



## MENTOR OF ARISIA

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Issue 35

October 1993

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(AND NOW A WORD FROM OUR SPONSOR:)

*Executive Board Meeting*

*September 19, 1993*

The meeting was called to order by the president, Joe Ross, at 1:20 p.m.

**In Attendance:** Joe Ross, President; Rob Bazemore, Interim Vice-President; Allan Kent, Treasurer; Ed Dooley, Clerk; Jim Belfiore, ConChair '94; Sheila Oranch, ConChair '95; also present Ted Atwood, Zack Brown, Mark Dulcey, Donald Eastlake III, George Flynn, Sheri Kaplowitz, 'Zanne Labonville, Chris Palmer, John Preston, Noel Rosenberg, Nicholas Schectman, Pat Vandenberg

**There were no corrections to the minutes of the August E-Board meeting!**

The president's first question was direct and to the point. What is the current status of the database? The answer was less direct. Allan Kent reported that information was being extracted slowly from the file. Labels still appear to be a problem. Approximately a little more than 700 were generated before the program ran into trouble. Allan was manually verifying the labels against the system.

Jim Belfiore reported that the mass mailing was expected to begin to go out on Tuesday (9/21) as labels were ready. Advertising was stressed as a must. The bookmarks appear to be doing well, and an author's appearance and book signing might be on the horizon sometime before the convention with an area bookstore.

Ed Dooley reported that while reviewing the corporate files that the corporation must admit to some of the delay with the database. During his research of past **Mentors** the clerk had found the original presentation that was given to the membership, but had not found any clear instructions detailing what was expected from Kevin's program, and the time when results should be seen.

*(HELP! I'm being held hostage by a Boston Science Fiction organization!...well, maybe I'm exaggerating. Irrashai, Arisians. For some reason not totally obvious to me, I'm back for my first full term as Clerk (I wonder if leaving my name on the ballot had anything to do with this?). Oh, well. I guess I have my work cut out for me.*

*This job isn't as easy as my predecessors made it look. I may not have the crisp attention to detail that Joe Ross had when he published **Mentor**, or the certain style that Mark Dulcey had that made this newsletter look official, but I'm going to do my best to leave my mark on this publication (if you forget to put the paper down...).*

*I have two goals for the coming year. The first is to make **Mentor** something a little less stuffy than just reporting the official minutes of the monthly corporate meeting, and the second is that I don't intend to take over anyone else's job (if the heart is still beating I haven't kill it--the brain is another matter entirely)! I am trying something **new** this month, and I really want everyone's opinion on this format! And now for something really important...*

*Ed Dooley, Clerk  
September 20, 1993*

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Executive Board:

President:

Joseph Ross  
648 Washington Street  
Brookline, MA 02147  
H: (617)-734-7372  
W: (617)-367-0468

Vice-President:

Nicholas Sheckman  
138 Harvard Avenue  
Medford, MA 02155  
H: (617)-488-3057

Treasurer:

Allan Kent  
15 Park Avenue Ext.  
Arlington, MA 02174  
H: (617)-646-7681

Clerk:

Ed Dooley  
37 Morton Street  
Waltham, MA 02154  
H: (617)-894-4853  
W: (617)-890-2125  
ext: 8113

ConChair '94

Jim Belfiore  
18 Dix Road  
Maynard, MA 01754  
H: (508)-897-6203

ConChair '95

Sheila Oranch  
45 Christopher Road  
Holliston, MA 01746  
H: (508)-429-4301

Articles, comments, and items for Mentor should be submitted to the Clerk at the address shown above.

People are requested to use their discretion when calling the officers listed above, especially at their places of employment.

For up-to-date information by computer/modem, call Arisia BBS: 617/364-1576 or 617/364-3343.

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Joe Ross reminded everyone that Kevin was an appointee of the corporation with duties and responsibilities, and one of the most important responsibilities was that of reporting to the E-Board and the Corporation. Joe stated that it might just be better if the position was left unfilled and that the corporation examine its options. Jim Belfiore stated, that for the sake of ARISIA '94, he was willing to take on the database project. His fellow Board members felt Jim had enough duties, but thanked him for the offer.

Allan Kent stated that Kevin's system was good--moderately, but that a long term plan was necessary. Sheila Oranch requested that the physical location of Data Entry and the database should be Allan's computer as that is the sight where the database is presently living. She further pointed out that, thanks to the research of the clerk, that an appointment for database director was redundant *as the clerk is responsible for the non-financial data of the corporation (thanks, Sheila).*

Moving on to the other appointed positions, the president announced that he was reappointing Pat Vandenberg as chairperson of the Long Range

Planning Committee. Sheila Oranch to the position of Corporate Benefits. Walter Kahn to the position of Corporate Merchandising. Pat requested that the president reappoint her present committee as it now stood with Ed Dooley, 'Zanne Labonville, Michael McAfee, Sheila Oranch, and Nicholas "Phi" Sheckman. They have been a good mix.

Rob Bazemore announced that he was withdrawing his name from the election for the position of Vice-President. Rob endorsed Nicholas Sheckman for the position, and volunteered to work on the Grant Committee.

The motion was made to set the future scheduled meetings at NESFA unless otherwise noted, as no information was available on other locations. [Members are reminded that February, June, and October meetings are reserved for locations outside of Boston, if possible. If members have alternative sites available then this information should be directed to the E-Board.]

The president directed the treasurer to look into if it were now possible for ARISIA, Inc. to begin paying NESFA for the use of their facilities. As the budget presented to the board (see appendix I) appears to have a surplus, the president asked if \$300 (\$30 x 10 meetings) could be set aside. The treasurer stated he believed it was possible. The president also asked if it were possible to bring the money currently set aside for grants up to an even figure like \$500. He also stated that he had received a request from Jeff Jordan for a grant for the BBS, and he was turning it over to the Grant Committee for review.

A motion was made to transfer \$126.77 from Net Income to Grants in order to bring the figure up.

Two request were received to waive membership dues due to financial hardship.

**VOTED:** To approve waivers.

The meeting adjourned at 2:05 p.m.

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INDEX:

Announcements:	Page 7
Committee Reports:	Page 5
Corporate Meeting:	Page 3
Department Reports:	Page 6
Disclaimer & Rates:	Back Cover
Executive Board:	Page 1
From the Clerk:	Page 1
In The Interim:	Page 10
New Business:	Page 6
Old Business:	Page 6
Officers Reports:	Page 3
Proxies & Transfers:	Page 3
Upcoming Events:	Page 8

(GETTING DOWN TO BUSINESS:)

**ARISIA ANNUAL MEETING  
SEPTEMBER 19, 1993**

**In Attendance:** Ted Atwood, Rob Bazemore, Jim Belfiore, Zack Brown, Ed Dooley, Donna Dube (RS), Mark Dulcey, Donald Eastlake III, David Fassett, George Flynn, Sheri Kaplowitz, Allan Kent, Zanne Labonville, Benjamin Levy, Michael McAfee (N), Sheila Oranch, Chris Palmer (RS), John Preston (RS), Noel Rosenberg (RS), A. Joseph Ross, Nicholas Sheckman, Pat Vandenberg

**[ALL MEMBERS SHOULD REMEMBER IT IS THEIR RESPONSIBILITY TO CHECK OFF THEIR NAME ON THE ATTENDANCE LIST SO THAT IT IS RECORDED AND COUNTED IN THE MINUTES OF THE MEETING. FAILURE TO DO SO MAY UNJUSTLY JEOPARDIZE YOUR MEMBERSHIP STANDING.]**

**[21 Members (17 General) were present at the August meeting. This constituted 70 % of the Corporate Membership (52% of the General Membership). Any member who had not renewed their membership by the close of the Annual Meeting was automatically dropped from the Corporate Roster.]**

The meeting was called to order at 2:35 p.m.

The president reminded members present that if they had not yet paid their dues they should see the clerk as soon as possible before the Annual Election took place. (Another announcement had been made during the interim between the E-Board and Corporate Meetings. Several members satisfied their memberships at that time--clerk.)

The following corrections to the minutes of the corporate meeting were noted:

- o In the Upcoming Events section the date for the November meeting was misprinted. It is 11/6 not 11/5.
- o The ConCom meeting on 9/21 will start at 7:30 p.m. NOT 8:00 p.m.
- o Items reported after the meeting takes place should be noted in brackets [].

**VOTED:** To approve the minutes of the August meeting as corrected.

**PROXIES:**

Three proxies were presented to the Clerk.

- o Heather Coon requested that Jim Belfiore vote on her behalf.
- o Jill Eastlake requested that Donald Eastlake III vote on her behalf.
- o Walter Kahn requested that Edward Dooley vote on his behalf.

**VOTED:** To transfer **Ted Atwood** and **Zack Brown** from Red Shirt to General membership. (A secret ballot was taken. The final vote was 17 to 1 in favor for both)

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(FROM THE DESK OF "EL SUPREMO"...)

*President's Report:*

*Joseph Ross reporting:*

It's been a good year for Arisia, Incorporated. A year ago we were seriously in debt. We had put on three cons which, despite their successes as enjoyable cons, all showed financial deficits. It appeared that we could not afford another financially disastrous con and remain in existence.

Now, we are solvent. Now, we have run one fully successful con and we know we can do it again. Much of our financial success was because of the efforts of the corporate and con treasurers, before I became president, in instituting financial controls. But I am pleased to take credit for pushing better efforts at promoting the con, which brought in our first significant increase in attendance, during a recession, and at a time when other cons were seeing a decreased attendance. And our increased attendance is why the revenues from this one convention were enough to eliminate our accumulated corporate debt from three past conventions.

For the future, we must continue efforts to promote the convention. We should begin our grant program envisioned by the founders. And, we must begin

*ConCom '95:*

*Sheila Oranch reporting:*

Sheila stated that she is still reviewing the suggestions people have given her for guests. Lots of verbal suggestions and books--she is trying to sift through the data. Pat reminded Sheila the best thing about being ConChair is that you get to pick who you want.

*Long Range Planning:*

*Pat Vandenberg reporting:*

Pat informed the membership that they were still reviewing the storage question and would be reporting some figures to the membership. Joe asked Pat to refocus the committee's efforts on building up a contingency fund and when funds should be shifted to the Grant Fund. Joe also requested that the LRP give serious consideration to the 1500 cap of paid membership. Jim questioned Joe as to when, if we were to go over the cap of when do we kill the cash cow. Ed Dooley reminded the membership that Long Range Planning had included their opinion in their report from February, which was printed in minutes of the June Meeting. Ed thought it might be a good idea if he reprinted that report and had it ready as a handout at the next meeting.

*Corporate Departments:*

*Corporate Benefits:*

*Sheila Oranch reporting:*

Sheila promised the clerk a copy of her report (not received by 9/29). In brief the main issue she had been looking into was whether we could get insurance. The answer appears to be no. Basically, the reason is that we are too diverse a group in our fields, and we don't work at the same location. There was much discussion as questions were thrown at Sheila.

The Coordinator is also looking into memberships at museums, the Science Museum is out, but Sheila was circulating a list for the membership to review so that she would not be wasting her time on places no one was

interested in.

*Corporate Merchandising:*

*Walter Kahn reporting:*

Walter was not present due to a previous commitment in Maine.

(AND HERE BE DRAGONS...)

**OLD BUSINESS:**

The clerk stated that we were still waiting:

1. For a good master to print the corporate stationary from.
2. That we were still waiting for a decision on whether or not funds could be shifted within the Con Budget--his research in the matter for policy was that this appears to be no. The president request the conchair for '94 to look into it and get back to him.
3. Concerning the membership transfer of Deb Smith tabled from last month--as the corporation appears to be cracking down on the laxness of the waivers in this area, and the fact the Deb had neither showed up for this meeting or paid her dues for this year--the matter was considered closed.

**NEW BUSINESS:**

A request from CONCEPT concerning receiving a copy of our membership data base was discussed. As we are presently unable to split off the data in question it was decided that we would be unable to fulfill this request at this time (however, the clerk will keep this in the back of his head, and reintroduce this item when we are able to). The clerk asked if we had a flyer that could be inserted into **Mentor** and received one. Sheila Oranch was going to explain the situation to the people running **CONCEPT**.

The clerk also raised the question of whether it was wise to print the roster in **Mentor** as some member's might not appreciate their names going to magazines as **Mentor** is now sent to three. It was suggested that the clerk might wish to withhold the roster from the **Mentor** in question (I'm also preparing a membership survey that may address this question. You all should

have it by the time this issue goes out).

It was moved that a **pun fine** be instituted during **ARISIA Corporate Meetings**. The fines would be for any pun or bad joke during the E-Board & Corporate meeting as reconized by the membership. Fines would be doubled at the annual meeting. All fines will go to the funding of the Grant Committee. The proposed fine structure is:

- o 1st three (3) puns during meeting: \$ 0.25
- o Subsequent puns: \$ 0.50

If at the end of the year the treasurer announces the name of any member who has made no pun during the previous year, that person is to be automatically fined \$1.

The president reminded the membership that items such as this must be direct to the appropriate area before being raised and discussed on the floor. As such, the matter was referred to the Executive Board to review.

As the **NOVEMBER** meeting is on a saturday, the offer was made by **Pat Vandenberg** and **Allan Kent** of the use of their home on 15 Park Avenue Extension as the site of the **Corporate Meeting**. As such it was:

**VOTED:** To approve the site of the November Meeting at the home of Pat Vandenberg and Allan Kent.

The meeting adjourned at 4:10 p.m. (after the annual election).

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## ANNUAL ELECTION:

On September 19th, 1993, elections were held for the corporate officers of **ARISIA, Incorporated**. As of September 2, 1993 the following names were registered with the clerk.

- Joe Ross (i) for the office of President.**
- Rob Bazemore (i) for the office of Vice-President.**
- Allan Kent (i) for the office of Treasurer.**
- Ed Dooley (i) for the office of Clerk.**

At the Annual meeting **Rob Bazemore** withdrew his

name from the ballot. A nomination was announced from the floor from **Nicholas Sheckman** for the office of **Vice-President**. As no other candidates were named the election proceded and:

- Joe Ross** was elected President, by **acclamation**.
- Nicholas Sheckman** was elected Vice-President, by **acclamation**.
- Allan Kent** was elected Treasurer, by **acclamation**.
- Ed Dooley** was elected Clerk, by **acclamation**.

## APPOINTMENTS:

**MOTION:** made to approve appointment to the **Grant Committee** of **Rob Bazemore**.

**PASSED:** By acclamation.

**MOTION:** Made to approve appointment of to the **Long Range Planning Committee** of **Pat Vandenberg, Chairperson, Ed Dooley, Zanne Labonville, Michael McAfee, Sheila Oranch, and Nicholas Sheckman**.

**PASSED:** By Acclamation.

**MOTION:** Made to approve appointment to Corporate Merchandising of **Walter Kahn**.

**PASSED:** By Acclamation.

**MOTION:** Made to approve appointment to Corporate Benefits of **Sheila Oranch**.

**PASSED:** By Acclamation.

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## ANNOUNCEMENTS:

[Members are reminded that reports and announcements should be submitted in written form so that the may be accurately reported on in Mentor--especially in the next few hectic months. The clerk would appreciate if more members would remember this, thank you]

The membership was notified that **Heather Coon** (who went to Michigan in August to work on a graduate degree) misses us. A new address is supposedly on the way.

A memo was received from Jeff Jordan who asked the membership to remember to post items to the bulletin board. Such things as Mentor, ConCom News, etc.--as of last month Mentor was uploaded to the board with Jeff's help (I know because I stood over him as he tried to walk me through the procedure--clerk). Hopefully, it will continue to be posted there.

The number of Organizations bidding to hold the 1998 WorldCon<sup>SM</sup> appears to be growing. The reported list appears to be: Atlanta, Baltimore, Boston, New York, Niagra Falls, Tri-City (Boston/New York/Philadelphia), and Washington.

WORLDCON is a service mark of the World Science Fiction Society, an unincorporated literary society.

#### **DIRECTIONS TO THE HOME OF JILL AND DONALD EASTLAKE (OCTOBER MEETING):**

**From Route 128:** take routes 4 and 225 West through Bedford. When Route 4 leaves 225, bear left onto 225. There are a lot of trees.

Route 225 eventually gets to Carlisle. Go through the center of town (it's a small rotary) and continue west. When you see the Carlisle Education Center, turn left onto Action Street. (Look for a house on the left with four chimneys--this is Action Street).

**From Route 495:** take route 225 East through Westford and into Carlisle. On Route 225, just after crossing route 27, look for the Carlisle Education Center on the left, and turn right. Action Street is the second right after route 27.

The Eastlakes are at 318, on the right, past Heald Road on the left and before Action Street crosses West Street.

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### *UPCOMING EVENTS:*

#### **OCTOBER:**

**10/10/93 ARISIA CORPORATE MEETING** at 2 p.m. at the NEW home of Don & Jill Eastlake, Carlisle. E-Board will meet at 1 p.m.

**10/10/93 ConCom** (Arisia '94 Convention Committee) at 12 noon at Don & Jill Eastlake, Carlisle.

**[IMPORTANT NOTICE: AS OF 9/30 THE CLERK WAS INFORMED THAT THIS MEETING MAY BE RESCHEDULED. PEOPLE SHOULD CONTACT THEIR DIVISION HEADS. THE CLERK WAS UNABLE TO VERIFY IF THIS DATE HAS CHANGED. THE CORPORATE MEETING IS STILL AT 2 P.M. AS STATED ABOVE]**

#### **NOVEMBER:**

**11/6/93 ARISIA CORPORATE MEETING (NOTE: THIS IS A SATURDAY)** at 2 p.m. at the home Pat Vandenberg and Allan Kent, 15 Park Ave Extension, Arlington. The E-Board will meet at 1 p.m.

#### **DECEMBER:**

**12/5/93 ARISIA CORPORATE MEETING** at 2 p.m. --location to be announced.

#### **JANUARY:**

**1/8/94 ARISIA CORPORATE MEETING** at 2 p.m. --location to be announced.

**1/20/94 Move In and Set Up** at the BOSTON PARK PLAZA HOTEL AND CASTLE for ARISIA '94

**1/21/94 ARISIA '94 through 1/23/94** at the BOSTON PARK PLAZA HOTEL AND CASTLE

**1/24/94 Tear down and Move Out** at the BOSTON PARK PLAZA HOTEL AND CASTLE for ARISIA '94

#### **FEBRUARY:**

**2/18/94 BOSKONE 31 through 2/20/94** at the Sheraton Tara, Framingham

**Please notify the CLERK of any upcoming events or meetings which should go into this schedule.  
Thank you.**

# CONCEPT

Montreal's Fifth Annual Science  
Fiction and Fantasy Convention  
October 15, 16, 17

Dedicated to the memory of Baird  
Searles, Writer, Critic, Fan and friend  
of Con\*Cept

## Guests of honour:

**Jack McKinney** (Brian  
Daley & James Luceno), authors of the Robotech  
books and The Black Hole Travel Agency. Mr. Daley  
also wrote the novelization of Troop and the Han  
Solo Adventures.

**Robert Sheckley**, author of  
The Seventh Victim, original of Freejack and co-  
author of Bring Me the Head of Prince Charming.

## Comics Guests of honour:

**Gabriel Morrissette & Elaine  
Lee**, artist and writer of DC's Ragman, Cry of the  
Dead. Mr. Morrissette also did Deathstroke the  
Terminator and was co-creator of Northgard. Ms.  
Lee was also the creator of Star Struck.

## Fan Guests of honour:

**Birds of Prey** DJs.

## Activities Include:

Discussion Panels \* Workshops \* Exhibits \* Dealer's  
Room \* Masquerade (costume contest) \* Art Show \*  
SF&F Model Making Competition \* Art, Books &  
Collectibles Auction \* Video Room \* All-Night  
Dance \* and MORE.

Different programming tracks each day!

## Also Attending:

Larry Stewart (Master of Ceremonies).  
Authors: Karen Wehrstein, Shirley Meier, S.N.  
Lewitt, Yves Menard, Donald Kingsbury, Joel  
Champeller, Glenn Grant (author/editor),  
David G. Hartwell (editor/critic), Dorothy  
Taylor (reviewer), Marc Shainblum (literary  
columnist), Michael Cuneo (Model maker,  
DS9 & ST:NG), Mike Lennick and Paul  
Davidson (F/X, War of the Worlds TV),  
Wombat (Masseur and Con\*Cept staple) and  
many others!

## Convention Site

Con\*Cept '93 will be taking place at  
the Holiday Inn Crown Plaza Metro  
Centre, (♿) walking distance from  
downtown Montreal and directly on  
the Metro route.

505 Sherbrooke St. East, H2L 1K2, above  
Sherbrooke Metro station. (514)842-8910  
Reservations, mention Con\*Cept.  
Room rates: Single & Double \$75 - Triple \$85  
- Quad \$85. Rates subject to availability  
after Sept. 14.

## Con\*Cept '93 Registration

\$23 for the weekend. (by mail  
postmarked before September 30th).

\$28 at the door.

Friday and Saturday - \$17

Sunday only - \$13

A special group rate is available, write  
or call us for information.

Con\*Cept '93

P.O. Box 405, Station "H", Montreal,  
Quebec, Canada, H3G 2L1

☎ Con\*Cept '93 infoline: (514)288-1692

## Con\*Cept '93 Advance Registration form

To register in advance, fill out this form and mail it  
to the Con\*Cept '93 address, along with a cheque  
or money order (NO cash!) in the amount of \$23,  
made out to Con\*Cept. Registration will be  
confirmed by mail. Advance-registrations  
postmarked after September 30, 1993 will not be  
processed. Thank you for registering early!

Name \_\_\_\_\_

Address (st, Apt, City, Prov/State, Postal/Zip code)  
\_\_\_\_\_  
\_\_\_\_\_

Telephone (home, work) \_\_\_\_\_

Special Interests \_\_\_\_\_

Would you like to help out at the convention?

Yes  No

Will you be staying at the convention hotel?

Yes  No

Can we have your permission to use this  
information in the future on our mailing list and  
exchange with other volunteer based non-profit  
conventions?

Yes  No

Some of the events we are planning require pre-  
convention preparation and/or registration by  
participants. Should you wish to participate in any  
of the activities listed, please check them off so we  
may send you the information you will need.

Art show

Masquerade

Art, Books & Collectibles auction

Model making competition

Please feel free to write or call us if you have any  
questions or require more information.

Note: Programming and guest appearances are  
subject to change.

## IN THE INTERIM:

(The purpose for this section is to provide the membership with a place where they can ask general questions, and/or post "want ad" type listings. It is also to provide an area for updates or reports which might be presented to the clerk, or any other corporate member, which might be of interest to the rest of the membership.)

**WANTED:** Does anyone have a listing or information on fan organizations in the metropolitan New York area, specifically Manhattan. I have a friend who is looking to reenter fandom and is looking for some contacts. Preferably organizations not geared toward conventions--Ed Dooley

**NEEDED:** I need a willing victim who will upload this publication, as needed, to the BBS. As some folks know, I do not have the equipment to regularly get up on to the Board. I need someone who is willing to act as an interface in this area. I am not real comfortable with sending disks through the mail. Anyone who wants to help this clerk with this process should contact me at the next meeting--Ed Dooley.

### NOTICE:

The LRP met just after the meeting. The meeting dealt with primarily the issue of storage and the options presently available.

**OPTION A:** We continue to use the current unit but take advantage of long term discounts to lower costs by \$240/year. Advantages: Easiest, no move necessary. Disadvantages: Most expensive, furthest from the con hotel (?)  
Storage: \$1200/year Vehicle Rental: \$500.  
Total: \$1700/year

(Move from storage to hotel estimated as 2 van loads).

**OPTION B:** Use a smaller storage unit at the same site. Advantages: Easy move. Disadvantages: see option A.  
Storage: \$1000/year Vehicle Rental: \$500.  
Total: \$1500/year

(Information note: I have been told that presently we get a break on the cost of our unit due to an elevator not working the day we originally got our present unit. This is another factor which was mentioned in discussion.)

**OPTION C:** Use a smaller unit at a different site--probably U-Haul in Medford. Advantages: Close to town, rental vehicles available on site, cheapest. Disadvantages: extra move in effort.  
Storage: \$900/year Vehicle Rental: \$500  
Total: \$1400/year

### OPTION D: TRAILER PROPOSAL

Advantages: easier logistics, cheap, better access, cost goes down after trailer is paid for.  
Disadvantages: cash flow, lower security.  
Fixed Costs: \$546/year Amortization of one-time charges at 20% \$774.  
Total: \$1320/year x 6 years.

(During the discussion several questions and potential problems were raised. As a result, it was felt by the members of the LRP, that our present storage site was the best. A break down of the costs and the trailer proposal will be available at the meeting for those interested.)

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#### Arisia, Inc.

#### Budget for Fiscal year 1994

(starting 1 September 1993)

(modified as passed 19 Sept 1993)

#### Income:

Dues:	<\$ 1000.00>
Interest Received:	< 100.00>
Sales:	< 2700.00>
Video Tape Sales:	< 100.00>
<b>TOTAL INCOME:</b>	<b>&lt; 3900.00&gt;</b>

#### Expenses:

Bank Charges:	\$ 150.00
Mentor Expenses:	500.00
Administration:	400.00
Postage (Admin):	0.00
Meeting Space:	300.00

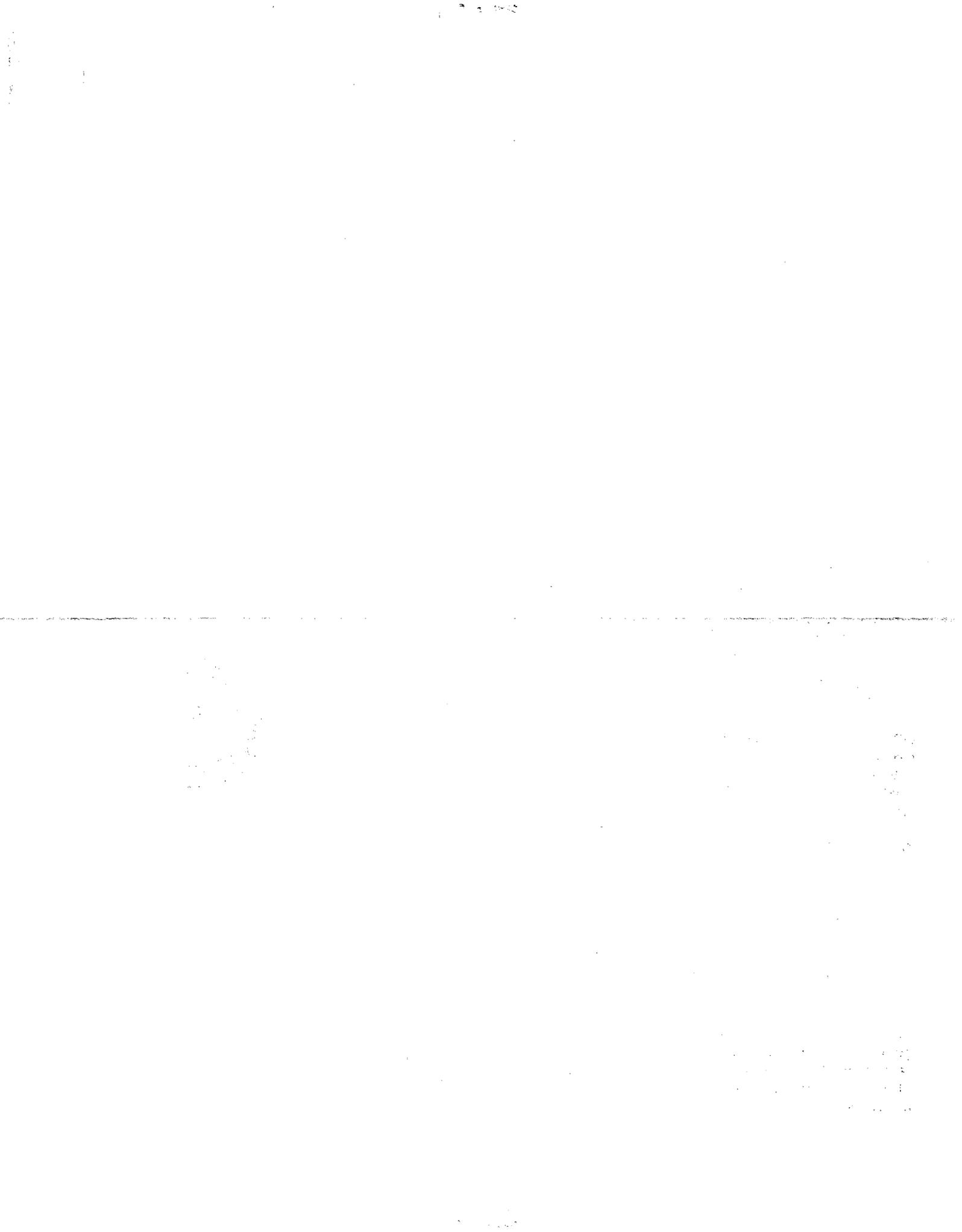
Transfer to Grants: 126.77

#### Promissory Notes

Int (Corp):	0.00
Reporting and Returns:	60.00
Sales Expense:	1400.00
Telephone:	0.00

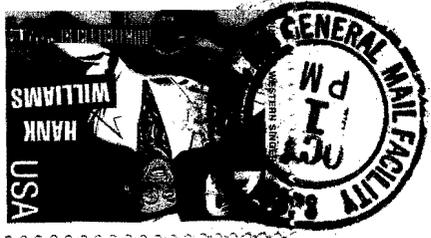
Treasury Exp:	60.00
Video Tape:	0.00
<b>TOTAL EXPENSE:</b>	<b>\$ 2996.77</b>

Net Income: <\$ 903.33>



FIRST CLASS MAIL

POSTAGE WILL BE PAID BY ADDRESSEE



ARISIA<sup>SM</sup>, Incorporated  
1 Kendall Square, Suite 322  
Cambridge, MA 02139



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Mentor of ARISIA is a monthly publication of:

ARISIA, Incorporated  
1 Kendall Square, Suite 322  
Cambridge, MA 02139

Subscriptions to Mentor are included in ARISIA corporate membership. Membership runs from September 1 to August 31, and costs \$24 per year. Dues are pro-rated on a monthly basis for members joining in months other than September; the rate for members joining in March is \$12.

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