

# Mentor of ARISIA



The newsletter of ARISIA, Incorporated

Issue 28, January 1993

## Executive Board meeting December 13, 1992

The Executive Board meeting was called to order by the President at 1:58pm. Present: Joe Ross, Heather Coon, Allan Kent, Rob Bazemore, Jim Belfiore. Mark Dulcey arrived a few minutes later; minutes for the first portion of the meeting were taken by Pat Vandenberg.

The contract for the WBZ advertising is being sent to ARISIA. (This is about a deal for advertising on WBZ radio. WBZ is also featuring ARISIA in a talk show segment on Thursday, January 14, the day before ARISIA starts.) Joe suggested we authorize Heather, as VP, to sign for radio advertising when the contract arrives.

VOTED: to recommend to the membership to hold the February 1993 General Meeting at Brandeis.

VOTED: to authorize Jim Belfiore to spend \$100 to make up bookmarks and flyers promoting ARISIA '94, to be distributed at ARISIA '93.

Rob Bazemore asked that a corporate letter be sent to Mail Boxes Etc., giving the current names of people authorized to access the ARISIA mailbox.

Joe Ross suggested that we need a standardized official letterhead and envelope. Heather spoke against using gray paper, as it copies poorly. The question of finances was raised. It was decided to postpone any action on this until after ARISIA '93. The E-board is soliciting designs and suggestions.

The meeting was adjourned at 2:10pm.

## General Meeting December 13, 1992

The meeting was called to order at 2:20pm by the President. Attending: Rob Bazemore, Heather Coon, Mike DiGenio, Ed Dooley, Donna Dube, Mark Dulcey, Marshall Ellis, Wayne Ellis, Sheri Kaplowitz, Allan Kent, Zanne LaBonville, Ben Levy, Michael McAfee, Dave Meyer, Chris Palmer, Joe Ross, Deborah Smith, Pat Vandenberg.

VOTED: to amend the minutes of the November meeting as follows (in the report of the Long Range Planning Committee): "The LRP reported that Heather Coon is interested in joining the committee. The President appointed Heather; it was VOTED to confirm this appointment."

VOTED: to accept the minutes as amended.

## Reports

**President:** nobody has volunteered for the position of Corporate Benefits Coordinator. We're still looking for one.

Joe plans to start future meetings on-time: plan to arrive accordingly.

**Vice President:** no report.

**Treasurer:** ARISIA currently has \$8,500 of usable cash, not counting \$2,500 in recent deposits. We have not yet paid the hotel deposit (\$3,000, due next Sunday. Payment for the banquet is due in January.) We are therefore able to pay off the loan to Ed Council (see the November minutes); I need his current address.

# Mentor of ARISIA



Issue 25

November 1992

**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 January is \$16.

ARISIA, Mentor of ARISIA, and the ARISIA lens are service marks of ARISIA, Incorporated.

## Corporate Officers

**President:** Joseph Ross, 648 Washington Street,  
Brookline, MA 02146 H:617/734-7372 W:617/367-0468

**Vice President:** Heather Coon, 8 Colbert Avenue #11,  
Maynard, MA 01754 508/897-6290

**Treasurer:** Allan Kent, 15 Park Avenue Ext., Arlington,  
MA 02174 617/646-7681

**Clerk:** Mark Dulcey, 110 Orchard St., Somerville, MA  
02144 H:617/628-9162 W:617/451-5400

Articles for **Mentor** and comments on its contents should be sent to the Clerk at the address shown above. The Clerk prefers to receive articles in computer-readable form if possible.

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

**Clerk:** (quoting the ARISIA laws) "A Red Shirt (non-voting) member who attends at least half of the regular corporate meetings during a twelve-month period and has not missed three consecutive regular meetings shall be automatically upgraded to General (voting) membership. Meetings attended before becoming an ARISIA corporate member do not count. (So join now!)"

A General member who misses four consecutive regular meetings shall automatically be transferred to Red Shirt, unless such transfer is waived by the membership. One such transfer, Deborah Smith, is pending; action was postponed until later in the meeting, as

Deborah was known to be planning to attend. (She did arrive, so no action was taken.)

Two upgrades from Red Shirt to General membership were tabled at the November meeting. In accordance with the Bylaws, a written ballot was distributed.

**VOTED:** to upgrade Sheri Kaplowitz and Holly Love to General Membership.

**Budget Committee:** we should meet someday.

**Database Committee:** not present.

**Merchandise Committee:** wanted to know about the status of the T-shirt artwork. (Marshall: it's ready, but I don't have it here today.) Asked whether we are planning to make another video. (Heather: yes; however, we reserve the right to not make the video and return all money collected if interest is inadequate to pay for production.)

## Long Range Planning Committee:

In line with the directives given us by President Joe Ross, the first meeting of the ARISIA Long Range Planning Committee discussed the following things. Suggestions were given by Mike McAfee, Chris Palmer, Sheila Oranch, Ed Dooley, Zanne LaBonville, Heather Coon, Tim Roberge, Pat Vandenberg.

## I. How do we get people involved in running ARISIA?

- A. Emphasize the reasons **why** they personally should get involved:
  1. It's fun!
  2. It's a good way to meet people with similar likes
  3. It's a good opportunity to network
  4. It's a chance to act out your fantasies
  5. It's good for the ego
  6. It helps keep the corporation and convention going so others will be able to enjoy it; enlightened self-interest
- B. Emphasize the team spirit
  1. Teach department heads how to delegate
  2. Encourage group decisions -- nobody really "knows better"

## II. Problems getting people involved

- A. People feel they are not being heard
- B. Situations get very stressful -- especially during con, and no one needs more stress!
- C. No one seems to feel the need to ask others if they are interested or have input
- D. Meetings don't seem to start or end in a timely fashion; people are uncomfortable coming into ongoing discussion, afraid they are interrupting

**III. Things we can do**

- A. Current members need to both listen and talk to new people
- B. Could have brainstorming session after some or all Corporate Meetings.
- C. Teach people how to delegate -- lower stress
- D. Get E-Board to finish on-time or meet elsewhere so people aren't uncomfortable coming into meetings.
- E. Make announcements asking for help.
- F. Check "comps" to see who might be interested in becoming more involved and ask them.
- G. Arrange for promotions during the con; from Gopher to Staff especially.
- H. Encourage people to send Thank Yous to everyone who works for them
- I. Acknowledge contributions publicly
- J. Form a Welcome Committee whose job is to notice new people, introduce them around, and get them talking.
- K. Put out "position open" lists over electronic mail systems
- L. Do more advertising:
  1. Give flyers to every ARISIA member and encourage them to hand them out to friends and their local area businesses.
  2. Emphasize ARISIA attributes which are **not** Star Trek related, such as the Art Show, Filking, and specific programming.
  3. Have an "Information Fair" and bake sale -- possibly at a mall where SF films are playing
- M. Get together information on what tax benefits there are for those working for a non-profit and have a class or publish it

**IV. Financial needs**

- A. Have the Bake Sale along with the Information Fair
- B. Suggest donations be given by those who eat the food in the Staff Lounge, as the Corporation is broke.
- C. Make other things to sell

**ARISIA '93:** we need 350-400 memberships at the at-con rate to make our budget. We currently have 540 pre-paid members on Kim's list. The budget does not include paying off the past debts of ARISIA; we need even more members to make a dent in that. So sell, sell, sell!

We are placing radio commercials on WBZ. In addition, we will be appearing on Brudnoy's talk show on Thursday night (January 14, 1993).

The Convention Committee that had been scheduled to meet on December 12 has been rescheduled to Saturday, December 19, at 2:00pm. The Long Range Planning Committee will meet at 1:00pm.

We need to know about equipment that should be included on the insurance list. The deductible is large (\$1000 per day), so small items may not be worth listing.

**ARISIA '94:** no report

**Grant Committee:** there is currently no committee. Appointments will be made after ARISIA '93.

**New Business**

Chris Palmer asked a question about the budget treatment of comp memberships. Mike DiGenio explained that the current method of handling them (the comp is counted as income, but an offsetting liability is also entered) is standard.

**VOTED:** to set the location of the February meeting to Brandeis.

The meeting was adjourned at 3:02pm.

**Executive Board meeting  
December 13, 1992**

The meeting was called to order at 3:30pm. E-Board members present: Joe Ross, Heather Coon, Allan Kent, Mark Dulcey. Also present were Marshall Ellis and Wayne Ellis.

The Dragon Print proposal for ARISIA T-shirts with the ARISIA lens (no year) in glow-in-the-dark ink was discussed. There was a consensus that the membership has a preference for all-cotton T-shirts; therefore, the proposal was amended to call for these in place of the cotton-polyester blend shirts in the original proposal. (The all-cotton shirts are more expensive, so the prices paid by ARISIA to Dragon Print and the selling prices were both adjusted.)

**VOTED:** to authorize Dragon Print to produce ARISIA glow-in-the-dark T-shirts under the following terms:

1. ARISIA will pay Dragon Print \$150.00 up-front to cover set-up costs for the shirts. This includes producing the two necessary screens, and frames for the screens so they can be kept permanently set up.
2. ARISIA pays \$5.50 for the first 100 shirts produced, and \$7.00 for any subsequent shirts. (Thus the \$150 start-up charge is repaid by production of the first 100 shirts.)
3. The selling price of the shirts is \$12.50. There is a \$2.00 shipping charge for shirts that are

drop-shipped to the customer. (XXL and above cost extra, but I can't find the exact amount; I'll report this in the next Mentor.)

*(The intent of this contract is that ARISIA can advertise the availability of these shirts on an ongoing basis. Dragon Print will produce them on an as-needed basis and ship them directly to the buyer. ARISIA can [and has] also order batches of them for sale at conventions and other events.)*

VOTED: to order 50 of the glow-in-the-dark shirts for sale to corporate members, convention committee and staff, and at ARISIA '93. *(The size mix was later determined by Merchandising: 1 medium [for Joe Ross], 19 large, 30 extra-large. This ratio is similar to the mixture of sales of ARISIA '92 shirts.)*

VOTED: to authorize a 20% discount on all new ARISIA merchandise for ARISIA corporate members. *(This includes ARISIA '93 T-shirts and sweatshirts, the glow-in-the dark shirts, and the ARISIA '93 Video Memory Book [if produced]. Prices on older merchandise continue as previously voted; see the November minutes.)*

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

## Upcoming Events

Saturday, January 9, 1993, 2pm. Corporate meeting at Brandeis. Executive Board will meet at 1pm. An ARISIA '93 Convention Committee meeting will be held after the Corporate meeting.

Friday, January 15, 1993 - Sunday, January 17, 1993. ARISIA '94, at the Boston Park Plaza Hotel.

Sunday, February 28, 1993, 2pm. Corporate meeting at Brandeis. Executive Board will meet at 1pm.

Please notify the Clerk of upcoming events to go into this calendar.

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The Clerk apologizes for the ridiculous delay of this issue of *Mentor*. He promises that it will not happen again. He does not want to volunteer suggestions for suitable punishments for a repeat of this sorry performance; he feels confident that your imaginations will suffice.

**FIRST CLASS MAIL**

Last name	First name	Street address	City	State	Zip	Telephone	MC
Bazemore	Rob	31 Appleton Street #2	Somerville	MA	02144	617/623-8052	G
Belfiore	Jim	18 Dix Rd.	Maynard	MA	01754	508/897-6203	G
Cantor	David A.	131 Daniel Webster Highway Apt. 5	Nashua	NH	03060	603/888-8133	G
Coon	Heather	8 Colbert Avenue #11	Maynard	MA	01754	508/897-6290	G
Cooper	Brian	PO Box 2334	Pittsfield	MA	01201		H
DiGenio	Mike	213 Webster Street	E. Boston	MA	02128	617/569-7281	G
Dooley	Ed	37 Morton Street	Waltham	MA	02154	617/894-4853	G
Dulcey	Mark	110 Orchard St.	Somerville	MA	02144	617/628-9162	G
Eastlake III	Donald	925 Dedham Street	Newton	MA	02159	617/244-2679	RS
Eastlake	Jill	925 Dedham Street	Newton	MA	02159	617/244-2679	RS
Ellis	Marshall	30 Spring Street	Plympton	MA	02367	617/585-4088	G
Fallon	Kevin	PO Box 74	Woburn	MA	01801		G
Fassett	David	120 Charles Street #2	Cambridge	MA	02142	617/547-9687	RS
Fish	Tom	21 Mohawk Trail #303; POB 4000	Greenfield	MA	01302	413/863-8919	H
Flynn	George	PO Box 1069 Kendall Sq. Statn	Cambridge	MA	02142	617/623-2112	G
Ginsburgh	Elgie	32 Paul Street #2	Newton Centre	MA	02159	617/965-6367	RS
Ivey	Christine	Box 22	Center Stratford	NH	08315		RS
Jordan	Jeff	27 Grassmere Rd.	Hyde Park	MA	02136	617/364-1531	G
Kahn	Walter	71 Fulkerson St. Apt. 302	Cambridge	MA	02141		RS
Kaplowitz	Sheri	20 Harris Road	Medford	MA	02155	617/391-7464	RS
Kent	Allan	15 Park Avenue Ext	Arlington	MA	02174	617/646-7681	G
Klukas	Johnna	18 Dix Rd.	Maynard	MA	01754	508/897-6203	RS
LaBonville	Zanne	PO Box 7213	Nashua	NH	03060	603/891-4147	G
Levy	Benjamin	14 Otis St. #2	Wakefield	MA	01880	617/246-2766	G
Love	Holly	63 Blodget Street	Manchester	NH	03104	603/644-5954	RS
McCormack	Patrick	185A Fairmount Ave.	Hyde Park	MA	02136	617/361-1856	G
Newcomb	Patricia	37 Almont St. 3rd Floor	Medford	MA	02155	617/391-2537	RS
Oranch	Sheila M.	45 Christopher Rd.	Holliston	MA	01746	508/429-4301	G
Palmer	Chris	11 Hallmark Gardens #6	Burlington	MA	01803	617/270-9794	G
Robison	Mary	23 Dartmouth St.	S. Hadley	MA	01075	413/532-6230	GH
Ross	A. Joseph	648 Washington St.	Brookline	MA	02146	617/734-7372	G
Saroff	Matthew						H
Selkirk	Frances	112A Marblehead Street	North Reading	MA	01864	508/664-6365	RS
Selkirk	Paul	112A Marblehead Street	North Reading	MA	01864	508/664-6365	RS
Shuldiner	Cris	60 Overlook Drive	Tewksbury	MA	01876	508/851-0043	H
Smith	Deborah Ann	1224 Crease Street	Philadelphia	PA	19125	215/739-8594	G
Van Auken	Kimberley S.	73 Mill St.	Burlington	MA	01803	617/273-0697	G
Vandenberg	Pat	15 Park Avenue Ext	Arlington	MA	02174	617/646-7681	G
Zitzow	Liz	PO Box 1112	Cambridge	MA	02142		RS

Part No	Description	Price	On hand A'92	On hand now	A'92 sales	Full-price sales	Disc. sales	Total sales
PATCH	Arisia patch	\$5.00	192	163	-15	0	-14	-29
SL90	Arisia '90 Sweat Large	\$15.00	12	7	-2	-1	-2	-5
SL91	Arisia '91 Sweat Large	\$10.00	3	2	0	0	-1	-1
SL92	Arisia '92 Sweat Large	\$15.00	20	10	-4	-2	-4	-10
SM90	Arisia '90 Sweat Medium	\$15.00	0	0	0	0	0	0
SM91	Arisia '91 Sweat Medium	\$10.00	4	3	0	0	-1	-1
SM92	Arisia '92 Sweat Medium	\$15.00	5	1	-4	0	0	-4
SS90	Arisia '90 Sweat Small	\$15.00	0	0	0	0	0	0
SS91	Arisia '91 Sweat Small	\$10.00	0	0	0	0	0	0
SS92	Arisia '92 Sweat Small	\$15.00	0	0	0	0	0	0
SXL90	Arisia '90 Sweat X-Large	\$15.00	4	2	0	0	-2	-2
SXL91	Arisia '91 Sweat X-Large	\$10.00	5	4	-1	0	0	-1
SXL92	Arisia '92 Sweat X-Large	\$15.00	20	6	-9	-3	-2	-14
SXXL90	Arisia '90 Sweat XX-Large	\$15.00	0	0	0	0	0	0
SXXL91	Arisia '91 Sweat XX-Large	\$10.00	2	0	0	0	-2	-2
SXXL92	Arisia '92 Sweat XX-Large	\$15.00	5	0	-2	-3	0	-5
TL90	Arisia '90 T-shirt Large	\$10.00	6	0	-4	0	-2	-6
TL91	Arisia '91 T-shirt Large	\$7.00	27	18	-1	0	-8	-9
TL92	Arisia '92 T-shirt Large	\$10.00	75	26	-36	-8	-5	-49
TM90	Arisia '90 T-shirt Medium	\$10.00	0	0	0	0	0	0
TM91	Arisia '91 T-shirt Medium	\$7.00	9	7	0	0	-2	-2
TM92	Arisia '92 T-shirt Medium	\$10.00	15	4	-7	-3	-1	-11
TS90	Arisia '90 T-shirt Small	\$10.00	0	0	0	0	0	0
TS91	Arisia '91 T-shirt Small	\$7.00	4	3	-1	0	0	-1
TS92	Arisia '92 T-shirt Small	\$10.00	10	6	-4	0	0	-4
TXL90	Arisia '90 T-shirt X-Large	\$10.00	8	4	-1	-1	-2	-4
TXL91	Arisia '91 T-shirt X-Large	\$7.00	31	26	-1	0	-4	-5
TXL92	Arisia '92 T-shirt X-Large	\$10.00	75	11	-48	-10	-6	-64
TXXL90	Arisia '90 T-shirt XXL	\$10.00	0	0	0	0	0	0
TXXL91	Arisia '91 T-shirt XXL	\$7.00	5	3	0	0	-2	-2
TXXL92	Arisia '92 T-shirt XXL	\$10.00	0	0	-3	0	0	-3

**ARISIA merchandise sales summary for 1992**

Exact dollar amounts of sales will have to wait for a future report; accounting of the various discounted prices is not complete.

ARISIA '92 sales are items sold at the convention

Full-price sales are sales at the regular prices made later. These include sales at Lunacon and Balticon, and sales to corporate members and ConCom before July 1.

Discounted sales are sales made at lower prices. This includes all sales after July 1, and all sales of A'91 merchandise.