Budget contribute to the projected loss. Most disconcerting is a \$5,300 loss on the National Leadership Conference. This is due to the Executive Director's lack of budget control while working with the new, first-time director of the conference. Strict budget controls have already been instituted for the 1988 conference. A \$5,500 additional expense on To Better The Man was unexpectedly incurred, due to a staff error in production cost estimates. The mid-year decision to hire an additional Chapter Leadership Consultant for the Missouri project is producing additional expenses totaling \$4,500 from various line items. All projected increases and decreases in the Fraternity and Foundation budgets are highlighted in the financial statements, which begin on page 41.

Expense projections are liberal and should not exceed the estimate. Income projections are more volatile. Initiation Fees for existing chapters are projected to rise 4% above last year during the second half of the year. However, three new charterings totaling 150 new initiates are scheduled for March and April which will bring in an additional \$16,500. Thus, the Initiation Fee projection is conservative. The Annual Loyalty Fund projection is unchanged from what was budgeted, even though the mid-year net figure is 12% below last year and a 20% increase was budgeted. The plans outlined in the Report on the Annual Loyalty Fund project that the goal will be met. The Annual Loyalty Fund is the most volatile of all income and expense categories, and could even exceed the amount projected. However, the projection must be regarded as liberal.

Unless very unexpected circumstances arise the year-end deficit should fall into the \$10,000 - \$25,000 range.

### 1988-89 Projection

Numerous non-repeating expenses for both the Fraternity and Educational Foundation have made 1987-88 a particularly difficult budget year. Over \$37,000 of 1987-88 expenses will not be repeated for 1988-89. Removal of these costs leads the way for the projected \$2,040 surplus in the 1988-89 budget.

Income projections for 1988-89 are conservative. The Grants line item is the only one to increase substantially. The \$11,000 increase from projected 1987-88 is due to cost cuts in the Foundation and a 5% net increase in the Annual Loyalty Fund. No new income has been projected from 1.) an undergraduate fee increase, 2.) increases in the number of men pledged and initiated, 3.) increases in the average chapter size (creating an increase in dues income), 4.) increases in the Annual Loyalty Fund net provided by the Director of Development, or 5.) income from the new Fraternity Visa Program. Increases in projected income are certainly possible from each of these areas.

No funding for any of the new programs and services which have been discussed during the past year is included in the 1988-89 expense projections. Thus, most of the line items include no increases from the 1987-88 budget. Total expenses for 1988-89 are projected to be less than in 1987-88 due to previously mentioned non-repeating expenses.

A review of this projection will have to be made at the July Finance Committee meeting. By that time the 1987-88 figures will be finalized, and more accurate projections can be made for 1988-89.

### **Beyond 1988-89**

The staff is concentrating efforts on increasing income through undergraduate membership increases and growth in the Annual Loyalty Fund while continuing to provide quality programs and service at the most reasonable costs possible. The costs for the new programs and services we want to provide to our brothers would nearly double our current budget. Clearly, our work to increase income must continue with vigor.

As income does increase, however, we will need to turn our attention to more conservative budget-making, as well as to increased programming. We need, very soon, to be able to develop conservative budgets which include additional programs and services, while also projecting reasonable surpluses. As we approach this crossroad, two questions arise: 1.) Do we feel we have a staff and program infrastructure in place which will promote income growth? 2.) If yes, should we begin a budget discipline of suprluses in 1988-89, rather than continue to justify deficit financing for income growth?

### **Alpha Sigma Phi VISA Program**

Agreements approved by a Mail Vote of the Grand Council have been signed with Coverdell & Company and the First Tennessee Bank to offer a VISA credit card to our alumni carrying our name and logo along with the bank's. Promotional mailings to alumni will hit the mail by March 1. Rough drafts of the card design and mailing pieces follow this report as Attachment B on page 49. Coverdell projects that the program will net Alpha Sigma Phi \$32,400 during its first twelve months, and \$39,600 annually in each year following. Of course, these projections can vary widely depending upon the actual alumni response rate and card usage rate. We will have a much clearer idea this summer of the amount of income from the program we might expect during 1988-89.

## Insurance Program

Property. Eighteen chapters are participating in the Group Property Insurance program again this year through James R. Favor & Company and Lloyd's of London. Premium notices have been out since January 12, and a majority of payments have been received (renewal date was 1/15/88). We did not allow the Hartwick Chapter to participate this year, due to its large debt from the previous year. Unpaid accounts will be contacted on February 8. Everyone understands that cancellation of their policy will take place if they do not pay in a timely fashion. We must pay the balance due for the group on March 1, and should have all premiums collected by that time. The exception will be Oklahoma, which is paying \$500/month, and has already made its first payment.

Liability. The rate for General Liability Insurance offered to our chapters by Insurance Coverages Ltd. and the New Hampshire Insurance Company for our 1988-89 renewal (beginning March 12) will stay at \$52/man, the same as for 1987-88. Last year's "special endorsements" on the policy which eliminated coverage for hazing, sexual abuse, and open parties has been removed. We are pleased with this turn of events in the insurance market, and hope rates may drop as we continue to control losses. Premium notices were mailed to chapters on January 18.

The Insurance Coverages Ltd. policy works differently from the old James R. Favor & Company policy. The Favor policy was a true "national" policy--all chapters were required to be covered and everyone was protected under it. Insurance Coverages Ltd., on the other hand, writes separate policies for every chapter. The National Fraternity and all alumni advisors everywhere are covered by virtue of being listed as "additional insureds" on each policy. This means that last year local chapters had the option of buying the coverage from ICL or a local agent--so long as they maintained the same "additional insureds" list.

This year, however, ICL is going even further. Now they say that if a chapter chooses not to buy their coverage they will protect and defend the National Fraternity if we are sued as a result of the action of such a chapter. The local chapter and its alumni would be the only ones not covered. This is a remarkable reinterpretation of the policy, and means that the National Fraternity has nothing to lose, from a liability stand point, by a local chapter going uninsured.

Therefore, to help our collection problem, we plan to cancel coverage for chapters who do not pay by April 1, when our group premium is due to ICL. The company has agreed to retroactively cancel coverage on this date for those chapters. However, this won't solve the problem of the local chapter being uninsured--which is not only bad for them, but also in violation of the 1984 National Convention Insurance Requirement Resolution. The Grand Council could suspend enforcement of that requirement, given that the National Fraternity is covered regardless. But we cannot be assured how long this "interpretation" will hold true.

## Accounts Receivable

Insurance. These receivables are down to \$46,000 from \$73,000 in August. Nearly \$4,600 of these are past due from chapters at Charleston, Davis & Elkins, and N.C. State. As these chapters will probably be closed in the next eight months, this amount will have to be written off our books. About \$20,500 of the remainder is past due from Oklahoma and Missouri--please see the special sections on these chapters later in this report. Sixteen chapters owe the final \$21,000 still outstanding. Each chapter is either on a promissory note or currently working out an adequate payment schedule.

General Fund. Receivables in this fund totaling over \$3,700 from Charleston, Davis & Elkins, and N.C. State will also have to be written off. Total accounts receivable in this area are down to \$26,000 from \$29,000 in August, even though an additional semester's worth of dues and fees has been billed out since then. Real progress has been made in this area due to the hard work of the Director of Chapter Services and the Chapter Leadership Consultants. Nearly \$7,000 of the total represents unreported pledge and initiation fees which were unreported, but detected by the staff and billed. Again, chapters who owe are on promissory notes or working out payment schedules.

Oklahoma. The Oklahoma Chapter Alumni Corporation has begun pursuing the sale of their building. Once the sale is made, the alumni will pay off their A-S-P Corporation loan (\$30,742.18) and delinquent insurance premiums (\$9,712.52). We refused to provide 1988-89 insurance unless their bank agreed to reduce its monthly mortgage requirement so they could pay the insurance monthly. The bank agreed, and these payments began in January. After the sale of the house, the alumni will consider adding to their leftover assets with a fund-raising campaign to build or purchase a new house.

Missouri. The Missouri chapter house is currently being refinanced to consolidate debts from house improvements and operating costs. The \$10,775.00 in past insurance premiums owed and \$5,520.16 past due Emergency Fund loan will be repaid when the new mortgage loan is completed during the next sixty days.

Widener. The Widener Chapter Alumni Corporation officers have worked diligently this fall to find financing to purchase their house from the A-S-P Corporation. However, no financing has been found yet and the A-S-P Corporation's offer to sell the house to the alumni for \$67,500.00 plus past due rent of \$19,500.00 ran out on December 15, 1987. The alumni have kept their rent and insurance payments current since July. They would like the A-S-P Corporation to continue its sale offer and rent payment rate as they continue to explore financing. Currently, they are having three separate appraisals of the properties done to show banks, the first two of which exceed \$250,000. Banks do not seem to like the fact that they are interested in 100% financing, but the alumni hope the high appraisals will change some minds.



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual</u> <u>1986-87</u>	<u>7/1/86</u> <u>12/31/86</u>	<u>7/1/87</u> <u>12/31/87</u>	<u>Budget</u> <u>1987-88</u>	<u>Projected</u> <u>1987-88</u>	<u>Projected</u> <u>1988-89</u>
1. Initiation Fees	\$83,970.00	\$35,825.00	\$35,860.00	\$94,000.00	\$94,000.00	\$90,000.00
2. Pledge Fees	33,775.00	19,985.00	20,405.00	36,000.00	35,000.00	35,000.00
3. Chapter Fees	2,295.00	2,295.00	2,295.00	2,340.00	2,340.00	2,340.00
4. Undergrad. Dues	71,340.00	32,020.00	45,101.00	85,000.00	90,000.00	90,000.00
5. Educ. Foundation Grants	78,500.00	36,000.00	44,000.00	101,000.00	85,000.00	96,000.00
6. Merchandise (net)	3,120.64	2,971.63	2,280.87	2,500.00	4,500.00	2,500.00
7. Investments and Interest	5,492.79	3,626.57	1,642.93	7,000.00	5,000.00	7,000.00
8. Parking Rentals	2,100.00	1,110.00	859.41	2,100.00	1,600.00	1,600.00
9. Services to Organizations	25,700.00	5,100.00	5,100.00	25,700.00	25,700.00	25,700.00
10. Miscellaneous	<u>4,726.73</u>	<u>2,983.21</u>	<u>1,246.33</u>	<u>4,000.00</u>	<u>4,000.00</u>	<u>4,000.00</u>
TOTAL INCOME:	\$ 311,020.16	\$ 141,916.41	\$ 153,790.54	\$ 359,640.00	<b>\$347,140.00</b>	\$354,140.00
TOTAL EXPENSES:	<u>324,021.10</u>	<u>151,934.06</u>	<u>185,386.57</u>	<u>359,600.00</u>	<u>372,433.72</u>	<u>352,100.00</u>
GAIN (LOSS):	\$(13,000.94)	\$ (10,017.65)	\$ (26,596.03)	\$ 40.00	<b>\$(25,293.72)</b>	\$ 2,040.00

### Special Note

Annual Loyalty Fund (net)	\$96,165.00	\$58,718.05	\$51,630.66	\$115,000.00	\$115,000.00	\$121,000.00
---------------------------	-------------	-------------	-------------	--------------	--------------	--------------

# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual</u> <u>1986-87</u>	<u>7/1/86</u> <u>12/31/86</u>	<u>7/1/87</u> <u>12/31/87</u>	<u>Budget</u> <u>1987-88</u>	<u>Projected</u> <u>1987-88</u>	<u>Projected</u> <u>1988-89</u>
1. Salaries	\$126,843.80	\$ 63,265.85	\$ 64,368.73	\$140,000.00	<b>\$142,000.00</b>	\$150,000.00
2. Unemployment Comp.	2,924.82	411.87	321.47	3,200.00	3,200.00	3,200.00
3. Employees A & H Ins.	3,815.71	1,577.90	2,137.55	4,300.00	<b>4,800.00</b>	5,300.00
4. Social Security Tax	9,167.95	4,556.33	4,681.76	10,000.00	10,000.00	11,000.00
5. Pension	3,600.00	1,800.00	1,800.00	3,600.00	3,600.00	3,600.00
6. Utilities	2,552.02	1,162.69	1,317.79	3,000.00	3,000.00	3,000.00
7. Bldg, Maint & Prop. Tax	1,365.06	142.50	1,024.47	1,500.00	<b>2,500.00</b>	1,500.00
8. Telephone	12,156.98	4,733.24	4,568.42	12,000.00	12,000.00	12,000.00
9. Postage	11,621.73	5,143.16	6,542.60	13,000.00	13,000.00	13,000.00
10. Office Supplies	9,752.28	4,127.55	5,869.95	10,000.00	<b>10,500.00</b>	10,500.00
11. Computer Service	7,982.95	5,733.01	2,744.49	3,000.00	<b>4,500.00</b>	4,000.00
12. Audit & Legal	4,560.67	3,000.00	3,500.00	4,000.00	4,000.00	4,000.00
13. Insurance	4,156.33	2,366.88	2,132.45	3,500.00	<b>4,000.00</b>	3,500.00
14. Publications						
a. Tomahawk	31,968.03	11,969.38	24,574.56	50,000.00	50,000.00	44,000.00
b. TBIM	607.36	347.45	16,113.44	14,000.00	<b>19,500.00</b>	3,500.00
15. Chapter Services						
a. Exec. Director travel	3,092.03	2,612.45	2,083.01	3,000.00	3,000.00	3,000.00
b. Dir. Chap. Serv. travel	18,699.27	10,193.52	2,851.66	5,000.00	5,000.00	4,500.00
c. Chapt. Cons. travel	7,844.76	3,481.90	6,449.91	14,000.00	<b>15,000.00</b>	14,000.00
d. Staff Housing	3,500.00	1,900.00	1,100.00	2,400.00	2,400.00	2,400.00
e. G.C., Others travel	918.97	345.53	878.61	1,000.00	1,000.00	1,000.00
f. Prog. Costs & Gen. Op.	4,641.16	1,806.70	1,574.63	4,500.00	4,500.00	4,500.00
16. Expansion						
a. Staff travel	872.82	66.00	1,145.21	3,000.00	<b>1,500.00</b>	2,000.00
b. Others travel	794.43	461.05	370.84	2,000.00	<b>1,500.00</b>	1,000.00
c. Prog. Costs & Gen. Op.	2,935.39	1,050.51	707.18	4,500.00	<b>3,500.00</b>	2,500.00

# GENERAL FUND

## Expenses - Page 2

EXPENSES	Actual 1986-87	7/1/86 12/31/86	7/1/87 12/31/87	Budget 1987-88	Projected 1987-88	Projected 1988-89
17. Interfraternity						
a. Dues	1,774.50	1,774.50	100.00	2,000.00	2,000.00	2,000.00
b. Travel & Meetings	6,559.24	3,242.08	2,263.13	5,500.00	5,500.00	5,500.00
18. Chapter Programming						
a. Province System	6,175.39	2,142.60	3,616.81	9,000.00	<b>7,000.00</b>	9,000.00
b. Scholarship	559.94	-	-	600.00	600.00	600.00
19. Conf. & Exec. Meetings	8,392.59	2,548.25	6,255.89	8,000.00	8,000.00	8,000.00
20. Automobile	4,510.90	2,289.62	2,210.16	5,000.00	5,000.00	5,000.00
21. Insignia	10,372.86	3,807.25	5,537.38	11,000.00	11,000.00	11,000.00
22. Newsletter Service	3,123.74	1,558.50	62.22	1,000.00	1,000.00	1,000.00
23. Doubtful Accounts	1,746.00	-	-	1,000.00	1,000.00	1,000.00
24. Miscellaneous	4,768.61	2,526.04	1,148.53	2,000.00	2,000.00	2,000.00
25. National Meetings (net)	<u>(337.19)</u>	<u>(210.25)</u>	<u>5,333.72</u>	<u>-</u>	<u><b>5,333.72</b></u>	<u>-</u>
TOTAL EXPENSES:	\$ 324,021.10	\$ 151,934.06	\$ 185,386.57	\$ 359,600.00	\$372,433.72	\$352,100.00

### 1987-88 Income Issues

\*Foundation Grant Decrease (\$16,500)  
    -Investment Income (\$8,500)  
    -Dir Development Cost (\$8,000)  
\*Undergrad Dues Increase +\$5,000  
\*Various Combined Net Dec (\$1,000)  
**Total Income Decrease (\$12,500)/-3.5%**

### 1987-88 Expense Issues

\*To Better The Man Increase +\$5,500  
\*Nat'l Ldship Conf Increase +\$5,300  
\*Add'l Chapt Cons Increase +\$4,500  
\*Various Combined Net Dec (\$2,500)  
**Total Expense Increase \$12,800/+3.5%**

### 1988-89 Projection Issues

\*Non-recurring '87-'88 expenses +\$37,300  
    -Nat'l Ldship Conf +\$5,300  
    -Add'l Chapt Cons +\$4,500  
    -The Tomahawk +\$6,000  
    -To Better The Man +\$16,000  
    -Foundation Costs/Dir Dev +\$16,000  
\*Income Assumptions:  
    -Ann Loy Fund +5% net  
    -No Und Fee Increase  
    -Stable Pledge & Init Fees  
    -Stable Und Memb Dues  
    -No VISA Program income

# ALPHA SIGMA PHI EDUCATIONAL FOUNDATION

## BUDGET REPORT

<u>REVENUES</u>	<u>Actual</u> <u>1986-87</u>	<u>Actual</u> <u>12/31/86</u>	<u>Actual</u> <u>12/31/87</u>	<u>Budget</u> <u>1987-88</u>	<u>Projected</u> <u>1987-88</u>	<u>Projected</u> <u>1988-89</u>
1. Endowment Gifts	\$ 94,153	\$ 52,233	\$ 57,044	\$110,000	<b>\$137,000</b>	\$ 42,000
2. Annual Loyalty Fund	128,239	76,509	66,459	160,000	160,000	166,000
3. Investment Income	31,554	4,384	14,430	43,500	<b>35,000</b>	40,000
4. Computer Fees	16,264	11,150	11,250	22,500	22,500	22,500
5. Expendable Fund Transfer	<u>5,780</u>	<u>5,780</u>	<u>2,488</u>	<u>2,488</u>	<u>2,488</u>	<u>-</u>
TOTAL REVENUES	\$275,990	\$150,057	\$151,671	\$338,488	<b>\$356,988</b>	\$270,500
NON-EXPENDABLE REVENUES/ENDOWMENT	<u>94,153</u>	<u>52,233</u>	<u>57,044</u>	<u>110,000</u>	<u>137,000</u>	<u>42,000</u>
TOTAL EXPENDABLE REVENUES	\$181,837	\$ 97,824	\$ 94,627	\$228,488	<b>\$219,988</b>	\$228,500
TOTAL EXPENDITURES	<u>179,349</u>	<u>76,338</u>	<u>94,375</u>	<u>228,350</u>	<u>219,650</u>	<u>228,150</u>
GAIN/(LOSS)	\$ 2,488	\$ 21,486	\$252	\$138	<b>\$338</b>	\$350

EXPENDITURES

	<u>Actual</u> <u>1986-87</u>	<u>Actual</u> <u>12/31/86</u>	<u>Actual</u> <u>12/31/87</u>	<u>Budget</u> <u>1987-88</u>	<u>Projected</u> <u>1987-88</u>	<u>Projected</u> <u>1988-89</u>
1. Annual Loyalty Fund	\$ 32,074	\$17,791	\$14,828	\$ 45,000	\$ 45,000	\$ 45,000
2. Executive Director	16,155	5,000	8,250	18,000	18,000	19,000
3. Dir. of Development	-	-	1,372	-	8,000	-
4. Alumni Development	6,916	254	512	4,000	2,500	5,000
5. Planned Giving	-	-	2,566	3,000	3,000	5,000
6. Bookkeeping	3,000	1,500	1,500	3,000	3,000	3,000
7. Audit and Legal	2,000	2,000	2,250	2,500	2,500	2,500
8. General Admin.	10,000	-	-	10,000	10,000	10,000
9. Third Founding Admin.	5,500	-	-	5,500	5,500	5,500
10. Equipment Depreciation	8,743	-	-	15,000	15,000	15,000
11. Equipment Maintenance	2,869	-	2,271	4,500	4,500	4,500
12. Miscellaneous	2,242	2,443	2,675	3,000	3,500	3,500
		<u>Grants</u>				
1. Scholarships/Awards	\$ 1,350	\$ 1,350	\$ 1,650	\$ 1,350	\$ 1,650	1,650
2. Nat'l Leadership Conference	10,000	10,000	12,500	12,500	12,500	12,500
3. Educational Grants	<u>78,500</u>	<u>36,000</u>	<u>44,000</u>	<u>101,000</u>	<u>85,000</u>	<u>96,000</u>
TOTAL EXPENDITURES	\$179,349	\$76,338	\$94,375	\$228,350	\$219,650	\$228,150

Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets

ASSETS

	<u>12/31/87</u>	<u>1987</u>	<u>1986</u>
Cash, including savings, and other interest bearing accounts	\$ 39,912.00	\$ 51,472.00	\$ 66,450.00
Certificates of deposits and money market funds	29,989.00	34,493.00	86,966.00
Notes and accounts receivable:			
Notes receivable	26,596.00	27,484.00	24,654.00
Notes receivable from A-S-P Corporation	17,521.00	10,300.00	-
Accounts receivable	25,911.00	30,029.00	47,985.00
National insurance premium receivable	46,915.00	74,733.00	37,427.00
	<u>116,943.00</u>	<u>142,546.00</u>	<u>110,066.00</u>
Less allowance for doubtful receivables	<u>(4,805.00)</u>	<u>(5,685.00)</u>	<u>(9,700.00)</u>
Total notes and accounts receivables	<u>112,138.00</u>	<u>136,861.00</u>	<u>100,366.00</u>
Publications and jewelry inventories, at cost	6,225.00	6,225.00	7,465.00
Prepaid insurance	987.00	987.00	852.00
Investment in A-S-P Corporation, at cost:			
A-S-P Corporation, 4% debenture bonds	-	-	10,600.00
A-S-P Corporation stock	51,500.00	51,500.00	51,500.00
Total investment in A-S-P Corporation	<u>51,500.00</u>	<u>51,500.00</u>	<u>62,100.00</u>
Property and equipment at cost:			
Land	14,294.00	14,294.00	14,294.00
Building	14,812.00	14,812.00	14,812.00
Equipment and vehicle	48,830.00	48,830.00	50,495.00
	<u>77,936.00</u>	<u>77,936.00</u>	<u>79,601.00</u>
Less accumulated depreciation	42,044.00	42,044.00	47,594.00
Net property and equipment	<u>35,891.00</u>	<u>35,892.00</u>	<u>32,007.00</u>
	<u>276,641.00</u>	<u>317,430.00</u>	<u>356,206.00</u>

Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets

LIABILITIES AND FUND BALANCES

	<u>12/31/87</u>	<u>1987</u>	<u>1986</u>
Installment notes payable	\$ 15,208.00	\$ 18,205.00	\$ 7,562.00
Accounts payable	-	2,645.00	7,494.00
National insurance premium payable	-	-	13,078.00
Alabama Alumni escrow account	34,750.00	34,750.00	32,938.00
Deposits, refundable and non-refundable	-	7,475.00	7,356.00
Accrued expenses	1,377.00	2,452.00	2,632.00
Deferred income	10,030.00	10,030.00	18,315.00
Total liabilities	<u>61,365.00</u>	<u>75,557.00</u>	<u>89,375.00</u>
 Fund balances:			
Designated by the Grand Council for:			
Long-term investments	115,000.00	115,000.00	115,000.00
Investment in A-S-P Corporation	51,500.00	51,500.00	62,100.00
Emergency loans to chapters	26,596.00	27,500.00	25,000.00
Property and equipment	20,684.00	17,686.00	24,445.00
Total	<u>213,780.00</u>	<u>211,686.00</u>	<u>226,545.00</u>
 Undesignated	1,496.00	30,187.00	40,286.00
Total Fund balances	<u>215,276.00</u>	<u>241,873.00</u>	<u>266,831.00</u>
	<u>276,641.00</u>	<u>317,430.00</u>	<u>356,206.00</u>

Alpha Sigma Phi Educational Foundation  
Balance Sheet

ASSETS

	<u>12/31/87</u>	<u>1987</u>	<u>1986</u>
Cash in interest bearing accounts	\$ 52,309.00	\$ 76,204.00	\$ 10,339.00
Certificates of deposit and money market funds	-	382,354.00	410,446.00
Interest and note receivable	501.00	5,903.00	9,891.00
Investment securities	483,551.00	23,197.00	23,197.00
A-S-P Corporation, 4% debenture bonds	-	-	7,300.00
Equipment, at cost	81,348.00	80,428.00	7,000.00
Less accumulated depreciation	10,843.00	10,843.00	2,100.00
Net equipment	<u>70,505.00</u>	<u>69,585.00</u>	<u>4,900.00</u>
	<u>606,866.00</u>	<u>557,243.00</u>	<u>466,073.00</u>

LIABILITIES AND FUND BALANCES

Payroll taxes payable	\$ 123.00	\$ 309.00	\$ -
Restricted Fund balances:			
Non-expendable:			
Third Founding	533,480.00	481,546.00	388,253.00
Evin C. Varner Fund	23,677.00	23,567.00	22,807.00
Ralph F. Burns Fund	30,208.00	30,208.00	30,208.00
Penn State Fund	3,225.00	3,125.00	3,025.00
Carnegie-Mellon Fund	13,000.00	13,000.00	13,000.00
Minnesota Fund	3,000.00	3,000.00	3,000.00
Total	<u>606,590.00</u>	<u>554,446.00</u>	<u>466,293.00</u>
Expendable:			
Designated	-	2,448.00	5,000.00
Undesignated	276.00	-	780.00
Total	<u>276.00</u>	<u>2,448.00</u>	<u>5,780.00</u>
Total Fund balance	<u>606,866.00</u>	<u>556,934.00</u>	<u>466,073.00</u>
	<u>606,866.00</u>	<u>557,243.00</u>	<u>466,073.00</u>





Organization?

24 West William Street  
Delaware, OH 43015

Phone?

Dear Brother,

There are many benefits of belonging to America's premier fraternity. Because Alpha Sigma Phi has more than 31,000 brothers living nationwide, we are now able to offer you a special, new benefit of membership—the **Alpha Sigma Phi Classic VISA**. AND SPECIAL IT IS—the **ΑΣΦ Classic VISA**—complete with our logo, is a great value for you, and the entire Fraternity brotherhood benefits, too. Few credit cards offer so many advantages.

---

**THERE'S NO FIRST YEAR FEE FOR ΑΣΦ BROTHERS, AND THE APR IS JUST 16.5%  
...LESS THAN WHAT MOST CARDS COST THESE DAYS.**

---

Plus, no interest is charged on purchases if you pay your monthly balance in full. Working with First Tennessee Bank, we've arranged a card to serve the needs of all our alumni brothers...from the new graduate to the established business and professional alumnus. Compare these terms with the terms of credit cards you're already carrying. We think you'll agree the **ΑΣΦ Classic VISA** is a remarkable value.

For all your travel needs, you'll have access to a special toll-free reservations service offering rebates when you use **Classic VISA**. Many more benefits are described in the enclosed brochure.

---

**WITH EACH USE OF YOUR CARD, YOU ALSO HELP THE ENTIRE FRATERNITY  
MEMBERSHIP—AT NO ADDITIONAL COST TO YOU!**

---

The application form is short and simple. First Tennessee Bank, which is responsible for approving credit, has pledged prompt handling of all **ΑΣΦ** applications—and understands the exceptional level of financial responsibility of Alpha Sigs.

So please complete and mail the form today.

Fraternally yours,

Robert M. Sheehan, Jr.  
Executive Director

# Get the Alpha Sigma Phi Classic VISA.

THE ALPHA SIGMA PHI CLASSIC VISA...a distinctive, low-cost, high-benefit credit card that helps **you and Alpha Sigma Phi** with every single use.

## BENEFITS FOR YOU

**NO FIRST YEAR FEE.** You'll pay no first year fee to carry the  $\text{ΑΣΦ}$  Classic VISA, and only \$18 in future years. Some cards with fewer benefits are charging \$50 a year or more.

**CHOOSE YOUR INTEREST—LOW OR NONE.** The  $\text{ΑΣΦ}$  Classic VISA charges only 16.5% annual percentage rate—well below the interest rate of most credit cards. Or, **you can avoid all finance charges on purchases** by paying your balance in full each month. (Daily interest applies to cash advances.)

**ENJOY MEMBERSHIP IN THE PREMIER TRAVEL CLUB.** When you receive the Alpha Sigma Phi Classic VISA, you will automatically become a member of the Premier Travel Club which offers important travel services and discounts to make all your travels more enjoyable. These benefits include: ■ **Toll-free Travel Reservations With Rebates.** Just pick up the phone to make travel reservations toll-free—and save money. This special service includes a 5% rebate on travel fare and accommodations when charged to your Classic VISA. ■ **\$250,000 Travel Insurance.** When you pay for common carrier travel fare with Classic VISA, you're automatically covered with \$250,000 travel accident insurance for that trip. ■ **Auto Rental Discounts.** Save when you use Classic VISA to rent cars from Hertz, National or Avis, anywhere in the U.S. ■ **Auto Rental Collision Waiver Damage.** When you rent a car using your  $\text{ΑΣΦ}$  Classic VISA, you can decline the expensive collision waiver damage offered by the rental companies because you are

automatically insured for all damages to the vehicle after a deductible of \$500. ■ **Emergency Cash, Airline Fare.** If stranded on a trip without cash or credit cards, you can get up to \$1,000 emergency cash plus an airline ticket home.

**BENEFITS FOR ALPHA SIGMA PHI**  
**UNIQUELY DESIGNED TO PROMOTE ALPHA SIGMA PHI.** The  $\text{ΑΣΦ}$  logo sets the  $\text{ΑΣΦ}$  Classic VISA apart from all other credit cards. While enjoying the convenience and cost-saving features, you will also display your pride in being a brother in America's premier fraternity.

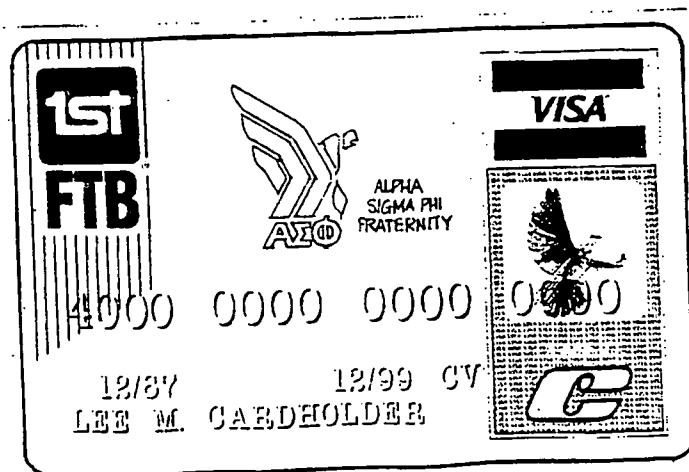
**HELPS FUND  $\text{ΑΣΦ}$  LEADERSHIP PROGRAMS.** Each time you charge a purchase on your  $\text{ΑΣΦ}$  Classic VISA, a contribution is made to Alpha Sigma Phi Fraternity—at **no extra cost to you.** These funds will be used by  $\text{ΑΣΦ}$  to help improve our Annual National Leadership Conference, to support the work of our traveling Chapter Leadership Consultants and to support our alumni programs. In addition, these extra funds will be used to help support the ever-increasing publication costs of **The Tomahawk.**

## OTHER SPECIAL FEATURES

**TOLL-FREE CUSTOMER SERVICE.** The  $\text{ΑΣΦ}$  VISA Card entitles you to prompt, attentive service on all your account needs. Call toll-free from anywhere in the country.  
**STREAMLINED APPLICATION.** The  $\text{ΑΣΦ}$  Classic VISA application requires just a few simple items of information. Be sure to use the postage paid envelope to expedite processing. First Tennessee Bank is responsible for approving applications and  $\text{ΑΣΦ}$  **will not** have access to a member's financial information. Please direct inquiries to Barbara Hargett of Coverdell & Company, the program's manager, at (404) 262-9100.

**The  
Phoenix  
Takes  
Flight**

BACK



Fly High  
With a  
Classic.

COVER

## REPORT TO THE COMMITTEE ON ALUMNI OPERATIONS

Annual Loyalty Fund

	<u># of Donors</u>	<u>Gross Receipts</u>	<u>Net Receipts</u>	<u>Average Gift</u>
1981-82	1,574	\$ 43,024	\$ 26,607	\$ 27.33
1982-83	1,716(+ 9%)	51,696(+20%)	40,085(+51%)	30.13(+10%)
1983-84	2,116(+23%)	83,435(+61%)	59,228(+48%)	39.43(+31%)
1984-85	2,147(+ 1%)	89,091(+ 7%)	66,003(+11%)	41.50(+ 5%)
1985-86	3,101(+44%)	136,936(+54%)	90,389(+37%)	44.16(+ 6%)
1986-87	2,373(-31%)	128,238(- 7%)	96,165(+ 6%)	54.04(+22%)
12/31/86	1,513	76,509	58,718	50.57
12/31/87	1,321(-13%)	66,459(-13%)	51,631(-12%)	50.31(-.5%)

Results. During 1985-86 the Annual Loyalty Fund reached a new plateau. A major telemarketing effort by an outside firm produced 1,227 first-time donors and over \$30,000 new gross dollars. We have been enthused about "phonothons" ever since, but have not had the time or resources to implement a full scale telemarketing effort of our own. During 1986-87, and again this fall, the Annual Loyalty Fund has consisted mostly of direct mail solicitations. This less effective method of contact obviously hurt our results as the above data clearly shows. We need to phone previous donors to renew their interest, and non-donors to enlist their first-time support. For example, among those 1,227 new donors in 1985-86 only 33% gave again last year and only 22% of those have given again this fall--that's a mere 7.4% of the original group. We need to get on the phone to our brothers.

Director of Development. Our plan to hire a full-time staff person to work with the Executive Director in developing a telemarketing program, and further expanding the Foundation's overall development program, was a good one. Unfortunately, as we know, the man we hired for the position changed his mind later. Tom Hale, Westminster '81, currently Director of Telemarketing at Carnegie Mellon University, is considering our offer to take the position. If he accepts, he will not be available until June. If he declines, we will have to do a new search and will not have anyone on board until May-June.

Spring Phonothons. The addition of Randy Lewis as Director of Chapter Services this past year has freed up the Executive Director's time to work more in the Foundation area. The spring was to be spent training the Director of Development and test-marketing various phonothon methods in preparation for a major fall effort. The test-marketing will still be carried out during twelve phonothons scheduled March-May. Test objectives include improving scripting to increase response rate and average gift size, and improving pledge fulfillment rate. Brother Hale has agreed to help with the test-market effort on a part-time consulting basis. The phonothons should produce 70% of the 1,700 donors and \$85,000 needed to meet the 1987-88 goal of \$115,000 net to the Annual Loyalty Fund. The rest will be generated from continued mailings.

Major Gifts and Leadership. Increasing participation in the Annual Loyalty Fund will not alone allow us to reach our ultimate potential. We need many more brothers giving at the higher "leadership club" levels. Educational Foundation Trustee Richard R. Gibbs, Oklahoma '51 has volunteered his leadership to the Annual Loyalty Fund's "Grand Senior President's Club." Brother Gibbs has made a \$1,000 gift to the Annual Loyalty Fund and has written every Grand Council member and Educational Foundation Trustee encouraging their giving at the \$1,000 level or their best level possible. He has also made the same appeal to all Grand Province Chiefs and Grand Chapter Advisors.

The enthusiastic participation and leadership of our "Official Family" is key to the success of the Annual Loyalty Fund. Fund-raising expert James Gregory Lord has said: "Other donors will always look to the board of directors to set the process in motion. People will always ask, and with good reason: 'What did the board do?' Whatever example the board sets, the effect will be felt throughout the enterprise. 'As the board goes,' according to the old saying, 'so goes the campaign.'"

### Planned Giving

The plan for the Planned Giving Program approved by the Grand Council and Educational Foundation Trustees in August has been implemented. The following activities listed in the plan's timetable have been completed:

- \* Planned Giving booklets selected.
- \* Announcement of "The Manigault Society" at the August Educational Foundation Dinner.
- \* New Tomahawk News Cards with planned giving response device designed and produced.
- \* Solicitation of past staff and board members for "The Manigault Society." (See Attachment A.)
- \* Design of Prospect Research System completed.
- \* Committee attendance at Dallas Planned Giving Seminar.
- \* Foundation for Excellence newsletter prepared and mailed.  
(See Attachment B.)
- \* Recognition certificate for "The Manigault Society" designed.

Follow-up contacts with past staff and board members, along with the initial announcement in the December Foundation For Excellence newsletter, has produced a list of fifty-six brothers for the "Charter Member" list of "The Manigault Society" in the winter issue of The Tomahawk. Brothers Kevin Garvey and Al Wise have been very helpful in making contacts with past staff and board members, and we appreciate their support. The completion of the initial solicitation process will conclude the promotion phase of the Planned Giving Program Plan. The ongoing process of continued promotion, identification, research, and solicitation of prospects will be implemented as previously outlined in the plan.

## Educational Foundation Endowment

	<u>Total Endowment</u>	<u>Cash Pledges Outstanding</u>	<u>Bequests</u>	<u>Combined 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
6/30/86	\$ 460,293	\$ 310,755	\$ 259,500	\$ 1,030,548
6/30/87	\$ 551,421	\$ 188,825	\$ 309,500	\$ 1,049,746
12/31/87	\$ 603,465	\$ 132,008	\$ 309,500	\$ 1,044,973

### Projected Endowment (Based on Cash Pledges)

<u>6/30/88</u>	<u>6/30/89</u>	<u>6/30/90</u>	<u>6/30/91</u>
\$688,984	\$731,535	\$761,624	\$781,644

Delinquencies. Nearly \$39,000 in delinquent pledge payments currently are outstanding to The Third Founding. In most cases, these brothers have been making payments, but are currently late. Last year nearly \$35,000 in total pledges from brothers who never made a payment were written off. We still hope to collect most of what is now delinquent, though perhaps later than originally planned. The delinquent pledge total is not included in the above projections.

## Publications

Foundation For Excellence. The first of our three annual issues of this newsletter has just hit the mail. The newsletter reports on the educational programs supported by the Educational Foundation, collects alumni news, and encourages inquiries into our planned giving program. The idea is to promote the foundation and encourage brothers to support it. The mailing list of 6,400 brothers includes all donors from the past three years and recently graduated non-donor alumni.

The Tomahawk. The staff, and our volunteer layout editor **Jeff Schwind, Toledo '75**, have been able to put The Tomahawk completely back on schedule for the first time in three years. The fall issue was mailed November 30, and the winter issue will go out in February. Brother Schwind's creativity has produced recent issues for which we have received some fine compliments.

The fall issue included the Annual Report of the Fraternity along with a special report on "The Future of Alpha Sigma Phi." The "future" report listed a number of the program plans approved by the Grand Council this past August. The Tomahawk will continue to promote the "Old Gal's" hopes, dreams, plans, and needs.

The Task Force appointed to develop a recommended design for a magazine format for The Tomahawk met on December 17. The Task Force includes Grand Marshal Parks, Executive Director Sheehan, Layout Editor Schwind, and **Jeff Hoffman, N.C. State '76**, a former staff man who is now a marketing and publications consultant in Jacksonville, Florida. Maury Boyd & Associates, the Indianapolis firm which currently does our type-setting, has produced initial rough sketches of the magazine, based on the Task Force's ideas. The Task Force will continue to develop a recommended design for the committee's and Grand Council's review.

The date of the transition to the magazine format will depend upon the 1988-89 budget outlook. Even doing just one issue in the magazine format would cost an additional \$9,000.

## ALPHA SIGMA PHI EDUCATIONAL FOUNDATION



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

## TRUSTEES:

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

## EXECUTIVE DIRECTOR:

ROBERT M. SHEEHAN, JR., Westminster '76

## SECRETARY:

RALPH F. BURNS, Ohio Wesleyan '32

date

Mr.  
address  
address  
address

Dear Brother ,

In 1873 the Alpha brothers at Yale wrote founder Louis Manigault a glowing report of their successes. Louie replied:

"To think that all our college labor in the arduous task of founding a Society has not proved vain but on the contrary, that Alpha Sigma Phi Fraternity still stands with her glorious and mystical insignia untarnished. I pray God she may yet survive to transmit to future generations her renown."

Louis felt then, like I feel these days about Alpha Sigma Phi. You and I and many others "labored" in years past during our time on the Grand Council. I am proud to tell you that those years of "labor" were not in vain. Building on our strong foundation and tradition of excellence, Alpha Sigma Phi today is stronger than ever. Living in Delaware and now serving as a Trustee for the Educational Foundation, I see many of these successes first hand.

We are growing, and currently have five colonies--more than at anytime in our history--this includes reactivations of chapters at Iowa and Tufts. The number of men in each chapter is also increasing. Our average chapter size of 43 men reflects an increase of 15% over the past five years. The quality of the young men in our chapters is also impressive. I was fortunate enough to meet many of them at the National Leadership Conference this summer. Over 160 undergrad leaders--a record attendance--were there for four days of excellent leadership programs. Yes, today's Grand Council, Headquarters Staff and Chapters are proudly carrying on our tradition of excellence.

But, as I grow older I can't help but think about "future generations"--just like Louie does in his quote. How can we help transmit our Alpha Sig tradition of excellence to those future generations? While "dollars" are not the answer to every challenge, I think we all have learned that quality programs do require quality funding. If we want to preserve our tradition of excellence, we need to make sure that those future generations have the financial resources to maintain that tradition.



November 16, 1987  
Page 2

It is for this purpose, preserving the Alpha Sig tradition of excellence, that I write to you today. I, along with the other Educational Foundation Trustees and the Grand Council, believe that we need to greatly increase the Foundation's Endowment in order to preserve our tradition. Today the Endowment is \$600,000. After all pledges to the Third Founding Campaign are paid, it will exceed \$1 million. While we are prudently investing the funds to produce income and growth, but, new gifts are needed to make the Endowment grow substantially.

One way for us to make gifts to the Endowment is by making a bequest in a will to the Educational Foundation, or to make some other type of "deferred" gift--such as a trust or life insurance policy. Will you help the "Old Gal" preserve our tradition of excellence by making a commitment of a gift such as these?

The Grand Council and Educational Foundation Trustees have authorized a new "recognition society" for brothers who make commitments of "deferred" gifts to the Educational Foundation. It is appropriately named "The Manigault Society"--and the names of all "members" will be cumulatively published semi-annually in The Tomahawk. We will first announce the "society" in the upcoming Winter issue. We want to announce a list of "charter members" in that issue. The current Grand Council and Educational Foundation Trustees have already made substantial commitments, and we need other leaders--past Grand Council members like you--to join us. The leadership we lend to this mission will reflect to all alumni the great role they too can play in the preservation of our tradition of excellence.

Please join us by signing and returning the enclosed "Letter of Intent" to the National Headquarters. Perhaps you have already made provisions for such a gift. Great, just note that on the letter. If you are unsure about the amount or type of planned gift you want to make--but are sure you want to participate--simply check box #4. We will include you in our list of "charter members" and work out the details as time allows.

In 100 years when we sit together in one of our Omega Chapter meetings we will look down upon Alpha Sigma Phi of the 21st century. We will be proud of what we see, and proud of the role we played in "transmitting" our tradition of excellence. And Louie Manigault will smile at Ralph Burns, and once again state that famous quote: "To think. . . ."

Fraternally yours,

Alfred B. Wise  
Baldwin-Wallace '43  
Educational Foundation Trustee

P.S. Thank you for your support. Please, if at all possible, respond by Founder's Day--December 6th.

# WESTMINSTER

## COLLEGE

One of the best buys in higher education—The New York Times Books

December 15, 1987

Dear Brother ,

In 1873 the Alpha brothers at Yale wrote founder Louis Manigault a glowing report of their successes. Louie replied:

"To think that all our college labor in the arduous task of founding a Society has not proved vain but on the contrary, that Alpha Sigma Phi Fraternity still stands with her glorious and mystical insignia untarnished. I pray God she may yet survive to transmit to future generations her renown."

Louis felt then, like I feel these days about Alpha Sigma Phi. You and I and many others "labored" in years past during our time on the staff. I am proud to tell you that those years of "labor" were not in vain. Building on our strong foundation and tradition of excellence, Alpha Sigma Phi today is stronger than ever. As a Vice President of a college where there is a strong Alpha Sigma Phi chapter, I see many of these successes first hand.

We are growing, and currently have four colonies—and a brand new chapter—more growth than at any other time in our history—this includes reactivations of chapters at Iowa and Tufts. The number of men in each chapter is also increasing. Our average chapter size of 43 men reflects an increase of 15% over the past five years. The quality of the young men in our chapters is also impressive. I was fortunate enough to meet many of them at the National Leadership Conference this summer. Over 160 undergrad leaders—a record attendance—were there for four days of excellent leadership programs. Yes, today's Grand Council, Headquarters Staff and Chapters are proudly carrying on our tradition of excellence.

But, as I grow older I can't help but think about "future generations"—just like Louie does in his quote. How can we help transmit our Alpha Sig tradition of excellence to those future generations? While "dollars" are not the answer to every challenge, I think we all have learned that quality programs do require quality funding. If we want to preserve our tradition of excellence, we need to make sure that those future generations have the financial resources to maintain that tradition.

Vice President for  
College Relations and  
Development  
Westminster College  
New Wilmington  
Pennsylvania 16172  
Telephone 412/946-8761

December 15, 1987  
Page 2

It is for this purpose, preserving the Alpha Sig tradition of excellence, that I write to you today. I, along with the Headquarters Staff, Educational Foundation Trustees and the Grand Council, believe that we need to greatly increase the Foundation's Endowment in order to preserve our tradition. Today the Endowment is \$600,000. After all pledges to the Third Founding Campaign are paid, it will exceed \$1 million. While we are prudently investing the funds to produce income and growth, new gifts are needed to make the Endowment grow substantially.

One way for us to make gifts to the Endowment is by making a bequest in a will to the Educational Foundation, or to make some other type of "deferred" gift—such as a trust or life insurance policy. Will you join me in helping the "Old Gal" preserve our tradition of excellence by making a commitment of a gift such as these?

The Grand Council and Educational Foundation Trustees have authorized a new "recognition society" for brothers who make commitments of "deferred" gifts to the Educational Foundation. It is appropriately named "The Manigault Society"—and the names of all "members" will be cumulatively published semi-annually in The Tomahawk. We will first announce the "society" in the upcoming Winter issue. We want to announce a list of "charter members" in that issue. The current Grand Council and Educational Foundation Trustees have already made substantial commitments, and we need other leaders—past staff members like you—to join us. The leadership we lend to this mission will reflect to all alumni the great role they too can play in the preservation of our tradition of excellence.

Please join us by signing and returning the enclosed "Letter of Intent" to the National Headquarters. Perhaps you have already made provisions for such a gift. Great, just note that on the letter. If you are unsure about the amount or type of planned gift you want to make—but are sure you want to participate—simply check box #4. We will include you in our list of "charter members" and work out the details as time allows.

In 100 years when we sit together in one of our Omega Chapter meetings we will look down upon Alpha Sigma Phi of the 21st century. We will be proud of what we see, and proud of the role we played in "transmitting" our tradition of excellence. And Louie Manigault will smile at Ralph Burns, and once again state that famous quote: "To think. . . ."

Fraternally yours,

Kevin J. Garvey  
Westminster '75  
Executive Director, 1978-81

P.S. Thank you for your support. Please, if at all possible, respond before the new year. Have a Happy Holiday!



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

## TRUSTEES:

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

## EXECUTIVE DIRECTOR:

ROBERT M. SHEEHAN, JR., Westminster '76

## SECRETARY:

RALPH F. BURNS, Ohio Wesleyan '32

## THE MANIGAULT SOCIETY

## Letter of Intent

I, \_\_\_\_\_, as an expression of my commitment to the perpetual excellence of Alpha Sigma Phi hereby am making a provision for Alpha Sigma Phi Educational Foundation through:

1. \_\_\_\_\_ My will
2. \_\_\_\_\_ Life insurance policy
3. \_\_\_\_\_ Trust Agreement
4. \_\_\_\_\_ Please have the Executive Director of the Educational Foundation contact me to help me consider my best methods of making a gift.
5. \_\_\_\_\_ Other (please specify) \_\_\_\_\_

The approximate amount of this gift is (indication of amount optional) \$ \_\_\_\_\_. This letter of intent is an expression of my present plans, is subject to revocation or modification by me, and is not legally binding on me or my estate.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_ Check here to permit use of your name as participating in this program \_\_\_\_\_ with or \_\_\_\_\_ without disclosure of amount. (Use of names is motivating and exemplary to others.)

RESOLUTION REGARDING "LITTLE SISTER" GROUPS

Whereas, the National Interfraternity Conference believes sororities and women's fraternities offer excellent opportunities for women to share a fraternal experience, and

Whereas, auxiliary women's groups organized by men's fraternity chapters, commonly referred to as "little sisters" are inconsistent with the concept and philosophy of separate and equal women's fraternities, and

Whereas, the National Interfraternity Conference believes that these groups inhibit the accomplishment of chapter goals by:

\*Diverting resources of time, effort and money, which are needed for chapter operations and programming;

\*Distracting chapter members in the performance of essential duties...e.g., membership recruitment and membership education.

\*Inviting disharmony within the chapter by usurping the roles and responsibilities of initiated members;

\*Weakening the bonds of brotherhood by adversely affecting interpersonal relationships within the chapter; and

Whereas, the Fraternity Executives Association and several member fraternities have taken a position against these auxiliary groups,

Be it resolved, That the National Interfraternity Conference and the Presidents of its member fraternities believe that "little sister" groups are not desirable adjuncts to the collegiate chapters of men's fraternities and urges and recommends that member fraternities work with their chapters to eliminate these programs at the earliest possible time.



National  
Interfraternity  
Conference

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

August 12, 1988  
Columbus, Ohio

61. CALL TO ORDER

Grand Senior President Robert A. Sandercox called the Grand Council meeting to order at 1:37 p.m. on Friday, August 12, 1988.

62. ROLL CALL

Members of the Grand Council in attendance: Robert A. Sandercox, Grand Senior President; Edmund A. Hamburger, Grand Junior President; James V. Fitzpatrick, Grand Secretary; Dr. Dennis R. Parks, Grand Marshal; Donald R. Morgan, Grand Councilor and Charles J. Vohs, Grand Councilor. Grand Treasurer, Ronald W. Dollens had notified Grand Senior President Sandercox that he would not be able to attend. Also in attendance was Executive Director, Robert M. Sheehan, Jr.

63. APPROVAL OF MINUTES OF FEBRUARY 6, 1988 MEETING

It was moved by Brother Parks, seconded by Brother Vohs and passed unanimously to approve the minutes of the February 6, 1988 Grand Council meeting.

64. APPROVAL OF MAIL VOTES

It was moved by Brother Hamburger, seconded by Brother Morgan and passed unanimously to approve and record the affirmative mail votes #207, #208 and #209 (Exhibit A).

65. Robert M. Sheehan, Jr., reviewed with the Grand Council the Report of The Executive Director (Exhibit B).

66. NEW BUSINESS: UNDERGRADUATE OPERATIONS (Exhibit C)

A. It was moved by Brother Hamburger, seconded by Brother Vohs, and passed unanimously to approve the plans and program of work as reported by the Committee on Undergraduate Operations.

B. It was moved by Brother Hamburger, seconded by Brother Morgan, and passed unanimously to approve the Fraternity awards as recommended by Chairman Dr. Robert Gill.

C. It was moved by Brother Hamburger, seconded by Brother Parks, and passed unanimously to revoke the charter of Beta Zeta Chapter, North Carolina State University.

D. It was moved by Brother Hamburger, seconded by Brother Fitzpatrick and passed unanimously to revoke the charter of the Gamma Mu Chapter, University of Charleston.

E. It was moved by Brother Hamburger, seconded by Brother Vohs, and passed unanimously to approve Indiana University as the site for the 1989 National Leadership Conference to be held August 2-6, 1989.

67. NEW BUSINESS: FINANCE (Exhibit D)

A. It was moved by Brother Vohs, seconded by Brother Morgan, and passed unanimously to approve the Proposed 1988-89 Budget with the appropriate changes in undergraduate fees as passed by the 1988 National Convention (Exhibit E).

B. It was moved by Brother Vohs, seconded by Brother Fitzpatrick, and passed unanimously to approve the 1988-89 Proposed Educational Foundation Grant Requests.

C. It was moved by Brother Vohs, seconded by Brother Morgan, and passed unanimously to accept the Auditor's Report.

D. It was moved by Brother Fitzpatrick, seconded by Brother Vohs, and passed unanimously to appoint Zerbe, Wolf, Rogers and Company as the Fraternity auditors for 1988-89.

E. It was moved by Brother Vohs, seconded by Brother Parks, and passed five to one with Brother Hamburger voting in the negative to offer the Alpha Sigma Phi VISA Credit Card Program to undergraduate brothers.

68. Grand Councilor, Donald R. Morgan, was excused from the Grand Council meeting for a personal privilege at 2:50 p.m.

69. NEW BUSINESS: ALUMNI OPERATIONS (Exhibit F)

A. It was moved by Brother Fitzpatrick, seconded by Brother Parks, and passed unanimously to approve the plan to produce two issues of The Tomahawk during 1988-89, one in magazine format.

B. It was moved by Brother Fitzpatrick, seconded by Brother Parks, and passed unanimously that the Grand Council of Alpha Sigma Phi go on record as heartily supporting the Annual Loyalty Fund Campaign for 1988-89.

70. Grand Senior President Sandercox adjourned the Grand Council Meeting regular business into a meeting as the Stockholders of the A-S-P Corporation.

71. It was moved by Brother Sandercox, seconded by Brother Vohs, and passed unanimously that the Board of Directors of the A-S-P Corporation be made up of Charles J. Vohs, Edmund A. Hamburger, and Robert M. Sheehan, Jr.

72. It was moved by Director Sheehan, seconded by Director Vohs, and passed three to zero among the directors that the officers of the A-S-P Corporation be Edmund A. Hamburger, President, and Robert M. Sheehan, Jr., Secretary.

73. Grand Senior President Sandercox reconvened the Grand Council Meeting for regular business and also at this time Grand Councilor Donald R. Morgan rejoined the Grand Council meeting at 3:19 p.m.

74. DELTA BETA XI NOMINATIONS

It was moved by Brother Vohs, seconded by Brother Morgan, and passed that the following Brothers would receive the Delta Beta Xi Award during 1988: J. Stuart Swanson, Iowa State '74, William F. (Biff) Matthews, Marshall '65, Don M. Blevins, Marshall '70, and Ralph F. Brower, Penn State '56.

75. It was moved by Brother Fitzpatrick, seconded by Brother Morgan and passed five to zero that the Grand Council approve the nomination of Robert A. Sandercox, Bethany '51, as a trustee to the Alpha Sigma Phi Educational Foundation for the 1988-92 term commencing August 14, 1988.

76. It was moved by Brother Fitzpatrick, seconded by Brother Morgan, and passed unanimously that a \$500.00 grant be made to the National Interfraternity Conference INTERCHANGE program.

77. COMMENTS FOR THE GOOD OF THE SOCIETY

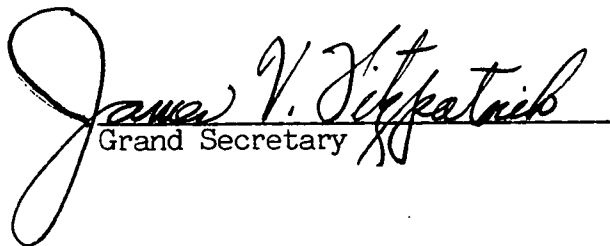
A. Brother Sheehan expressed his thanks and appreciation to the entire Grand Council for their support and efforts during the past year.

B. Brothers Sandercox and Morgan thanked the members of the Grand Council and staff for their fine efforts during their eight years of service on the Grand Council.

C. Brother Fitzpatrick led the rest of the Grand Council in thanking Grand Senior President Sandercox for his superb leadership during the 1986-88 biennium.

78. It was moved by Brother Morgan, seconded by Brother Fitzpatrick, and passed unanimously to adjourn the Grand Council meeting at 4:00 p.m.

Respectfully submitted,

  
Grand Secretary

Certified Correct,

  
Executive Director





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

TRUSTEES:

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

EXECUTIVE DIRECTOR:

ROBERT M. SHEEHAN, JR., Westminster '76

SECRETARY:

RALPH F. BURNS, Ohio Wesleyan '32

**SERVICE AGREEMENT**

The Alpha Sigma Phi Educational Foundation agrees to make available its Computer System to Alpha Sigma Phi Fraternity, Inc., during the time period of 7/01/88 to 6/30/89 for the purposes of:

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

Alpha Sigma Phi Fraternity, Inc., agrees to pay the Alpha Sigma Phi Educational Foundation a usage fee of \$12,240.00 for these services available in equal monthly installments of \$1,020.00 and agrees to pay for and purchase any and all materials, paper, labels, etc. necessary for using the system.

Robert A. Sandercox  
Grand Senior President  
Alpha Sigma Phi Fraternity, Inc.

July 1, 1988  
Date

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

Mar 10, 1988  
Date



## MEMORANDUM

Be it resolved that, in the fiscal year of July 1, 1988 to June 30, 1989, 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 \$8,600.00.

Signed:

Robert A. Sanders

Date:

Aug 12 1988

Approval of Mail Votes 207, 208, and 209

Mail Vote 207:

Approval that the Fraternity present to Dr. Robert E. Miller, Connecticut '49 and Delta Beta Xi, Class of 1964, the 1988 Evin C. Varner, Jr. Distinguished Service Award, whereas Brother Miller has served his Fraternity as Chairman, National Committee on Instruction, Grand Chapter Advisor, Gamma Gamma Chapter, University of Connecticut, Grand Councilor, 1966-1968, Grand Junior President, 1968-1970, Grand Senior President, 1970-1974, Trustee, Alpha Sigma Phi Educational Foundation, 1970-1976, 1979-1982, Chairman, Alpha Sigma Phi Educational Foundation 1982-present, and has upheld the ideals and principles of Alpha Sigma Phi all through his life.

Mail Vote 208:

Approval that Alpha Sigma Phi Fraternity present Justice Andy Douglas, Toledo '51, the 1988 Distinguished Merit Award, for distinguishing himself professionally in the fields of law and public service.

Mail Vote 209:

Approval that Alpha Sigma Phi Fraternity present to Ronald W. Dollens, Purdue '65, the Delta Beta Xi Award in 1988, whereas Brother Dollens has faithfully served his Fraternity as Grand Marshal, 1984-1986, Grand Treasurer, 1986-1988, and has carried out these duties with great expertise and enthusiasm, and has upheld the ideals and principles of Alpha Sigma Phi all through his life.



## MEMORANDUM

Resolved, that the income of Alpha Sigma Phi, Inc., received from the Investment Fund (\$1,292.90), parking lot rental (\$1,784.58) and Emergency Fund earnings (\$2,039.17) in the fiscal year from July 1, 1987 to June 30, 1988 in the amount of \$5,116.65 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, 1987 to June 30, 1988.

Signed: Robert A. Sanduay  
Date: Aug 12, 1988

## REPORT BY THE EXECUTIVE DIRECTOR

Alpha Sigma Phi has had a year of excellent performances in most areas of operation and programming. Three fine new chapters joined our ranks--each with a membership of 50 men or more, total new members increased by 10% to a twenty year high, the average chapter size increased from 43 to 44 men, the Annual Loyalty Fund net increased by nearly 12%, the Educational Foundation Endowment grew by \$123,456(+23%), fifty brothers joined our new bequest recognition club--"The Manigault Society"--with recorded planned gifts of \$385,000 from 19 of those brothers, and we continued to improve our program offerings to chapters--including last year's National Leadership Conference which boasted a record-setting attendance of 192 men. The blemish on this otherwise admirable record for the year is our \$47,493 budget deficit. Happily, following a thorough analysis of the budget results, the Finance Committee has been able to provide for us a budget and financial plan to put the Fraternity back in the black for 1988-89 and allow for continued improvements in operations, services, and programming.

As we cast an eye to the future we remain focused on our central mission: To Better The Man. We want to enhance the quality of the fraternity experience of every young man who enters our Mystic Circle, and we want that experience to continue through his lifetime. Eighteen months ago the Strategic Planning Task Force kept these objectives in mind as strategies for the continued improvement of Alpha Sigma Phi's services and programs were developed. The results of the Task Force's work (see report on pages 8-11) continue to guide us in our "commitment to excellence." These are grand plans! But, great dreams typically have great price tags. The estimated \$200,000 of additional funding these programs require present us with a great challenge.

Income growth from increases in membership--by increasing our average chapter size and our number of chapters--will be important to our success in producing the additional funding we seek. However, increased funding from Educational Foundation Grants continues to represent the greatest potential for income growth. While alumni giving has increased substantially in the past seven years, we have much further to go. Our Annual Loyalty Fund average gift size must increase substantially, as must our rate of participation. The key to bringing about this response from the brotherhood is strong volunteer leadership by example. Our success in expanding the Annual Loyalty Fund will determine how soon we are able to implement our expanded programs.

We are off to a super start for the 1988-89 school year! The National Leadership Conference & Convention will exceed last year's record attendance by 20%. The enthusiasm generated during our four days together at Ohio State will provide great momentum for all our chapter leaders as they head to school for the year. We will unveil our "Standards of Excellence" program at the conference after nearly three years of planning and work. This program will provide chapter leaders with a clear "roadmap" to success. Those leaders who choose to take the challenge will have the tools to make great improvements in the quality of their chapter operations and in the experience they offer each brother.

We also enter 1988-89 with the service of a dedicated, creative, and enthusiastic National Headquarters staff. Outstanding leadership by Director of Chapter Services Randy Lewis and Director of Administrative Services Bev Moody sets the tone for the high quality of work every staff person provides and makes your Executive Director's job much more a joy than a chore. Each and every one of us is excited about Alpha Sigma Phi's mission and future. We are proud to serve America's premier fraternity.

STATEMENT OF NEEDS  
"ALPHA SIGMA PHI-COLLEGE OF CHARACTER"

Task Force Report

During the January 30-31 Task Force meeting many, many program needs were identified by the undergraduate and alumni participants. The following priorities emerged by the conclusion of the weekend:

- 1.) To develop and implement programs to recruit, train, motivate, and provide support to alumni volunteers; particularly at the local chapter level.
- 2.) To expand the leadership training and character development educational opportunities for undergraduate members.
- 3.) To provide improved alumni services and benefits; particularly supporting the development of Alumni Councils and improving the quality of The Tomahawk by making it into a magazine.
- 4.) To start new, strong chapters with a priority on campuses upon which chapters had previously been located.

The variety of needs and programs discussed more specifically by the Task Force have been reviewed by the staff to create a specific list of program needs and costs. These needs and costs have been incorporated into the following needs statement for Alpha Sigma Phi. The "theme" of the case is "Alpha Sigma Phi--The College of Character." Dramatic increases in all fund-raising efforts are required to fill these important program needs.

The College of Character

Purposes

Alpha Sigma Phi was founded at Yale in 1845 as a means for young men to build character, encourage scholarship, promote patriotism, maintain charity, and perpetuate brotherhood. These ideals are spelled out in the Fraternity's ritualistic ceremonies, now over 140 years old. Alpha Sigma Phi's purposes and ideals have never changed, and are simply expressed in our motto "To Better The Man." However, today's world is constantly changing and Alpha Sigma Phi is challenged to carry out our goals with innovative programs matching today's student needs.

The Curriculum

Membership in Alpha Sigma Phi is an educational experience which augments the college or university academic experience. The Fraternity

serves as a "laboratory of life" wherein members develop leadership skills through practical experiences of responsibility in chapter leadership and membership positions. Many alumni feel they learned more from their Fraternity experience than in the classroom. The high ideals and traditional values of the Fraternity's ritualistic ceremonies provide the basis of every member's ethical development. By teaching these leadership skills and values at fifty-seven campuses nationwide, Alpha Sigma Phi truly is "The College of Character."

Colleges and universities do an excellent job of teaching academics today. But, far too many of them offer little or no guidance in the personal, ethical, and moral development of young men. Single parent families and double income families have dramatically altered the type of character development support children receive during formative years in their homes. "The College of Character" of Alpha Sigma Phi seeks to fill these voids of character development experiences with intensive, innovative programs for today's undergraduate brothers. Positive encouragement by the members of a chapter can have a dynamic effect on a young man during the important college years. Undergraduate chapters with close alumni volunteer guidance also promote positive changes and improvements in each member.

#### Undergraduate Educational Programs

Structured educational programs for undergraduate members and leaders at national and regional conferences, and during on-site visits by the Fraternity's National Headquarters staff provide students with direct training in ethics and leadership skills. Annual graduations and the constant turnover of chapter officers require on-going educational programs to maintain quality chapter operations.

**Need:** To provide direct educational programs to undergraduate members in leadership skills and values on national, regional, and local levels.

#### Programs:

**1. National Leadership Conference.** Since 1963 the Fraternity has been sponsoring national conferences to train undergraduate leaders. These four-day conferences are now held annually at a college campus setting. Alumni volunteers and paid professional speakers serve as faculty on topics such as Management By Objectives, Motivation Skills, Time Management, Alcohol Abuse Prevention, Scholarship, Membership Recruitment, Financial Management, Ritual Exemplification, and more. Attendees highly rank the value of the conference. Currently, however, funds have only been available to support the travel and attendance of one leader per chapter. Additional funds are needed to further enhance the programs and send more leaders per chapter.

**2. Chapter Leadership Consultants.** Every year the top graduating leaders from Alpha Sigma Phi chapters are recruited to serve one or two year terms in these National Headquarters staff positions making on-site visits to chapters all across the country. These "role models" spend 90% of their time traveling to chapters and colonies all across the country for three to five day periods to do officer training, goal setting, and run workshops on topics ranging from Alumni Affairs to Community Relations, depending on the chapter's needs. Every year chapter leaders rank this program the



Fraternity's most effective. Unfortunately, funding for only two positions now exists. The Fraternity must add two more of these positions so that on-site visits can be more effective and more frequent, and so that more new chapters can be started.

**3. Regional Leadership Conferences.** Travel expenses and time commitments will limit the number of students who can attend National Leadership Conferences, even after additional funding is provided. Special, annual weekend Regional Leadership Conferences need to be operated in four geographically spaced locations across the country. These conferences can provide a concentrated dose of high caliber programming similar to that of the National Leadership Conferences. These shorter, geographically spaced conferences will provide direct educational programming to even more members from each chapter.

#### Volunteer Development Programs

Students learn best from one another, and the lessons taught and reinforced by chapter member peer pressures are rarely forgotten. However, students need adult guidance to help them create a positive character development atmosphere in their chapter. This adult guidance reinforces the programming at national and regional conferences, and during on-site staff visitations.

**Need:** To provide alumni volunteers with professionally designed, comprehensive educational materials, training, and staff support from the National Headquarters to help them fully carry out their responsibilities.

#### Programs:

**1.) Director of Programs.** A full-time, permanent staff position must be created at the National Headquarters to direct programs for the recruitment, training, motivation, and support of alumni volunteers. These volunteers feel effectiveness would increase substantially with training and support.

**2.) Alumni Advisors Conference.** A new annual conference to provide training for alumni volunteer advisors from every chapter must be developed by the new Director of Programs. Volunteers will learn from structured educational sessions and interaction with one another. Comraderie building will improve motivation and commitment. This conference will be held concurrently with the National Leadership Conference.

**3. Upgrading The Tomahawk.** Improving the production quality of The Tomahawk will give all Alpha Sigs even more of which to be proud. The new magazine format will be expanded to carry more alumni features and articles.

## Financial Needs

<u>Undergraduate Educational Programs</u>	<u>Annual Cost</u>	<u>Endowment Needed</u>
Expand National Leadership Conference *Travel expenses for additional students *Enhanced faculty and programs	\$25,000	\$ 500,000
Additional Chapter Leadership Consultants *Additional, more effective on-site training for undergraduate leaders *Salary, benefits, travel for two consultants	\$50,000	\$1,000,000
Regional Leadership Conferences *Four geographically based conferences *Concentrated, high caliber week-end training for more members per chapter	\$35,000	\$ 700,000
<u>Volunteer Development Programs</u>		
Director of Programs *Salary, benefits, travel *Program development for training, recruiting, supporting alumni volunteers	\$35,000	\$ 700,000
Alumni Advisors Conference *Travel and program development for alumni advisors	\$25,000	\$ 500,000
Upgrading <u>The Tomahawk</u> *Upgrade production to magazine quality *Expand alumni features and articles	\$30,000	\$ 600,000
<b>TOTAL</b>	<b>\$200,000</b>	<b>\$4,000,000</b>

### **TOTAL ENDOWMENT NEEDED**

\*Based upon 5% annual income on endowment:  
additional annual income and investment  
growth hedges against inflation.

## REPORT BY COMMITTEE ON UNDERGRADUATE OPERATIONS

### A. Chapter Visit Priorities

We are very proud to add two very talented brothers to our Chapter Services staff. They are Steven V. Zizzo, Illinois '84 and John B. Gibson, Indiana '85. They are adding great depth to the program and will be traveling extensively to our colonies and chapters to help improve chapter operations and programs.

Every chapter's needs were reviewed during the summer staff retreat. As a part of the review an evaluation was made on the probable effect a staff visit would have on a chapter. By factoring needs and effectiveness together travel priorities were set. This approach is used to assure that we utilize our staff resources in an efficient and productive manner.

Our top priority group for visits are:

- |                                |                 |
|--------------------------------|-----------------|
| - Tufts (colony)               | - UCLA          |
| - Iowa (colony)                | - IIT           |
| - Plattsburgh (new chapter)    | - UNC-Charlotte |
| - Lock Haven (new chapter)     | - Michigan      |
| - Illinois State (new chapter) | - Radford       |
| - Cal Berkeley                 | - Rutgers       |
| - Missouri                     |                 |

The second priority level chapters, those targeted for substantial growth, are:

- |                    |                   |
|--------------------|-------------------|
| - Indiana          | - Bowling Green   |
| - Stockton State   | - Miami           |
| - William Paterson | - Westminster     |
| - Oregon State     | - Baldwin-Wallace |
| - RPI              | - Loyola          |
| - ECU              | - Iowa State      |

These priorities are not necessarily critical chapters. Priorities will not constitute wasting time on chapters without potential. Some priorities are set to figure out the future of the group.

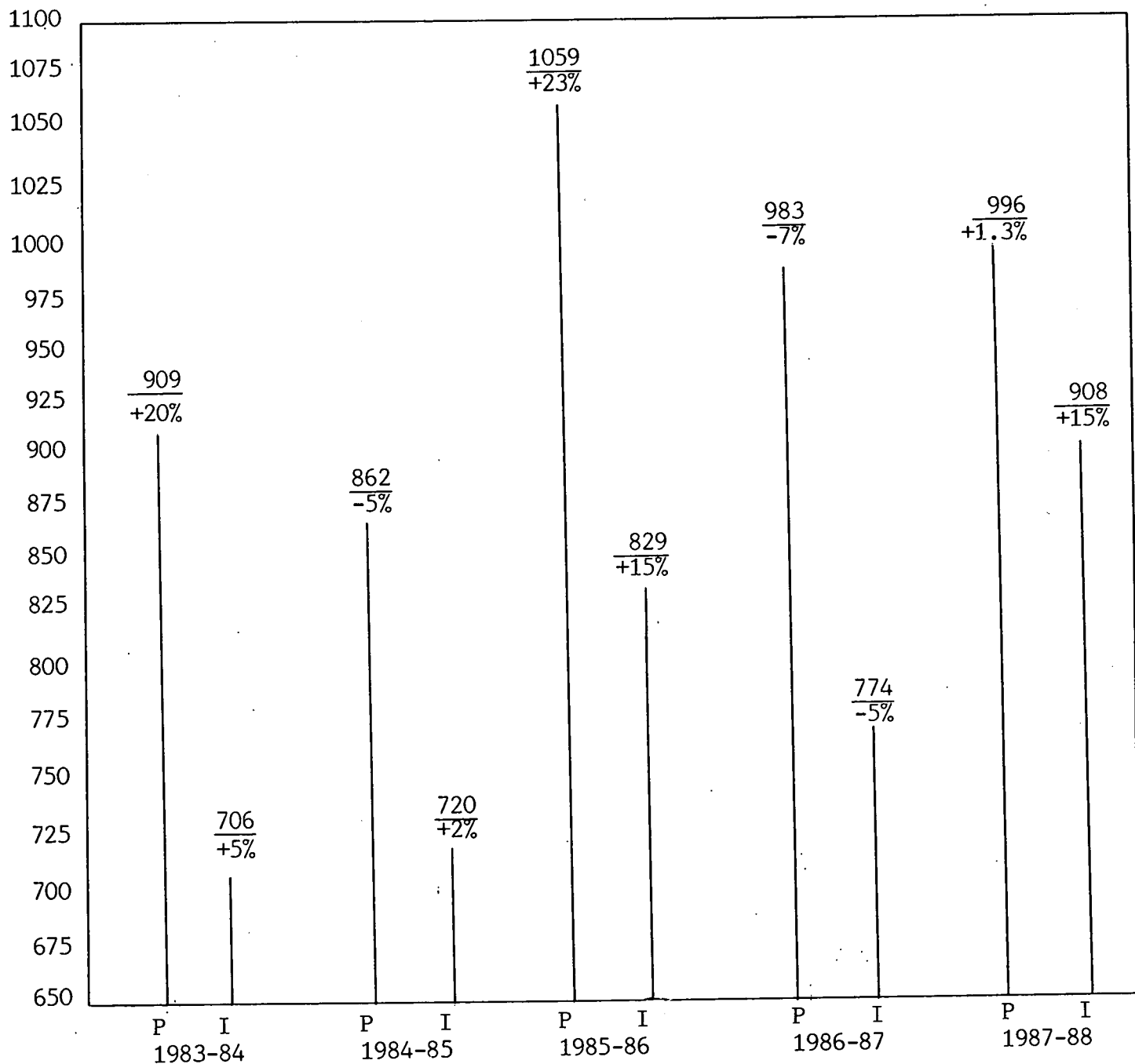
### B. Membership Strength and Status

#### Membership Statistics

1987-88 Status: 54 chapters  
                   2 colonies  
                   1 interest group

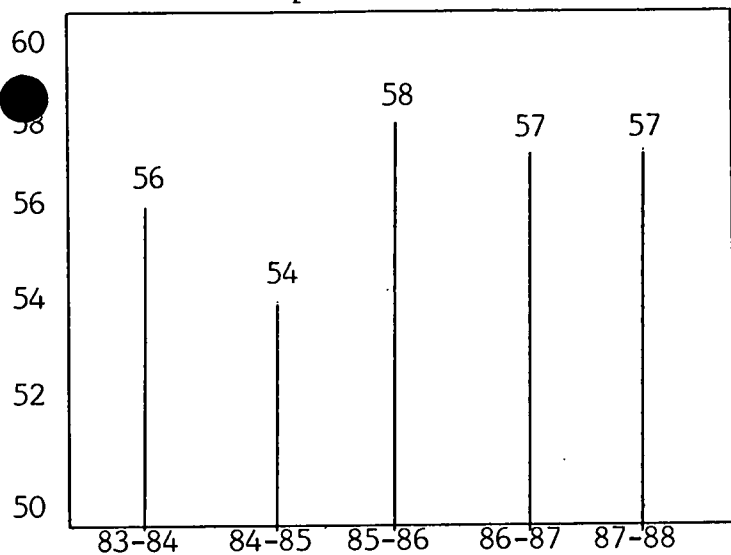
The following information concerns current levels of reporting of members and general statistics related to overall chapter size.

### REPORTED PLEDGES AND INITIATES

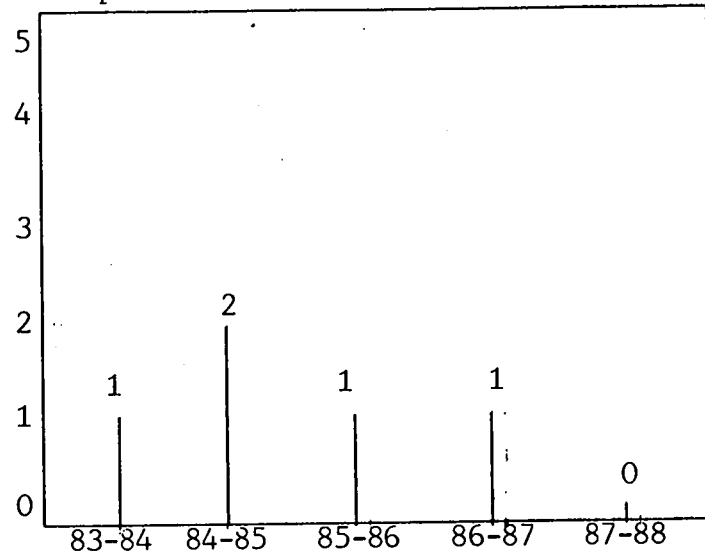


P=Pledges  
I=Initiates

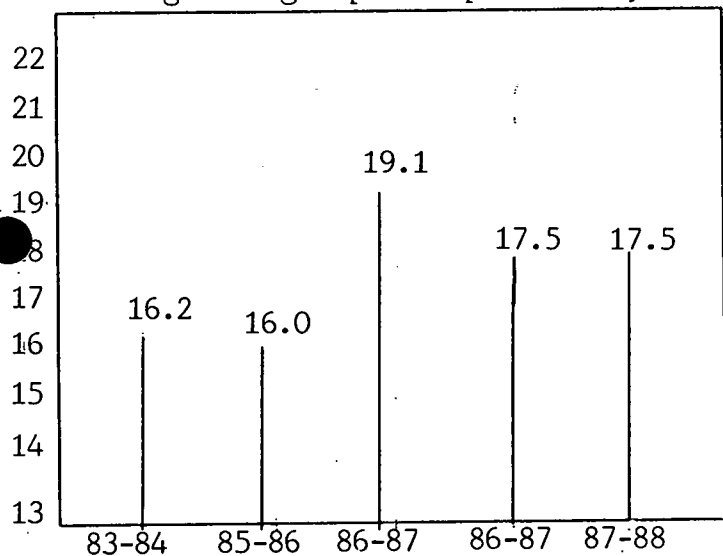
Number of Chapters/Colonies



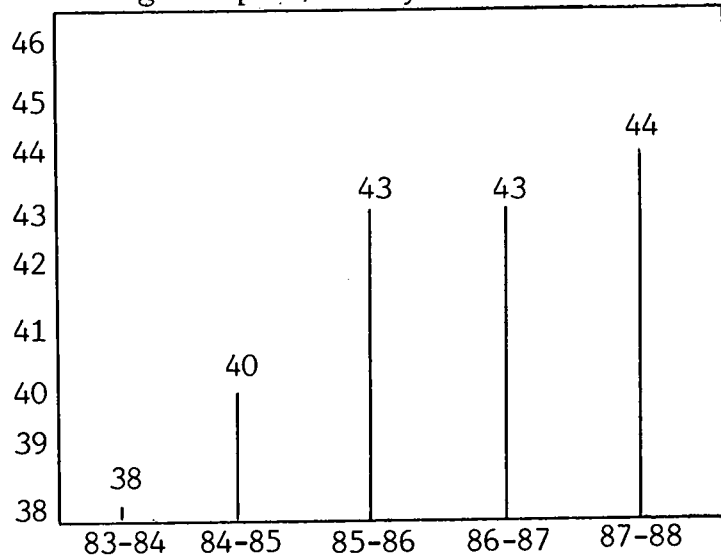
Chapters Closed



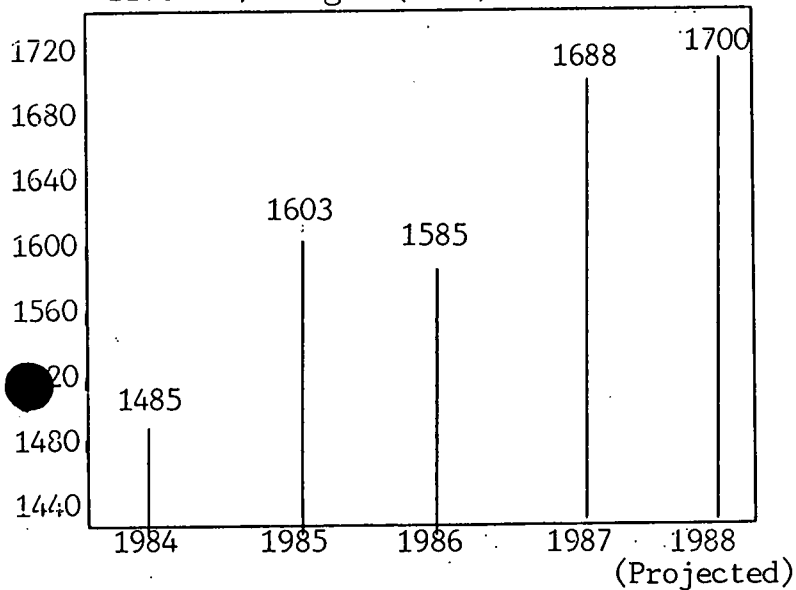
Average Pledges per Chapter/Colony



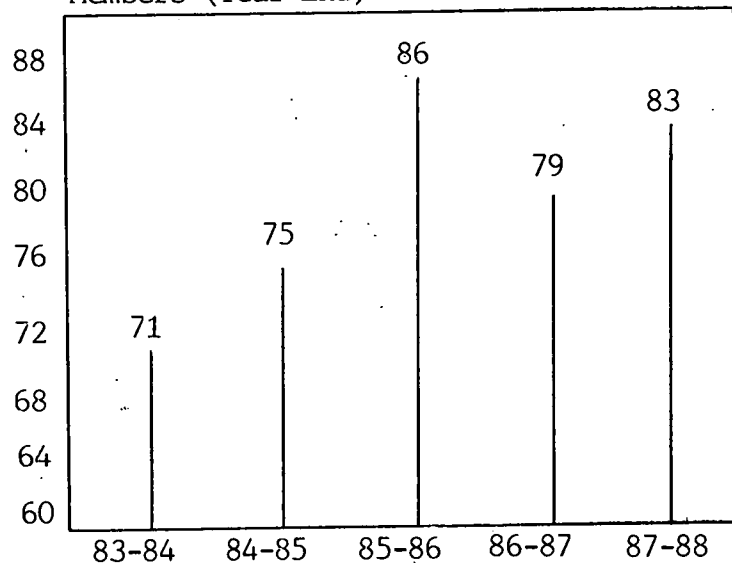
Average Chapter/Colony Size



Brothers/Pledges (Fall)



%Chapters/Colonies Above 25 Members (Year End)



# CHAPTER CHECK LIST

August, 1988

<u>CHAPTERS</u>	Year-End Size			Returning <u>1988-89</u>
	<u>1985-86</u>	<u>1986-87</u>	<u>1987-88</u>	
<u>Province I</u>				
Univ. of California, Berkeley Nu	43 Average	38 Average	27 Weak	18
Univ. of California, Los Angeles Alpha Zeta	35 Average	33 Weak	27 Weak	22
Oregon State University Psi	75 Strong	75 Very Str.	74 Strong	56
Univ. of Washington Mu	86 Very Str.	84 Very Str.	71 Very Str.	60
<u>Province II</u>				
Iowa State University Phi	36 Average	55 Strong	44 Average	36
Univ. of Missouri Alpha Theta	37 Very Weak	44 Weak	22 Very Weak	17
Missouri Valley College Alpha Omicron	26 Average	30 Weak	42 Average	39
<u>Province III</u>				
Univ. of Illinois Eta	63 Very Str.	91 Very Str.	103 Very Str.	77
Illinois Inst. of Tech. Alpha Xi	31 Weak	41 Average	36 Average	34
Indiana University Gamma Chi	63 Average	59 Average	59 Average	49
Loyola University Delta Alpha	51 Average	25 Weak	28 Average	25
Purdue University Alpha Pi	105 Very Str.	99 Very Str.	75 Strong	72
Illinois State Univ. Delta Omicron	-	-	42 New	40

## Chapter Check List - Page 2

	Year-End Size			Returning
	<u>1985-86</u>	<u>1986-87</u>	<u>1987-88</u>	<u>1988-89</u>
<u>Province IV</u>				
Lawrence Inst. of Tech. Gamma Psi	29 Average	20 Average	18 Weak	15
Univ. of Michigan Theta	47 Average	34 Weak	31 Weak	28
Univ. of Toledo Beta Rho	39 Weak	53 Average	43 Weak	38
Tri-State Univ. Beta Omicron	22 Very Weak	23 Weak	14 Weak	10
<u>Province V</u>				
Baldwin-Wallace College Alpha Mu	21 Weak	26 Weak	25 Average	25
Bowling Green St. Univ. Gamma Zeta	36 Average	24 Average	36 Average	29
Ohio Northern Univ. Gamma Alpha	43 Average	45 Average	50 Average	45
Ohio State Univ. Zeta	18 Average	23 Average	17 Average	14
<u>Province VI</u>				
Bethany College Beta Gamma	50 Strong	55 Very Str.	55 Strong	48
Univ. of Charleston Gamma Mu	20 Very Weak	19 Very Weak	9 Not Rated	9
Davis & Elkins College Gamma Delta	25 Average	23 Very Weak	- Not Rated	-
Marietta College Delta	46 Weak	45 Average	31 Very Weak	18
Marshall University Beta Delta	51 Strong	74 Very Str.	89 Very Str.	74
Rio Grande College Delta Epsilon	39 Average	24 Average	36 Average	28

	Year-End Size			Returning
	<u>1985-86</u>	<u>1986-87</u>	<u>1987-88</u>	<u>1988-89</u>
<u>Province VI (Cont'd)</u>				
Slippery Rock Univ. Delta Delta	28 Average	31 Average	40 Weak	35
Westminster College Alpha Nu	54 Average	52 Average	47 Strong	47
<u>Province VII</u>				
Atlantic Christian College Gamma Lambda	27 Weak	21 Weak	17 Very Weak	14
East Carolina Univ. Delta Eta	42 Average	63 Strong	44 Average	37
Longwood College Delta Iota	44 Average	47 Strong	75 Strong	63
North Carolina St. Univ. Beta Zeta	15 Very Weak	11 Very Weak	- Not Rated	-
Radford University Delta Theta	55 Strong	51 Average	48 Strong	36
Wake Forest University Beta Mu	72 Strong	75 Strong	74 Average	59
<u>Province VIII</u>				
Univ. of Miami Gamma Theta	32 Average	39 Average	41 Average	32
UNC-Charlotte Delta Zeta	38 Weak	38 Average	37 Very Weak	30
Presbyterian College Alpha Psi	17 Weak	25 Average	23 Weak	16
Tulane University Gamma Omicron	23 Weak	15 Very Weak	10 Very Weak	7



## Chapter Check List - Page 4

	Year-End Size			Returning
	<u>1985-86</u>	<u>1986-87</u>	<u>1987-88</u>	<u>1988-89</u>
<u>Province IX</u>				
American University Beta Chi	46 Average	55 Average	64 Strong	64
Lehigh University Beta Epsilon	57 Very Str.	55 Strong	51 Very Str.	37
New Jersey Inst. of Tech. Alpha Rho	27 Average	30 Average	46 Average	37
Rutgers University Beta Theta	43 Weak	47 Weak	53 Average	44
Stevens Inst. of Tech. Alpha Tau	48 Weak	46 Average	32 Weak	30
Widener University Gamma Xi	72 Weak	41 Average	49 Average	37
Stockton State College Delta Lambda	44 Average	41 Average	50 Average	48
William Paterson College Delta Mu	43	56 Average	60 Weak	55
<u>Province X</u>				
Cornell University Iota	75 Very Str.	76 Strong	73 Strong	56
Hartwick College Beta Xi	55 Average	57 Average	52 Average	40
Lycoming College Gamma Rho	40 Weak	40 Weak	47 Very Weak	27
Pennsylvania State Univ. Upsilon	62 Strong	60 Strong	69 Very Str.	58
R. P. I. Beta Psi	30 Weak	32 Weak	33 Weak	25
Lock Haven University Delta Nu	-	-	50 New	41
Plattsburgh State Delta Xi	-	-	62 New	49

<u>COLONIES</u>	Year-End Size			Returning <u>1988-89</u>
	<u>1985-86</u>	<u>1986-87</u>	<u>1987-88</u>	
Tufts University Beta Iota Colony	30	23	32	20
University of Iowa Alpha Beta Colony	19	20	6	6

### C. Chapters of Particular Concern


Missouri - As you will recall, last year a contract was signed to sell the house at Missouri because of low membership. Jim Reid was finally persuaded to break that contract. Steve Zizzo then moved into the chapter house for spring semester. Although he has made tremendous progress with the chapter and alumni organizationally, the numbers have not increased as we originally planned. Next year they should return with 17 brothers which is still very low and could cause the Reids to have to sell the house. Reid is currently exploring an option of signing a three year lease with Alpha Omicron Pi Sorority.

Cal-Berkeley - Time ran out this spring to go to the chapter and interview each member as was discussed at the Winter Grand Council meeting. Randy is planning on going out first thing this fall (August 25-30) to get an idea of what we should do. The chapter will then be prioritized appropriately. Currently we are struggling just to get them represented at the national meeting this summer.

U.C.L.A. - With low membership and the house they are living in currently on the market, the chapter could lose their home. This would probably result in the end of Alpha Zeta unless they really turn around and recruit a lot of new members. They have a couple of recent graduates working with the chapter now which will help a lot. We will visit this fall and provide as much guidance as possible.

Atlantic Christian - Continued neglect of financial obligations, low membership and poor scholarship could be the downfall of this chapter. Alumni have been trying to get more involved but revocation procedures may be recommended if next year doesn't improve. The university is getting involved in the upkeep of the physical structure as well as trying to get alumni involved. Allen Stallings and Jerry Sledge are the key players at this time.

Tulane - Low membership is an enemy to this chapter as well as is financial responsibility. The current officers do want to make it work and four out of the seven brothers are planning to attend the NLC&C this summer.

 Charleston, Davis & Elkins and N.C. State - These three chapters will come up for revocation votes this summer. Davis & Elkins has a strong alumni interest in keeping the chapter going. We recommend a six month extension on their revocation vote. On August 15 they will have a detailed plan sent to Rob and Randy, then will meet with the undergraduates on September 10 to go over this plan. Randy will then follow up and help in any way possible to see that this chapter's charter is not revoked. Charleston has an alumnus attending, but no formal presentation has been planned. N.C. State is very interested in restarting the chapter and is getting together to recruit an interest group.

### D. Young Chapter Update

Plattsburgh - Post chartering blues seem to have caught up with this chapter. An early visit in the fall is very important to help get them back on the right track. A retreat could help get this chapter motivated and fixed toward new goals.

Illinois State - An early visit has been scheduled for this new chapter. They have a very enthusiastic new advisor who will be attending the Alumni Conference.

Lock Haven - Due to a great chapter advisor plus chartering in the fall rather than spring, this chapter has experienced little to no slack. They are doing really well, pledging 14 men this spring. Next year looks good for this group.

#### **E. Colony Update**

Tufts - Beta Iota is scheduled to charter September 17, 1988. Still have their share of problems but are very organized and could really surprise everyone by taking off next year. They will be coming back with 20 men next fall so rush will be a major item for them.

Iowa - After the split up last year, the guys still want to hold out and make it work. They seem to be working hard but need some more guidance, probably by alumni. We're trying to get the alumni more involved. After the fall semester we will probably want to put up some specific expectations and timelines for them for the spring. This will be either sink or swim time for the six men involved.

The interest group at SUNY Buffalo are a good group of men who really want to grow and flourish. The alumni are very interested also, which makes for a great combination! Randy pledged 19 new men along with a transfer from Marietta in May. Mark Palazzo (Marietta transfer) will be our initiate at this year's National Leadership Conference & Convention.

#### **F. Expansion**

Besides the Buffalo group there could be a group at SUNY Binghamton, Florida State and Sacramento State. None of these have been confirmed but brothers have transferred to these spots and have been recruiting young men. Robert Cabello is also talking about reactivating Michigan State and Eastern Michigan after his change in institutions in September. Central Michigan is also a possibility for Brother Cabello to expand at. There is also a group at Southern Missouri State College interested in Alpha Sigs. Brother Luckenbill is talking about researching Trenton State College and Glassboro State College in New Jersey.

Other possibilities lie with the University of Denver, Ohio Wesleyan University, Miami University, University of Oklahoma, and California Polytechnic at San Luis Obispo.

#### **G. Province Program**

After sending out letters to the Grand Province Chiefs about a new two year term, we received notice from five about a definite recommitment. They are:

Province IV	William Siering
Province V	Christopher Koch
Province VIII	Donald Goforth
Province IX	John Luckenbill
Province X	Otto Sonder

Robert Cabello, our new Director of Provinces, has found a successor for Province III--Charles McCaffrey, Illinois '82. Robert Kutz, Province I, Kevin Garvey, Province VI, and Don Blevins, Province VII have resigned. Brother Kutz recommended Robert Strecker, Washington '78 and Larry Philippi, Bowling Green '76 as Co-Province Chiefs for Province I. Brother Garvey recommended Daniel Babb, Marshall '80, for Province VI. All have accepted these positions.

Only \$4,000 has been allocated for the Province Program in the proposed budget for 1988-89. This is down from \$9,000 in 1987-88, although only \$5,200 of that amount was spent during the year.

#### H. Standards of Excellence

As directed, a copy of the Standards was sent out to several chapters. The results have been very positive! They like the idea of having a "road map" to what an excellent chapter should be. We still need to pull more feelers in but the overall response thus far is excellent. None of the chapters have felt that it will be difficult to pass at the convention this summer.

It is our plan to get the Committee on Standards and Ethics to adopt a resolution of acceptance on these standards for the delegation to pass. This, according to the evaluations, should not be a problem.

#### I. National Leadership Conference '89

After researching the possibilities of the choices for the National Leadership Conference, the task force of Brothers Vohs, Lewis, and Sheehan have recommended Indiana University. The dates for this conference are reserved for August 2-6, 1989. It is recommended that this location be approved.

#### J. Volunteer Alumni Task Force

Realizing the need and importance of quality volunteer alumni to our fraternity, as well as lack of knowledge and programming in this area, the committee recommended to Grand Senior President Sandercox that a task force be formed.

Past Grand Senior President Richard A. Dexter, Oregon State '60, has agreed to chair this committee as it strives to create a realistic and effective approach to recruiting, training and involving alumni in several different ways. This task force will then regroup to evaluate and revise the approach (plan) to make it even more effective.

This is a major step in Alpha Sigma Phi's history! It will ensure the future of America's Premier Fraternity.

## **K. University Relations**

The committee discussed the unfortunate current trends in the fraternity world, including the hazing/alcohol abuse related death of a Lambda Chi Alpha pledge at Rutgers, and the Faculty recommendation to abolish fraternities (which the President followed through with) at Franklin and Marshall. The same type of faculty vote was taken at Gettysburg.

At the Fraternity Executives Association meeting in July, this topic was of major concern. Many discussions evolved, as well as several committees, working on different aspects of this overwhelming issue. A special FEA meeting has been scheduled for late September where the issues will be further discussed and agreements will most likely come about from this meeting.

## REPORT ON AWARDS

TO: The Grand Council  
FROM: Dr. Robert M. Gill, Radford '83, Awards Chairman  
RE: Award Recommendations  
DATE: August 11, 1988

Grand Senior President's Award . . . . .	Eta, University of Illinois Beta Delta, Marshall University
Alpha Gamma Upsilon Award. . . . .	Gamma Theta, University of Miami
Award for Service. . . . .	Beta Delta, Marshall University Delta Nu, Lock Haven University
The Tomahawk Award . . . . .	Phi, Iowa State University
Newsletter Award . . . . .	Iota, Cornell University
Photography. . . . .	None
Old Gal Gazette. . . . .	Beta Delta, Marshall University
Philanthropy Award . . . . .	Upsilon, Pennsylvania State University
Frank F. Hargear Memorial Award. . . . .	Craig R. Snyder, Penn State '85
Gary A. Anderson Award . . . . .	Eta, University of Illinois

# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>INCOME</u>	<u>Actual 1986-87</u>	<u>Actual 1987-88</u>	<u>Budget 1987-88</u>	<u>Budget 1988-89</u>
1. Initiation Fees	\$83,970.00	\$96,400.00	\$94,000.00	\$80,000.00
2. Pledge Fees	33,775.00	34,265.00	36,000.00	35,400.00
3. Chapter Fees	2,295.00	2,295.00	2,340.00	2,340.00
4. Undergrad. Dues	71,340.00	84,410.00	85,000.00	93,500.00
5. Educ. Foundation Grants	78,500.00	72,500.00	101,000.00	91,500.00
6. Merchandise (net)	3,120.64	4,308.50	2,500.00	2,500.00
7. Investments and Interest	5,492.79	4,756.06	7,000.00	5,000.00
8. Parking Rentals	2,100.00	1,784.58	2,100.00	1,800.00
9. Services to Organizations	25,700.00	25,700.00	25,700.00	25,700.00
10. Miscellaneous	<u>4,726.73</u>	<u>2,528.77</u>	<u>4,000.00</u>	<u>2,500.00</u>
TOTAL INCOME:	\$ 311,020.16	\$ 328,947.91	\$ 359,640.00	\$340,240.00
TOTAL EXPENSES:	<u>324,021.10</u>	<u>376,441.27</u>	<u>359,600.00</u>	<u>335,300.00</u>
GAIN (LOSS):	\$(13,000.94)	\$ (47,493.36)	\$ 40.00	\$ 4,940.00

### Special Note

Annual Loyalty Fund (net)	\$96,165.00	\$107,339.25	\$115,000.00	\$113,500.00
---------------------------	-------------	--------------	--------------	--------------



# ALPHA SIGMA PHI FRATERNITY, INC.

## Comparative Operating Statement & Budget Analysis

<u>EXPENSES</u>	<u>Actual</u> <u>1986-87</u>	<u>Actual</u> <u>1987-88</u>	<u>Budget</u> <u>1987-88</u>	<u>Proposed</u> <u>Budget</u> <u>1988-89</u>
1. Salaries	\$126,843.80	\$142,499.88	\$140,000.00	\$144,000.00
2. Unemployment Comp.	2,924.82	1,743.29	3,200.00	2,000.00
3. Employees A & H Ins.	3,815.71	5,747.40	4,300.00	7,500.00
4. Social Security Tax	9,167.95	10,290.13	10,000.00	11,000.00
5. Pension	3,600.00	3,600.00	3,600.00	8,600.00
6. Utilities	2,552.02	2,749.86	3,000.00	3,000.00
7. Bldg, Maint & Prop. Tax	1,365.06	2,646.37	1,500.00	1,500.00
8. Telephone	12,156.98	10,399.67	12,000.00	11,000.00
9. Postage	11,621.73	12,954.35	13,000.00	14,000.00
10. Office Supplies	9,752.28	12,200.83	10,000.00	11,000.00
11. Computer Service	7,982.95	4,668.05	3,000.00	4,500.00
12. Audit & Legal	4,560.67	3,755.00	4,000.00	4,200.00
13. Insurance	4,156.33	4,751.77	3,500.00	4,000.00
14. Publications				
a. Tomahawk	31,968.03	47,318.33	50,000.00	30,000.00
b. TBIM	607.36	19,222.38	14,000.00	4,000.00
15. Chapter Services				
a. Exec. Director travel	3,092.03	3,204.65	3,000.00	3,000.00
b. Dir. Chap. Serv. travel	18,699.27	6,662.37	5,000.00	5,000.00
c. Chapt. Cons. travel	7,844.76	15,728.20	14,000.00	14,000.00
d. Staff Housing	3,500.00	2,250.00	2,400.00	2,400.00
e. G.C., Others travel	918.97	990.11	1,000.00	1,000.00
f. Prog. Costs & Gen. Op.	4,641.16	3,574.81	4,500.00	4,000.00
16. Expansion				
a. Staff travel	872.82	1,720.18	3,000.00	1,000.00
b. Others travel	794.43	558.77	2,000.00	500.00
c. Prog. Costs & Gen. Op.	2,935.39	5,552.08	4,500.00	1,500.00

# GENERAL FUND

## Expenses - Page 2

<u>EXPENSES</u>	<u>Actual</u> <u>1986-87</u>	<u>7/1/87</u> <u>6/30/88</u>	<u>Budget</u> <u>1987-88</u>	<u>Proposed</u> <u>Budget</u> <u>1988-89</u>
17. Interfraternity				
a. Dues	1,774.50	1,854.00	2,000.00	2,000.00
b. Travel & Meetings	6,559.24	4,617.41	5,500.00	5,500.00
18. Chapter Programming				
a. Province System	6,175.39	5,391.77	9,000.00	4,000.00
b. Scholarship	559.94	-	600.00	600.00
19. Conf. & Exec. Meetings	8,392.59	11,789.40	8,000.00	8,500.00
20. Automobile	4,510.90	4,456.58	5,000.00	5,000.00
21. Insignia	10,372.86	13,205.31	11,000.00	11,000.00
22. Newsletter Service	3,123.74	234.95	1,000.00	1,000.00
23. Doubtful Accounts	1,746.00	1,785.00	1,000.00	1,000.00
24. Miscellaneous	4,768.61	2,984.65	2,000.00	4,000.00
25. National Meetings (net)	<u>(337.19)</u>	<u>5,333.72</u>	<u>-</u>	<u>-</u>
TOTAL EXPENSES:	\$ 324,021.10	\$ 376,441.27	\$ 359,600.00	\$335,300.00

## 1987-88 Income Issues

* Foundation Grant Decrease	(\$28,500)
- Inv. Income	(\$ 8,300)
- Dir. Development Cost	(\$10,500)
- Ann. Loy. Fund Shortfall	(\$ 7,500)
- Various Combined Dec	(\$ 2,200)
Total Income Decrease	(\$31,000)/-8.6%

## 1987-88 Expense Issues

* To Better The Man Increase	+ \$5,200
* Nat'l Ldship Conf Increase	+ \$5,300
* Add'l Chap Cons Cost	+ \$6,000

Total Expense Increase \$16,800/+4.7%

## ALPHA SIGMA PHI EDUCATIONAL FOUNDATION

## BUDGET REPORT

<u>REVENUES</u>	Actual 1986-87	Actual 1987-88	Budget 1987-88	Proposed Budget 1988-89
1. Endowment Gifts	\$ 94,153	\$123,556	\$110,000	\$ 40,000
2. Annual Loyalty Fund	128,239	136,561	160,000	148,500
3. Investment Income (net)	31,554	35,149	43,500	37,000
4. Investment Sale Gain	-	5,505	-	-
5. Computer Fees	16,264	22,500	22,500	22,500
6. Expendable Fund Transfer	<u>5,780</u>	<u>2,488</u>	<u>2,488</u>	<u>1,334</u>
TOTAL REVENUES	\$275,990	\$325,759	\$338,488	\$249,334
NON-EXPENDABLE REVENUES/ENDOWMENT	<u>94,153</u>	<u>123,556</u>	<u>110,000</u>	<u>40,000</u>
TOTAL EXPENDABLE REVENUES	\$181,837	\$202,203	\$228,488	\$209,334
TOTAL EXPENDITURES	<u>179,349</u>	<u>195,869</u>	<u>228,350</u>	<u>208,950</u>
GAIN/(LOSS)	\$ 2,488	\$ 6,334	\$138	\$384

EXPENDITURES

	Actual 1986-87	Actual 1987-88	Budget 1987-88	Proposed Budget 1988-89
1. Annual Loyalty Fund	\$ 32,074	\$ 29,222	\$ 45,000	\$ 35,000
2. Executive Director	16,155	18,966	18,000	20,000
3. Dir. of Development	-	10,520	-	-
4. Alumni Development	6,916	1,692	4,000	3,000
5. Planned Giving	-	3,050	3,000	250
6. Bookkeeping	3,000	3,000	3,000	3,000
7. Audit and Legal	2,000	2,250	2,500	2,250
8. General Admin.	10,000	10,000	10,000	10,000
9. Third Founding Admin.	5,500	5,500	5,500	5,500
10. Equipment Depreciation	8,743	16,304	15,000	16,300
11. Equipment Maintenance	2,869	4,078	4,500	4,500
12. Miscellaneous	2,242	4,637	3,000	3,500

Grants

1. Scholarships/Awards	\$ 1,350	\$ 1,650	\$ 1,350	\$ 1,650
2. Nat'l Leadership Conference	10,000	12,500	12,500	12,500
3. Educational Grants	<u>78,500</u>	<u>72,500</u>	<u>101,000</u>	<u>91,500</u>
TOTAL EXPENDITURES	\$179,349	\$195,869	\$228,350	\$208,950

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.  
Delaware, Ohio:

We have examined the balance sheets of Alpha Sigma Phi Fraternity, Inc. as of June 30, 1988 and 1987 and the related statements of 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, 1988 and 1987 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. and A-S-P Corporation at June 30, 1988 and 1987 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.

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

July 22, 1988

Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets  
June 30, 1988 and 1987

ASSETS

	<u>1988</u>	<u>1987</u>
Cash, including savings, and other interest bearing accounts	\$ 54,729	51,472
Certificates of deposits and money market funds	30,786	34,493
Notes and accounts receivable:		
Notes receivable	20,398	27,484
Notes receivable from A-S-P Corporation	21,120	10,300
Accounts receivable	34,350	30,029
National insurance premium receivable	41,066	74,733
	<u>116,934</u>	<u>142,546</u>
Less allowance for doubtful receivables	(6,185)	(5,685)
Total notes and accounts receivables	<u>110,749</u>	<u>136,861</u>
Publications and jewelry inventories, at cost	3,454	6,225
Prepaid insurance	-	987
Investment in A-S-P Corporation, at cost (Note 5)	51,500	51,500
Property and equipment, at cost:		
Land	14,294	14,294
Building	14,812	14,812
Equipment and vehicle	48,830	48,830
	<u>77,936</u>	<u>77,936</u>
Less accumulated depreciation	50,055	42,044
Net property and equipment	<u>27,881</u>	<u>35,892</u>
	\$ <u><u>279,099</u></u>	<u><u>317,430</u></u>

See accompanying notes to financial statements

Alpha Sigma Phi Fraternity, Inc.  
Balance Sheets  
June 30, 1988 and 1987

LIABILITIES AND FUND BALANCES

	<u>1988</u>	<u>1987</u>
Installment notes payable	\$ 12,711	18,205
Accounts payable	4,408	2,645
Deposits, refundable and non-refundable	14,325	7,475
Accrued expenses	2,802	2,452
Deferred income	<u>14,990</u>	<u>10,030</u>
Total liabilities	<u>49,236</u>	<u>40,807</u>
Fund balances (Note 2):		
Designated by the Grand Council for:		
Alabama Alumni escrow	36,661	34,750
Investment in A-S-P Corporation	51,500	51,500
Emergency loans to chapters	21,000	27,500
Property and equipment	<u>15,169</u>	<u>17,686</u>
Total	<u>124,330</u>	<u>131,436</u>
Undesignated	<u>105,533</u>	<u>145,187</u>
Total Fund balances	<u>229,863</u>	<u>276,623</u>
	\$ <u><u>279,099</u></u>	<u><u>317,430</u></u>

Alpha Sigma Phi Fraternity, Inc.  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1988 and 1987

	<u>1988</u>	<u>1987</u>
Revenues and grants:		
Annual dues	\$ 84,410	71,340
Initiation fees	96,400	83,970
Pledge fees	34,265	33,775
Chapter fees	2,295	2,295
Educational grants	72,500	78,500
Service fee	25,700	25,700
Gross profit on sale of merchandise and jewelry	4,308	3,121
Gross profit (loss) on National Insurance Program	3,252	(5,514)
Interest and dividend income	4,756	7,304
Other	4,313	6,719
Total revenues	<u>332,199</u>	<u>307,210</u>
Expenses:		
Salaries and employee benefits	168,410	150,919
Facilities and equipment, including depreciation	18,160	18,022
Telephone	10,400	12,157
Postage	12,954	11,622
Office supplies and expense	15,104	17,233
Professional	3,755	4,560
New member jewelry	13,205	10,373
Tomahawk publication	47,318	31,968
Interest expense	898	912
Bad debts, net of recoveries	1,785	1,746
Chapter services	28,117	37,813
Leadership conference	5,334	-
Expansion	7,831	4,603
Interfraternity	6,471	8,334
Grand Council meetings and conferences	11,789	8,393
Province program	5,392	6,175
"To Better The Man" project	19,222	607
Miscellaneous	2,814	4,920
Total expenses	<u>378,959</u>	<u>330,357</u>
Excess of expenses over revenues and grants	(46,760)	(23,147)
Alpha Sigma Phi Fraternity, Inc. fund balance:		
Beginning of fiscal year	<u>276,623</u>	<u>299,770</u>
End of fiscal year	\$ <u><u>229,863</u></u>	<u><u>276,623</u></u>

See accompanying notes to financial statements



Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements  
June 30, 1988 and 1987

(1) Summary of Significant Accounting Policies

Investments

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

Depreciation

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

Federal Income Taxes

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

Revenues

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

(2) Fund Balances

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

(3) National Insurance Program

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

The following is a summary of the insurance program operations:

	<u>1988</u>	<u>1987</u>
Revenue	\$ 154,031	156,897
Cost of insurance	(150,779)	(157,411)
Fraternity insurance company study	<u>-</u>	<u>(5,000)</u>
Gross profit (loss) from program	\$ <u><u>3,252</u></u>	<u><u>(5,514)</u></u>

Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1988 and 1987

(4) Related Party Transactions

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

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

<u>Fraternity revenue category</u>	<u>1988</u>	<u>1987</u>
Educational grants	\$ 72,500	78,500
Service fee	<u>18,500</u>	<u>18,500</u>
	<u>91,000</u>	<u>97,000</u>
 <u>Fraternity expense category</u>		
Loyalty Fund campaign	3,251	5,456
Leadership conference	<u>12,500</u>	<u>10,000</u>
	<u>15,751</u>	<u>15,456</u>
Total revenue and reimbursements	\$ <u><u>106,751</u></u>	<u><u>112,456</u></u>

The Fraternities expenses include the following amounts paid to the Educational Foundation for computer use:

\$ <u><u>12,000</u></u>	<u><u>7,300</u></u>
-------------------------	---------------------

Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1988 and 1987

(5) Investment in A-S-P Corporation

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

The separate financial statements of A-S-P Corporation at June 30, 1988 and 1987 and for the years then ended are as follows:

A-S-P Corporation  
Balance Sheets  
June 30, 1988 and 1987

<u>ASSETS</u>		<u>1988</u>	<u>1987</u>
Mortgages and bonds receivable (secured)		\$ 26,645	28,008
Less allowance for doubtful accounts		<u>10,000</u>	<u>10,000</u>
Net receivables		16,645	18,008
Rental Property at cost (pledged) net of accumulated depreciation of \$18,333 in 1988		56,162	69,954
Cash in interest bearing accounts		6,534	4,335
Refundable Federal income taxes		<u>-</u>	<u>30</u>
		\$ <u><u>79,341</u></u>	<u><u>92,327</u></u>
 <u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>			
11.75% Mortgage note payable (secured) due September, 1990	\$ 21,010		28,861
4% Debenture bonds, due September 1, 1986	100		100
Note payable Alpha Sigma Phi Fraternity	<u>21,120</u>		<u>10,300</u>
Total liabilities		42,230	39,261
Stockholder's equity:			
Common stock, without par value.			
Authorized 5,000 shares; issued and outstanding 515 shares		51,500	51,500
Retained earnings (deficit)		<u>(14,389)</u>	<u>1,566</u>
Total stockholder's equity		<u>37,111</u>	<u>53,066</u>
		\$ <u><u>79,341</u></u>	<u><u>92,327</u></u>

Alpha Sigma Phi Fraternity, Inc.  
Notes to Financial Statements, Continued  
June 30, 1988 and 1987

A-S-P Corporation  
Statements of Earnings and Retained Earnings  
Years Ended June 30, 1988 and 1987

	<u>1988</u>	<u>1987</u>
Revenues:		
Rent	\$ 8,894	8,000
Interest on mortgages and bonds	26	1,297
Interest on savings accounts and investment	<u>341</u>	<u>441</u>
Total revenues	9,261	9,738
Expenses:		
Interest	3,031	3,900
Administrative services	7,236	7,204
Depreciation of rental properties	2,792	2,792
Professional	1,075	1,075
Loss on disposal of leasehold interest at Miami	11,000	-
Taxes	<u>82</u>	<u>40</u>
Total expenses	<u>25,216</u>	<u>15,011</u>
Net income (loss)	(15,955)	(5,273)
Retained earnings, beginning of fiscal year	<u>1,566</u>	<u>6,839</u>
Retained earnings, end of fiscal year	\$ ( <u><u>14,389</u></u> )	<u><u>1,566</u></u>

A-S-P Corporation  
Notes to Financial Statements  
June 30, 1988 and 1987

(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 \$31,000 to offset future taxable income. Carryforwards start to expire in 1998.

ZERBE, WOLF, ROGERS & Co.  
CERTIFIED PUBLIC ACCOUNTANTS  
107 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

DELAWARE  
614-362-9031

COLUMBUS  
614-548-4566

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

We have examined the balance sheet of Alpha Sigma Phi Educational Foundation as of June 30, 1988 and 1987 and the related statements of fund revenues, expenses, reimbursements and changes in fund balances 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 Educational Foundation at June 30, 1988 and 1987 and the results of their operations and changes in fund balances for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis. The supplementary data included in Schedule I has been subjected to the same auditing procedures and, in our opinion, is stated fairly in all material respects when considered in conjunction with the financial statements taken as a whole.

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

July 22, 1988

Alpha Sigma Phi Educational Foundation  
Balance Sheet  
June 30, 1988 and 1987

ASSETS

	<u>1988</u>	<u>1987</u>
Cash in interest bearing accounts	\$ 89,951	76,204
Certificates of deposit and money market funds	146,199	382,354
Interest and note receivable	500	5,903
Investment securities, at cost (market \$385,186 in 1988)	393,751	23,197
Equipment, at cost	82,613	80,428
Less accumulated depreciation	<u>27,147</u>	<u>10,843</u>
Net equipment	<u>55,466</u>	<u>69,585</u>
	\$ <u>685,867</u>	<u>557,243</u>

LIABILITIES AND FUND BALANCES

Accrued payroll taxes, fees and accounts payable	\$ 1,531	309
Restricted Fund balances (Note 2):		
Non-expendable:		
Third Founding	467,979	425,545
Warren A. Hanna Fund	51,001	51,001
Ralph F. Burns Fund	30,208	30,208
Evin C. Varner Fund	23,677	23,567
Penn State Fund	3,225	3,125
Carnegie-Mellon Fund	13,000	13,000
Minnesota Fund	3,000	3,000
Total	<u>592,090</u>	<u>549,446</u>
Expendable:		
Undesignated	6,334	2,488
Designated(investment)	85,912	5,000
Designated(other)	-	-
Total	<u>92,246</u>	<u>7,488</u>
Total fund balance	684,336	556,934
	\$ <u>685,867</u>	<u>557,243</u>

See accompanying notes to financial statements

Alpha Sigma Phi Educational Foundation  
Statements of Revenues, Expenses, Reimbursements  
and Changes in Fund Balances  
Years Ended June 30, 1988 and 1987

	<u>1988</u>	<u>1987</u>
Revenues:		
Third Founding contributions	\$ 42,434	93,293
Bequests	80,912	-
Evin C. Varner Fund	110	760
Penn State Fund	100	100
Loyalty Fund campaign contributions	136,561	128,239
Interest and dividend income	38,338	31,554
Gain on sale of securities	5,505	-
Fees received computer & solicitation	<u>22,500</u>	<u>16,264</u>
Total revenues	<u>326,460</u>	<u>270,210</u>
Operating expenses:		
Third Founding campaign	5,500	5,500
Loyalty Fund campaign	29,222	32,074
Administration:		
Salaries and employee benefits	18,967	16,155
Alumni development	1,691	6,916
Planned giving	3,050	-
Director development	10,520	-
Investment fees	3,189	-
Audit and legal	2,250	2,000
Administration	13,000	13,000
Travel, registrations, etc.	4,637	2,242
Depreciation	16,304	8,743
Equipment maintenance	4,078	2,869
Total administration expenses	<u>77,686</u>	<u>51,925</u>
Total operating expenses	<u>112,408</u>	<u>89,499</u>
Grants and awards:		
Educational grants	85,000	88,500
Scholarship awards	1,650	1,350
Total grants and awards	<u>86,650</u>	<u>89,850</u>
Excess of revenues over expenses, grants and awards	127,402	90,861
Alpha Sigma Phi Educational Foundation fund balance:		
Beginning of fiscal year	<u>556,934</u>	<u>466,073</u>
End of fiscal year	\$ <u><u>684,336</u></u>	<u><u>556,934</u></u>

See accompanying notes to financial statements

Alpha Sigma Phi Educational Foundation  
Notes to Financial Statements  
June 30, 1988 and 1987

(1) Summary of Significant Accounting Policies

Investments

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

Depreciation

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

Federal Income Taxes

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

(2) Restricted Fund Balances

Contributions to the Alpha Sigma Phi Educational Foundation are restricted by donors for use only for educational purposes including scholarships, scholarship awards, and support of the educational programs of the Fraternity including support of the annual educational conference. Special restrictions placed on the use of funds contributed to the Third Founding Campaign, the Warren A. Hanna Fund, the Ralph F. Burns Fund, the Evin C. Varner Fund, the Penn State Fund, the Carnegie-Mellon Fund and the Minnesota Fund have been recognized by the segregation of fund balance.

(3) Related party transactions

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

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

	<u>1988</u>	<u>1987</u>
Third Founding campaign expenses	\$ 5,500	5,500
Loyalty Fund campaign expenses	3,251	5,456
Administration	13,000	13,000
Educational grants	<u>85,000</u>	<u>88,500</u>
	\$ <u><u>106,751</u></u>	<u><u>112,456</u></u>

Educational Foundation revenues include the following amounts received from the Fraternity:

Fees received for computer	\$ <u><u>12,000</u></u>	<u><u>7,300</u></u>
----------------------------	-------------------------	---------------------



Alpha Sigma Phi Educational Foundation  
Investment Securities  
June 30, 1988

Schedule I

	<u>Shares</u>	<u>Cost</u>	<u>Market Value</u>
Huntington Bank Multiple Manager Investment Account:			
Fixed funds:			
Short-term income	6244	\$ 124,979	124,880
Intermediate	7201	139,987	142,868
Equity funds:			
Income	1461	45,188	39,564
Capital appreciation	3955	<u>83,596</u>	<u>77,874</u>
Total investment		\$ <u>393,750</u>	<u>385,186</u>

See accompanying notes to financial statements

## E. Budget Review

One year ago the committee reported to the Grand Council that its 1987-88 proposed budget was "optimistic" and that "mediocre" results in some operating areas could result in a \$20,000 deficit for the year. Unfortunately, a number of setbacks during the year has produced a deficit of \$47,493 for 1987-88. These setbacks are the result of various factors, including mediocre operating performance, poor management, and circumstances beyond our control.

Income Areas. Income fell \$31,000 (8.6%) below the budget goal, due almost entirely to a \$28,500 drop in expected grants from the Educational Foundation. The original budget expected Foundation Investment Income to fall in the 8% range. However, strategies were set later for long term growth of the endowment which dropped income into the 6% range. Fortunately, the October market crash did not severely affect the market value of the endowment, but did lower its short term earning potential a bit. The combined result is a \$8,300 shortfall in dollars available for grants from investment income.

The Annual Loyalty Fund was expected to net at least \$115,000 (20% increase over 1986-87) as the result of the new Director of Development's work. It was also expected that the director would help to further increase the net results of the fund to cover all costs associated with the position. These costs consisted mostly of building renovations. Of course, we lost the man we had to fill the job in January, and did not have the opportunity to see if this plan would have worked. The result is a \$7,500 drop in Annual Loyalty Fund net (still a 11.6% net increase over 1986-87) and \$10,500 in costs for the director's position which were not covered.

Most other income areas performed essentially as budgeted, although a nice increase in merchandise net was produced. A drop in Fraternity investment income was experienced due to our previously high levels of accounts receivable.

Expense Areas. Expenses rose \$16,800 (4.7%) above budget. All of the major changes were reviewed at our February meeting. Most disconcerting is a \$5,300 loss on the National Leadership Conference. This is due to the Executive Director's lack of budget control while working with the new, first-time director of the conference. Strict budget controls have already been instituted for the 1988 conference. A \$5,300 additional expense on To Better The Man was unexpectedly incurred, due to a staff error in production cost estimates. The mid-year decision to hire an additional Chapter Leadership Consultant for the Missouri project is producing additional expenses totaling \$6,000 from various line items.

## F. Proposed 1988-89 Budget

Conservative income projections used in preparing the 1988-89 budget, which also includes income from an undergraduate fee increase and cost-cutting measures, create an expected \$540 surplus for the year. Income from undergraduate dues, pledge fees, and initiation fees--after factoring in the effects of the three 1987-88 charterings on these line items--has been projected to decrease by 5% in 1988-89. Income from Educational Foundation Grants projects a 6% net increase in the Annual Loyalty Fund and investment income of 6%.

On the expense side, programs and services are proposed as essentially the same as in 1987-88 with the exception of the Province Program and The Tomahawk. Costs for preparing a three year supply of To Better The Man manuals fell into 1987-88 creating another area of relief. The Province Program budget was cut from \$9,000 to \$4,000, even though only \$5,200 was spent during 1987-88. The Tomahawk budget was cut to \$30,000, and the committee recommends that at least one issue be produced as a magazine. This will result in one magazine and one tabloid being produced during 1988-89.

The 1988-89 fiscal year is transitional for Alpha Sigma Phi on two philosophical fronts discussed by the Finance Committee in February. First, it is the beginning of much more conservative budget making. Second, as an extension of that conservatism, it is the beginning of the practice of producing surpluses before adding to our offering of programs and services. Although transitional years are often difficult, this is an important change towards the better management of our Fraternity.

While it is a bit depressing to experience a \$47,000 deficit, there are many rays of sunshine. For example, while the Fraternity has experienced a large shortfall during 1987-88, the Educational Foundation--to which our long term future is inextricably linked--is reporting a \$123,000 growth in endowment gifts during the same time period. Of more direct interest to us is the fact that we have great prospects for beating our 1988-89 income projections. We have an excellent chapter services staff who can help to guide our chapters to increases in membership. Increases rather than the decreases projected, could add \$15,000 to our income. Other income from merchandise and the credit card program can raise this further. Finally, with two excellent staff people in our Director of Chapter Services and Director of Administrative Services positions, the Executive Director is freer to do more to increase the Annual Loyalty Fund net by more than 6%. The staff will work hard to contain costs and generate more income to produce a surplus for 1988-89.

#### G. Accounts Receivable

Insurance. These receivables are down to \$40,000 from \$73,000 last August. We may have to write-off \$4,500 owed by three chapters facing revocation votes (Davis & Elkins, Charleston, and N.C. State). Oklahoma and Widener owe \$12,000 and \$4,000 respectively, and are discussed separately below. The Missouri (\$5,500) and Westminster (\$3,200) Alumni Corporations have signed interest bearing notes to pay their premiums by October 1. The final \$11,000 is owed by eleven different chapters ranging in amounts from \$2,300 to \$120, and each has set up a payment schedule for their debt.

General Fund. Twenty-six chapters owe \$32,000 in fees and dues to the Fraternity. Again, \$4,600 of this may be written off from Davis & Elkins, Charleston, and N.C. State. More than half of the remaining balance is made up of pledge and initiation fees owed which were discovered and billed during the past month. Most of the outstanding balances will be paid in the early fall, and the staff has set all the chapters up on promissory note payment schedules.

Oklahoma. The Alpha Alpha Alumni Corporation has begun to stabilize the operation of its fraternity house property as an apartment rental. The glut of campus rental property and regional economic problems have created challenges for the corporation. One year ago they were not able to collect enough in rents to meet monthly operating expenses and their bank payments, much less make payments on insurance premiums owed (\$11,899.52 to date) or their A-S-P Corporation second mortgage (\$31,518.78 including delinquent interest to date). The bank has lowered its monthly payment to interest only, now giving the corporation enough money to pay current insurance premiums and all other operating costs while still breaking even. No extra income exists to pay on the A-S-P loan. Thus they have achieved a situation where they barely keep their heads above water.

This "heads above water" situation has been the status quo for the past eight months. A leadership void exists in the corporation. They seem to waiver between: a. selling the property and giving up, b. selling and entering a fund-raising campaign to buy a better house, and c. fund-raising to re-capitalize and improve the current house. In the meantime, interest continues to accumulate on both back debts. One positive aspect of this waiting game is that the property market is reportedly improving in Norman. The corporation may be able to command a much better price for the house a year from now.

Widener. Low rental income and mismanagement have resulted in net liabilities of the Widener Alumni Corporation to reach \$38,000--\$3,981 to Alpha Sigma Phi for insurance, \$25,473.20 to A-S-P Corporation in back rent, \$7,000 in taxes, and the balance to various suppliers, etc. Surprisingly, the university vice-president (an Alpha Sig) has shown a very sincere interest in the university co-signing a loan for the Alumni Corporation of \$110-115,000. This would provide the corporation enough money to pay off their debts and purchase the house for the \$67,500 price listed by the A-S-P Corporation. Lenders are showing an interest in the project, due to the university's co-signature of the loan, even though the house has been appraised for only \$98,000. If the university decides not to co-sign, the committee may recommend the immediate sale of the property to the university which has shown an interest in it.

#### H. Alpha Sigma Phi VISA Program

To date, just over 1,000 alumni have applied for the Alpha Sigma Phi VISA credit card offered through First Tennessee Bank this spring. Coverdell & Company, the marketing group coordinating the program reports that 550 cards have been issued and 350 applications declined, with 100 now pending. This represents an overall 60% approval rate which Coverdell says is standard for this type of program.

According to our agreement with Coverdell and First Tennessee, we receive .5% of the monthly credit card charges. Coverdell estimates that, according to a national average of \$200 in charges per card per month for this type of program, that we will receive income of approximately \$550 per month. We have already received a \$630 check for June and part of May. Coverdell is very interested in expanding the number of cards issued. They are particularly interested in marketing the program to undergraduates, issuing a card in their name but with parental co-signatures. The committee recommends that the offering be extended to undergraduates.

The next important hurdle for the program will be renewal time in February. The cards were offered for free this year, but the next year they will cost \$18.00 per year. It will be interesting to see how many brothers renew their cards.

### I. Insurance Program

Happily, and surprisingly, we had very few problems collecting liability insurance premiums this past spring--compared to past experiences. Chapters were told that they would be cancelled if they did not pay, and after a great deal of cajolling they came through.

Our current liability broker, Insurance Coverages Ltd., has informed us that when it comes time for our renewal (March 12, 1989) they will probably not be able to provide for us the same type of coverage (see letters pages 47-49) unless we are members of the Fraternity Insurance Purchasing Group, Inc. This is a group of other fraternities who have pooled their business in order to increase their clout and marketability to insurance carriers. They have common risk management policies, and currently purchase coverage from ICL. Their risk management policies are strict (see prospectus on pages 50-66), particularly the policy regarding alcohol. We need to discuss our willingness to follow these guidelines. Currently, no other carriers are in the fraternity insurance market to our knowledge. If we do not join the group we may find ourselves uninsured.

Two liability lawsuits against the Fraternity have been settled in the past two months. The burn incident from Illinois Tech was settled with a \$640,000 award from our insurance company to the plaintiff. The Toledo lawsuit, for which we were uninsured (and defended by Past Senior President George Lord), was settled out of court. We were dismissed, but the homeowner policies of the parents of two undergraduates directly involved paid out \$50,000 and \$15,000 respectively. The Toledo Alumni Corporation's insurance company paid \$20,000.

ALPHA SIGMA PHI FRATERNITY



NATIONAL HEADQUARTERS  
24 WEST WILLIAM STREET  
DELAWARE, OHIO 43015

614-363-1911

July 21, 1988

Mr. Ron Krebs  
Insurance Coverages Ltd.  
Suite 290  
425 North New Ballas Road  
St. Louis, MO 63141

Dear Ron,

It was good to see you during the FEA meeting, and to meet "face-to-face" with the officers of The New Hampshire Insurance Company. Our Grand Council will be discussing our joining the Fraternity Insurance Purchasing Group during our August 11-12 meetings. In preparation for that meeting, I need some answers to some specific questions.

As I understand it, Alpha Sigma Phi can purchase insurance through New Hampshire without joining FIPG. Assuming that I understand this correctly, what changes, specifically, would be made to our current policy if we don't join the group? Secondly, exactly how much would not belonging to our group affect our per man rate--all other things being equal?

Please respond in writing as soon as possible, Ron, so that we can make well informed decisions. I appreciate your prompt reply. Thanks!

Sincerely,

Robert M. Sheehan, Jr.  
Executive Director

RMS/kb

cc: Robert A. Sandercox, Grand Senior President  
Ronald Dollens, Grand Treasurer  
Edmund A. Hamburger, Grand Junior President

COMMITMENT TO  
EXCELLENCE

ΑΣΦ



PERSONAL • ASSOCIATIONS • BUSINESS

## INSURANCE COVERAGES LTD.

SUITE 165 • 425 NORTH NEW BALLAS ROAD

ST. LOUIS, MISSOURI 63141

(314) 569-1620

RECEIVED

JULY 26, 1988

JUL 28 1988

Alpha Sigma Phi Fraternity, Inc.

Mr. Robert M. Sheehan, Jr.  
Executive Director  
ALPHA SIGMA PHI FRATERNITY  
24 West William Street  
Delaware, Ohio 43015

RE: ALPHA SIGMA PHI FRATERNITY  
NATIONAL LIABILITY  
JULY 21, 1988 LETTER

Dear Rob:

Sorry we didn't get to spend a lot of time together to chat about various things, but I'm sure that you had many things to do, and I was only there for a short period of time.

The Fraternity Insurance Purchasing Group (FIPG), as you know, held its Board Meeting, and we must follow the rules and regulations they have set forth for us.

Based on what I know at this point, I can only tell you what would transpire now, and I'm sure that you understand that when I gave you the quotation in February of 1988, it was on the assumption that there would be no problem with the FIPG, and I certainly don't want to open any old wounds or make it uncomfortable for anyone. I just want everyone to try to get along as best that they can, as we believe this is a very well designed program, and the company is very excited about it, and we seem to have everybody on the same wave length.

You will be able to purchase Coverage through the New Hampshire, but the forms will be different - such as, you probably would not be able to have the elimination of the exclusion on hazing, alcohol, or sexual abuse. This means that if a claim arose in any one of those 3 areas, Coverage would be denied. Rob, that's the feeling at this point. That doesn't mean that it's set in concrete, but that's the way it looks.

In addition to that, if you weren't in the FIPG, then your rate would be much higher than the current rate that you're paying now.

I can only tell you that your rate would probably go up 20%, 25%, or 30%, and maybe even more.

- 1 -



SPECIALISTS IN ASSOCIATION COVERAGES

INSURANCE COVERAGES LTD.

PAGE 2

JULY 26, 1988

Mr. Robert M. Sheehan, Jr.  
Executive Director  
ALPHA SIGMA PHI FRATERNITY  
24 West William Street  
Delaware, Ohio 43015 - Continued ---

Our first obligation would be to the FIPG, as you well know; and I must abide by those rules that if they can't fit that mold, then they can't have the forms that have been designed.

In addition to that, the one thing that I know that would be in your disfavor if you did not join the FIPG, would be the fact that you would not have the 1972 Occurrence form, wherein there is no Aggregate. You would be under the new simplified ISO forms, which are not nearly as broad as the 1973 Occurrence form.

If you will remember back, the reason for forming the Purchase Group was to allow the New Hampshire Insurance Company to be able to use the 1973 Occurrence form, which has no Aggregate, and to allow them to use underwriting techniques, such as debits and credits for individual risks within the FIPG, and to allow them to have Endorsements - such as deletion of the exclusions on alcohol, sexual abuse, and hazing.

Rob, I hope I've answered your questions. If not, please call me. I will be more than glad to assist you in any way.

I sincerely hope that Alpha Sigma Phi Fraternity will join the Fraternity Insurance Purchasing Group. I know that you are a leader in the FEA, and the time and effort that you put into the old Founders Insurance Company should be of great benefit to the Fraternity Insurance Purchasing Group. Thanking you, I remain

Sincerely yours,

*Ronald E. Krebs/j.s.o.*  
RONALD E. KREBS

REK:jso



## FRATERNITY INSURANCE PURCHASING GROUP

### PHILOSOPHY OF GROUP MEMBERSHIP:

It is the expectation of the Fraternity Insurance Purchasing Group that Group members in filing an application for membership and executing the "Agreement," which is enclosed with the application for membership, subscribe to the RISK MANAGEMENT POLICY of the Fraternity Insurance Purchasing Group. It is further expected that the Fraternity Executives Association member of the applicant fraternity commit himself to the principle, spirit, and philosophy set forth in the Implementation, Verification, and Enforcement Policy of the Group, believing that it will serve the mission of the Purchasing Group which is to provide the best and most adequate insurance coverage available at the lowest cost for Group members.

The intention of all of this is to make a commitment to one another that in principle, spirit, and philosophy, we become "our interfraternity brothers' keeper" with respect to the implementation, enforcement, and verification of the Risk Management Policy of the Group and actively and freely communicate with one another to that end.

It is the commitment of the Group and its agreement with the underwriters and agents with whom it does business that the work of the Group in regard to the Implementation, Verification, and Enforcement Policy and the adherence to the minimum Risk Management Policy is a confidential matter within the Group among its members only and does nothing to extend the contract of insurance between Group members and the insuring company.

It is the intention of the Group to assist each member to be successful with his program of risk management. All actions of the Group will be directed to that end. The only way a member forfeits his membership is by his disregard for the intentions of the Group.

### REQUIREMENTS FOR MEMBERSHIP:

- A. The organization's chief executive must be a member of the Fraternity Executives Association (FEA member).
- B. All applications must be in proper form as designated by the Board of Directors.
- C. The FEA member must execute an agreement with the Fraternity Insurance Purchasing Group (FIPG) to certify:
- D. That he will have his fraternity adopt the (FIPG) Risk Management Policy as the minimum standard for his fraternity and;
- E. That he will follow the Implementation, Verification, and Enforcement Policy of the FIPG.
- F. Initial dues must accompany application for membership.

## **Fraternity Insurance Purchasing Group**

### **Risk Management Policy**

---

The Risk Management Policy of the Fraternity Insurance Purchasing Group includes the provisions which follow and shall apply to all fraternity entities and all levels of fraternity membership.

## ALCOHOL AND DRUGS

1. The possession, use and/or consumption of ALCOHOLIC BEVERAGES, while on chapter premises, during an official fraternity event, or in any situation sponsored or endorsed by the chapter, must be in compliance with any and all applicable laws of the state, county, city and university.
2. No alcoholic beverages may be purchased through the chapter treasury nor may the purchase of same for members or guests be undertaken or coordinated by any member in the name of or on behalf of the chapter.
3. No chapter members, collectively or individually, shall purchase for, serve to, or sell alcoholic beverages to any minor (i.e., those under legal "drinking age").
4. The possession, sale and/or use of any ILLEGAL DRUGS or CONTROLLED SUBSTANCES at any chapter house, sponsored event or at any event that an observer would associate with the fraternity, is strictly prohibited.
5. No chapter may co-sponsor an event with an alcoholic distributor, charitable organization or tavern (tavern defined as an establishment generating more than half of annual gross sales from alcohol) where alcohol is given away, sold or otherwise provided to those present.
6. No chapter may co-sponsor or co-finance a function where alcohol is purchased by any of the host chapters, groups or organizations.
7. All rush activities associated with any chapter will be a DRY rush function.
8. OPEN PARTIES, meaning those with unrestricted access by non-members of the fraternity, without specific invitation, shall be prohibited.
9. No member shall permit, tolerate, encourage or participate in "drinking games."
10. No alcohol shall be present at any pledge/associate member/novice program or activity of the chapter.

## HAZING

No chapter shall conduct hazing activities. Hazing activities are defined as:

"Any action taken or situation created, intentionally, whether on or off fraternity premises, to produce mental or physical discomfort, embarrassment, harassment, or ridicule. Such activities may include but are not limited to the following: use of alcohol; paddling in any form; creation of excessive fatigue; physical and psychological shocks; quests, treasure hunts, scavenger hunts, road trips or any other such activities carried on outside or inside of the confines of the chapter house; wearing of public apparel which is conspicuous and not normally in good taste; engaging in public stunts and buffoonery; morally degrading or humiliating games and activities; and any other activities which are not consistent with fraternal law, ritual or policy or the regulations and policies of the educational institution."

## SEXUAL ABUSE

The fraternity will not tolerate or condone any form of sexually abusive behavior on the part of its members, whether physical, mental or emotional. This is to include any actions which are demeaning to women including but not limited to date rape, gang rape or verbal harassment.

## FIRE, HEALTH AND SAFETY

1. All chapter houses shall, prior to, during, and following occupancy, meet all local fire and health codes and standards.
2. All chapters must have posted by common phones, emergency numbers for fire, police and ambulance and must have posted evacuation routes from chapter houses, common areas as well as posted on the back of the door of each sleeping room.
3. All chapters shall comply with engineering recommendations as reported by the insurance company.

## EDUCATION

Each student member, associate member and pledge shall be instructed annually on the Risk Management Policy of the Fraternity Insurance Purchasing Group.

Fraternity Insurance Purchasing Group  
IMPLEMENTATION, VERIFICATION AND ENFORCEMENT  
OF  
RISK MANAGEMENT POLICY

---

Goal: To obtain adequate or better liability insurance protection at a more affordable cost.

Problem: To manage risk--especially risk related to alcohol consumption, open parties, sexual abuse, hazing, and safety and health conditions (or lack of same) of our chapter homes and activities.

Solution: To develop an effective risk management policy; to implement it; to enforce it; and to verify its enforcement.

Resources: A network of:

- A. Local or area alumni (advisors, house corporations, other volunteers)
- B. Current and past board members
- C. Former staff
- D. Current staff
- E. Local agencies (fire marshal, police, other) as Fraternity Insurance Purchasing Group members may request.
- F. Local campus constituents (college administrators, faculty, campus security, college health officials, particularly Greek advisors) as Fraternity Insurance Purchasing Group members may request.
- G. Students
- H. Women's groups
- I. Parents
- J. Visitors
- K. Neighbors
- L. Fraternity Insurance Purchasing Group members

Commitment:

It is required that Fraternity Insurance Purchasing Group members agree in principle, in spirit, and in fact to the philosophy of becoming their "interfraternity brothers' keeper," with respect to the implementation, enforcement and verification of this new risk management policy.

A. Implementation:

1. The Fraternity Insurance Purchasing Group has agreed that a standardized format will be utilized by each FIPG member to announce the FIPG Risk Management Policy to the member's constituents.

Those to be informed and the priority order of the communication follows:

- Fraternity staff
- Collegiate chapters/colonies
- Volunteer alumni
- College/university officials
- Alumni (area and at-large)

The recommended timing and style of these announcements follows:

- a. For fraternity staff, college chapters/colonies, and volunteer alumni
  - i. A cover letter announcing the formation of FIPG and the development of a risk management policy shall be sent to each of the above listed constituencies with a statement informing each of these constituencies of their responsibility to follow all provisions of this policy.
  - ii. A sample letter for each member's use shall be provided with the understanding it shall be the minimum information to be included within the cover letter. A proposed sample letter is attached and labeled "Appendix I."
  - iii. A standardized format for the FIPG Risk Management Policy shall be developed and printed by FIPG. Adequate copies of this statement will be distributed to all group members for their use.

- iv. In regard to timing of these announcements, a proposed timetable is listed below:

- To fraternity staff--by no later than August 15 of each year
- To chapter/colonies--within two weeks of the opening of classes each fall term
- To volunteer alumni--by no later than August 15 of each year.

b. For college/university officials

- i. A cover letter announcing the FIPG member's commitment to its Risk Management program should be mailed to the fraternity advisor on each campus where a FIPG member chapter(s) is located. A list of all FIPG member fraternities should be included in the cover letter. A sample is enclosed and labeled "Appendix II."
- ii. A copy of the standardized Risk Management Policy will be enclosed with this letter.
- iii. In regard to timing, this letter and enclosure should be mailed by September 1 of each year.

c. For alumni (area and at-large)

- i. Announcement of the FIPG policy shall be made utilizing any particular one or combination of alternative methods listed below:

- Announcement, notice, or article in national magazine
- Requirement or request of chapters/colonies to include an announcement or notice in an alumni newsletter
- Announcement or notice mailed directly to all area and at-large alumni.

In determining the method to be utilized, consideration should be given to communicating this policy to the greatest number of constituents possible at the most reasonable cost.

- ii. In regard to timing, this announcement shall be made on at least an annual basis as near as possible to September 1.

2. Dependent upon the specific procedure used to announce the Risk Management Policy, the feedback process to verify that the announcement of this FIPG policy has taken place consists of the following:
  - a. Annual Verification Reports Required--On a yearly basis prior to the annual FIPG membership meeting, each FEA group member will submit a standardized Risk Management Policy Announcement Verification Form and attach copies of all mailings and announcements utilized. A proposed form is attached to this document as "Appendix I."
  - b. Filing of Verification Reports--The FIPG Secretary will maintain a permanent file of all Annual Verification Reports filed and inform the FIPG membership at its annual meeting of any group member who has not met this reporting requirement.
  - c. Mailings and Announcements Reviewed--An FIPG member or employee may be requested at the discretion of the officers to review all copies of mailings and announcements submitted for the purpose of determining the accurate presentation of FIPG policy.
  - d. Sample Mailings and Announcements Available--An FIPG member or employee may be periodically requested at the discretion of the officers to review copies of all mailings and announcements submitted for the purpose of developing sample mailings and announcements to be distributed to all FIPG members for use as appropriate.
3. It is proposed that each chapter have one collegian to be called chapter conservator and one alumnus to serve as a risk reduction specialist and be assigned the exclusive task of implementing and managing the chapter's risk management program.
4. There shall be an educational component on risk management required for each chapter and for each General Fraternity conclave (local, regional and national), as approved by the officers of the Fraternity Insurance Purchasing Group and contained in Appendix C.
5. Finally, it is required that the fraternal staff of each Fraternity Insurance Purchasing Group member be given instruction on implementation, enforcement and verification procedures of the new risk management policy no later than August 15 of each year.



B. Enforcement:

It is proposed that Fraternity Insurance Purchasing Group members agree upon the format and timing of periodic pronouncements of the requirements regarding item A.1.

1. Whenever a violation of the Risk Management Policy occurs, the FIPG member concerned will take the following actions:
  - a. Notify the elected Board of Directors of the affected fraternity.
  - b. Notify the individual(s) and/or chapter(s), including all local advisors and housing officers, of the violations.
  - c. Notify the President of the Fraternity Insurance Purchasing Group.
  - d. Have a member of the fraternity's paid staff, or an elected national officer, or appointed official of the fraternity on site within 72 hours of initial knowledge of the violation.
2. Within 72 hours of a Risk Management Policy violation, the Fraternity Executives Association member of the affected fraternity will notify the President of the Fraternity Insurance Purchasing Group by mail or telephone of his preliminary findings and the specific actions taken under the minimum requirements in Item B.2. above, as well as any additional actions taken by the fraternity.

The President of the Fraternity Insurance Purchasing Group will notify each Group member in summary form of the Risk Management Policy violation and the response of the affected fraternity.

3. When the Fraternity Executives Association member of a fraternity with a violation of Risk Management Policy has concluded all his actions in regard to that violation, he shall submit to the President of the Fraternity Insurance Purchasing Group the following final report:

The date and location of the Risk Management Policy violation.

His summary of the details regarding the event and the extent of the involvement of the fraternity, members of the fraternity, or how it is otherwise related to the fraternity.

Documentation either newspaper clippings and/or correspondence and communications to support the facts of the incident.

A summary of the specific actions taken by his fraternity and the final disposition by the fraternity.

4. Each violation of the Risk Management Policy by a member organization of the Fraternity Insurance Purchasing Group shall be assigned a case number and an effective date for that case, and the President shall submit a report, no less than quarterly to the Board of Directors of the Fraternity Insurance Purchasing Group, regarding all cases and their disposition.

Should any group member fail to follow through in regard to a Risk Management Policy violation to the satisfaction of the President, the President shall communicate by telephone with the FEA member of that fraternity requesting cooperation and feedback according to Items 2, 3, and 4 above.

The President, at his sole discretion, subject to final ratification by the Board of Directors, may provide consultation and specific performance criteria to any Group member who fails to adhere to the enforcement policies under this section.

Any Group member who fails to respond to requests and consultation by the President or to execute minimum actions required by this section shall subject his fraternity to loss of Group membership by decision of the Board of Directors. Any and all action taken under this Section shall remain confidential with the FIPG.

C. Verification:

1. Each Fraternity Insurance Purchasing Group member is encouraged to share among other members all matters related to risk reduction. Instant communication is essential whether it be related to a violation or potential violation. It is equally important to share successes.

Members of FIPG must have a frank and open communications relationship to discuss all aspects of violations or potential violations. This frank and open flow of communications is facilitated because it is conducted without fear of embarrassment, prejudice, or punishment and is treated with utmost confidence with the FIPG.

2. Each member of FIPG shall have a supply of violation/potential violation reporting forms and risk reduction success story reporting forms and shall submit those to the FEA member of the fraternity involved with a copy to the President of the FIPG to accomplish the communications flow in C.1. above.
3. Finally, while the forecasting of risk reduction policy violations may appear impossible, it could be useful to conduct a study of those chapters where lawsuits involving fraternities have occurred to determine if there are any common characteristics among those chapters, i.e., possible attitudes of indifference to fraternity principles, less than adequate achievement or poor campus reputation, etc., all of which might uncover environmental clues that cause a higher probability of, or being more susceptible to, conditions whereby incidents of personal injury might occur. If this notion receives a sufficient degree of support from the officers of the Fraternity Insurance Purchasing Group, then it would be recommended that the FIPG underwrite such a study, perhaps through the Center for the Study of the College Fraternity.

Coordination: The above calls for a designated member or employee of the Fraternity Insurance Purchasing Group to coordinate, indeed to oversee, the risk management program outlined.

Contract: It is required that each Fraternity Insurance Purchasing Group member fraternity contractually agree to the Risk Management Policy and the Implementation, Enforcement and Verification Policy of the FIPG. This contractual agreement obligates the members to appropriate penalties for failure to comply to all specifications of the policy, its implementation, enforcement, and verification.

Each member fraternity is to purchase liability insurance from the same insurance company regardless of whether it is for the General Fraternity only, for the General Fraternity and its chapters, or for any other combination of liability insurance protection.

AGREEMENT

This Agreement is made between \_\_\_\_\_ and the FRATERNITY INSURANCE PURCHASING GROUP (FIPG). In consideration of membership in FIPG and other good and valuable considerations, receipt of which is hereby acknowledged, \_\_\_\_\_ agrees as follows:

W I T N E S S E T H:

- A. After reading with care the Risk Management Policy of FIPG, which is attached and initialed, to have this adopted as the minimum risk management guideline for \_\_\_\_\_ and to disseminate it to its constituents as described in A.1. of the Fraternity Insurance Purchasing Group Implementation Policy, which is attached and initialed, within 30 days of adoption.
- B. After reading with care the Implementation, Verification, and Enforcement Policy of FIPG, which is attached and initialed, to adhere in principle, in spirit, and in fact to the philosophy set forth.
- C. To participate with vigor in the enforcement and verification processes set forth in the FIPG policies.
- D. To adhere to all the FIPG guidelines believing they will benefit the entire fraternity system and with the clear understanding that failure to pursue risk management as indicated by FIPG guidelines will subject \_\_\_\_\_ to loss of membership in FIPG.
- E. To purchase liability insurance from the same insurance company as all other members of FIPG, whether it be for the national organization, the chapters of the national organization, or any other combination thereof.
- F. To pay initial dues and annual dues thereafter.

Executed this \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_ by;

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Typed or Printed Name

FOR \_\_\_\_\_

ITS \_\_\_\_\_

TO: The Alpha Sigma Phi Educational Foundation Trustees

FROM: Robert M. Sheehan, Jr., Executive Director <sup>AMS</sup>

RE: 1988-89 Requests for Educational Grants

DATE: August 11, 1988

Alpha Sigma Phi Fraternity, Inc. respectfully requests the following grants from the Alpha Sigma Phi Educational Foundation for the 1988-89 fiscal year.

1. 1988 National Leadership Conference (Reference to August 1981 Memorial Fund minutes, <u>Foundations of Excellence</u> , p. 9, may be helpful.)	\$ 12,500.00
2. Support for a Chapter Leadership Consultant ( <u>Foundations of Excellence</u> , p. 6.)	30,000.00
3. Support of Staff and Volunteers per- forming Chapter Leadership Consultant activities.	29,000.00
4. Partial publication costs of <u>The Tomahawk</u> , an Educational Journal	20,000.00
5. Educational Materials and Manuals ( <u>Foundations of Excellence</u> , p. 10.)	4,000.00
6. The Province Program ( <u>Foundations of Excellence</u> , p. 10)	4,000.00
7. Publication costs, storage, and distribution of the manual <u>To Better The Man</u> .	4,000.00
8. The Scholarship Program ( <u>Foundations of Excellence</u> , p. 8)	600.00
TOTAL	<hr/> \$104,100.00

## REPORT ON THE ANNUAL LOYALTY FUND

Results

	<u># of Donors</u>	<u>Gross Receipts</u>	<u>Net Receipts</u>	<u>Average Gift</u>
1981-82	1,574	\$ 43,024	\$ 26,607	\$ 27.33
1982-83	1,716(+ 9%)	51,696(+20%)	40,085(+51%)	30.13(+10%)
1983-84	2,116(+23%)	83,435(+61%)	59,228(+48%)	39.43(+31%)
1984-85	2,147(+ 1%)	89,091(+ 7%)	66,003(+11%)	41.50(+ 5%)
1985-86	3,101(+44%)	136,936(+54%)	90,389(+37%)	44.16(+ 6%)
1986-87	2,373(-31%)	128,238(- 7%)	96,165(+ 6%)	54.04(+22%)
1987-88	2,766(+16.6%)	136,561(+6.5%)	107,339(+11.6%)	49.37(-8.6%)

Major Gifts and Leadership

Our Annual Loyalty Fund will continue to perform at only a mediocre level until we greatly increase the number of brothers making Major Gifts at the \$1,000, \$500, \$250, and \$142 levels annually. Many brothers who already make gifts to the Annual Loyalty Fund can give much more, per year, than they now donate. This pertains to brothers now giving \$25 who could give \$142 and to brothers giving \$142 who could give \$1,000. Whether you are a top Fortune 500 executive or "Joe Average" Alpha Sig, you need motivation to give more--just having more money doesn't make people give more. The key is to provide the "push" so that brothers will further extend their commitment to Alpha Sigma Phi.

An important motivational factor to alumni brothers is the leadership they perceive from the Fraternity's top volunteer leaders. Again, during 1988-89 it will be crucial for the Educational Foundation Trustees and Grand Council to serve as "pace setters" for the Annual Loyalty Fund Campaign.

Once a strong "pace" is set, then letters, phone calls, and personal visits to alumni asking for their increased gifts become much more effective. We then are asking them to "join" our legion of committed brothers--to jump on the bandwagon. This helps to provide the type of motivation many brothers need to increase their gift levels.

Telemarketing/Director of Development

During the past year and a half we have discussed the importance of increasing the number of brothers donating annually, through increasing our phonothon efforts. The thirteen phonothons held this year played an important role in our successful campaign. Unfortunately, seven other phonothons were cancelled during the year due to circumstances beyond our control. Even though those thirteen phonothons are more than we have ever had before, we still reached fewer than 4,000 of our 32,000 alumni.

Our plan for the past year has been to have a Director of Development to spearhead increased phonothon efforts. We were all disappointed that our initial hire for the position backed out just before starting in January. Interviews for the position were conducted during the spring as we re-opened our search. However, circumstances have led to the decision that we not fill the position at this time. These circumstances are twofold: 1. The candidates interviewed for the job do not possess many of the experiences, attributes, and skills we would like the director to have. Because of this, the risk that he would not be successful increases substantially; and 2. We have a very attractive offer from a telemarketing firm to perform these activities for us during 1988-89.

Teleconnect, Inc., Cedar Rapids, IA, has proposed a test-market phonothon project for 3,000 non-donor alumni. The Joint Trustees and Grand Council Committee on Alumni Development recommended accepting the proposal, and the Trustees voted to do so at their June meeting. The project will commence with an August 15 mailing followed by calling during the weeks of August 21-September 2. The cost will run between \$13,000 and \$17,000 depending on the actual amount of calling we do. Based upon our past phonothon efforts, we can be confident that this test will produce positive net results for the Annual Loyalty Fund. However, there are many "unknowns" with such a project. Once we have the results of the test, we will decide how many more of our 32,000 records we wanted to turn over to Teleconnect.

An indefinite "hold" has been put on the Director of Development position, until the completion of the non-donor test. It is disappointing to put the position on hold, as a director would provide help in many other important development areas we currently do not have time to work on. However, it seems that risk outweighs opportunity at this time!

# REPORT ON THE EDUCATIONAL FOUNDATION ENDOWMENT

	<u>Total Endowment</u>	<u>Cash Pledges Outstanding</u>	<u>Cash and Pledges</u>
6/30/81	\$ 40,314	\$ 27,826	\$ 68,140
6/30/82	\$ 72,048	\$ 72,160	\$ 144,208
6/30/83	\$ 126,959	\$ 189,820	\$ 316,779
6/30/84	\$ 199,908	\$ 234,586	\$ 434,494
6/30/85	\$ 364,970	\$ 383,296	\$ 748,266
6/30/86	\$ 460,293	\$ 310,755	\$ 771,048
6/30/87	\$ 551,421	\$ 188,825	\$ 740,246
6/30/88	\$ 674,777	\$ 131,977	\$ 806,754

## Projected Endowment (Based on Cash Pledges)

<u>6/30/89</u>	<u>6/30/90</u>	<u>6/30/91</u>	<u>6/30/92</u>
\$714,597	\$743,916	\$763,735	\$772,671

Delinquencies. Out of the \$131,977 outstanding cash pledges, \$45,262 is made up of delinquent pledge payments. Most of the brothers who owe these pledges have made some payments, and are therefore just paying late. We continue to politely encourage these brothers to pay, and offer to restructure their payment schedules if necessary. We may, however, have to write off some of these pledges at some point in the future. The delinquent pledge total is not included in the above annual projections.



### C. Planned Giving

The kickoff of "The Manigault Society" in the winter issue of The Tomahawk was a grand success! Currently, fifty brothers have notified us that they have made provisions for the Educational Foundation in their will, bequest, insurance policy, or trust. Nineteen brothers have listed the amounts of these provisions which total \$385,000. Five brothers have left percentages of their estates, without any estimate of the value. The final twenty-six brothers have either declined to list the amount of the bequest or have yet to inform us of the amount.

Promotion of all planned giving opportunities will continue in The Tomahawk with various articles. Also, the "Tomahawk News Slip" included in every issue of The Tomahawk carries a space to check for more information on planned giving, as does our regular "Tomahawk News Card" which we distribute regularly through different mailings. These continuous promotions should plant the seed in the minds of many of our brothers which we had not previously been doing. The further success of the planned giving program will require the timely follow-up of all the inquiries we receive, with particular attention paid to potentially very large donors. Unfortunately, the planned giving area is one in which a Director of Development could provide some extra needed support. However, we will continue to run the program with current staffing as effectively as possible.

### D. Report on Publications

#### Foundation for Excellence

The budget squeeze for 1988-89 has resulted in cancelling the three annual issues of "Foundation For Excellence," our donor newsletter previously planned for the next year. This is unfortunate, because it provides inside information on foundation programs, thus reinforcing the giving process. The newsletter is also useful in promoting our planned giving program. Hopefully, we can revive it in 1989-90.

#### The Tomahawk

We have completed the first year of timely publication of The Tomahawk in many years. This has been possible due to the very conscientious work done by volunteer layout editor Jeff Schwind, Toledo '75 and volunteer alumni news-notes editor Tyler Cox, Wake Forest '75. The staff has made our part of the production of The Tomahawk a priority, and Managing Editor Bev Moody keeps everyone on schedule.

The Finance Committee has recommended a cut in the budget for The Tomahawk to \$30,000, and has also recommended that at least one issue be in a magazine format. A budget of \$44,000 would have been needed to produce four issues in the tabloid format. With \$30,000 we can plan to produce one magazine in the fall and one tabloid in the spring, if we maintain a tight budget. Cutting the frequency of our only communication link with our alumni by 50% may not have a short-term effect on alumni activity or giving, especially considering the quality increase of one issue. However, we will need to increase that frequency again soon or we may see a longer term effect.

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

August 14, 1988  
Columbus, Ohio

1. CALL TO ORDER

Grand Senior President Edmund A. Hamburger called the Grand Council Meeting to order at 12:18 p.m. on Sunday, August 14, 1988.

2. ROLL CALL

Members of the Grand Council in attendance: Edmund A. Hamburger, Grand Senior President; James V. Fitzpatrick, Grand Junior President; Dr. Dennis R. Parks, Grand Secretary; Charles J. Vohs, Grand Treasurer; Robert G. Cabello, Grand Marshal and Stan Thurston, Grand Councilor. Newly-elected Grand Councilor Dr. Larry Spees was unable to attend. Also in attendance were Executive Director Robert M. Sheehan, Jr., Executive Secretary Emeritus Ralph F. Burns, and Past Grand Senior Presidents, Robert A. Sandercox, Donald R. Morgan, Richard A. Dexter, and George B. Trubow.

3. Grand Senior President Hamburger asked each of the four Past Grand Senior Presidents in attendance to share their wisdom with the new Grand Council on the work ahead. Each brother shared this wisdom for which the Grand Council expressed its deep appreciation.
4. Grand Senior President Hamburger outlined his thoughts concerning the goals and challenges of the Fraternity in the coming biennium. These thoughts included attention to our current financial challenges, to work in developing better university relations with host institutions and development of a clear direction regarding the Fraternity's Expansion Program. Brother Hamburger appointed an expansion committee within the Grand Council made up of Brother Fitzpatrick as chairman, and Brothers Cabello and Parks as members, with Executive Secretary Emeritus Ralph F. Burns to act as consultant. Brother Hamburger appointed Grand Marshal Robert Cabello as Director of Provinces for the biennium and explained that complete committee assignments would be forthcoming soon for all Grand Council members. Brother Hamburger appointed Brother Cabello in charge of a task force to revise the Fraternity's Constitution and By-Laws, particularly regarding the voting mechanics. Finally Brother Hamburger appointed Brother Parks and Brother Cabello to investigate the possibility of graduate students helping to direct an effort to produce a history of Alpha Sigma Phi centering on the experiences of Executive Secretary Emeritus Ralph F. Burns.

5. COMMENTS FOR THE GOOD OF THE SOCIETY

Executive Secretary Emeritus Ralph F. Burns reminded the new Grand Council that the Fraternity, like life, is a process of continual change and advised that they not get too bogged down in details, but stay heavily involved in the establishment of policy.

6. It was moved by Brother Vohs, seconded by Brother Parks, and passed unanimously to adjourn the Grand Council Meeting at 1:36 p.m.

Respectfully submitted,

  
Grand Secretary

Certified Correct,

  
Executive Director