

# Mentor of ARISIA



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The newsletter of ARISIA, Incorporated      Issue 29, February 1993

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## Executive Board meeting January 9, 1993

The meeting was called to order at 1:15pm by President Joe Ross. Board members present: Joe Ross, Heather Coon, Allan Kent, Mark Dulcey, Rob Bazemore, Jim Belfiore. Also attending: Ed Council.

VOTED: to correct the December E-board minutes, removing Jim Belfiore from the attendance list.

VOTED: to accept the December E-board minutes as published.

Adopting an official ARISIA stationery design was discussed. Two proposed designs were presented to the board.

VOTED: to accept the stationery design. (See the sample below.) Note: the E-board did not authorize any printing of stationery at this time; it plans to deal with this after ARISIA '93.

The question of whether ARISIA must charge sales tax on Video Memory Books was raised. The answer depends on whether Massachusetts considers them to be "publications". (Publications of a 501c(3) tax exempt organization are exempt from Mass. sales tax.) The state has not provided an answer yet; for the time being, we will charge tax on the tapes.

Ed Council was asked about the ARISIA '93 video taping. It has been contracted out to MFR Radio a.k.a. Rain Hill Productions. This is a Minnesota-based fan group that has done video taping at other conventions.

A contract proposed by Rain Hill (which included a provision for sharing of any profits made on sales of the

tape with them) was shown to the E-board. The contract called for Rain Hill to send two people, and provide a substantial amount of video equipment, in exchange for payment. The contract also provided for sharing of any profits made on sales of the video tapes with Rain Hill.

The following questions were raised:

Who will hold the copyright on the tapes? ARISIA.

Who will keep the master tape? The usual deal is that Rain Hill does; they have had problems with other fan groups losing them in the past. The E-board was uncomfortable with the idea of somebody else holding the masters, however.

Joe Ross wanted a definition of "profit" to be made before ARISIA entered into a profit-sharing agreement.

VOTED: to authorize Ed Council to enter into a contract with Rain Hill for ARISIA '93 video production, video rights, and custody of tapes.

VOTED: to set the price of the ARISIA '93 Video Memory Book to \$24.95.

VOTED: to modify a vote taken at the December 13, 1992 E-board meeting. Original: "to authorize Jim Belfiore to spend \$100 to make up bookmarks and flyers promoting ARISIA '94..."; modified to "... to spend \$100 to make up flyers ...".

VOTED: to authorize Jim Belfiore to spend \$109 to make up bookmarks promoting ARISIA '94.

Allan reported that the IRS forms have been submitted. He reminded the Clerk to deal with filing the Massachusetts forms.

The meeting was adjourned at 2:05pm.

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Issue 29

February 1993

**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 February is \$14.

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

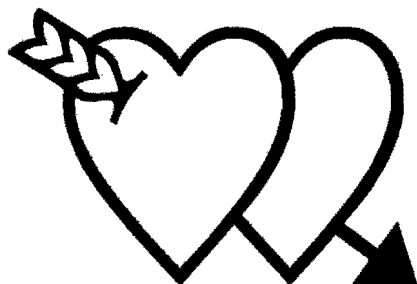
**Vice President:** Heather Coon, 8 Colbert Avenue #11,  
Maynard, MA 01754 508/897-6290

**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.



## General Meeting January 9, 1993

The meeting was called to order at 2:20pm by President Joe Ross. Present: Rob Bazemore, Jim Belfiore, Heather Coon, Mike DiGenio, Ed Dooley, Mark Dulcey, Donald Eastlake, David Fassett, Sheri Kaplowitz, Allan Kent, Zanne LaBonville, Holly Love, Michael McAfee, Pat McCormack, Chris Palmer, Tim Roberge, Joe Ross, Pat Vandenberg.

**VOTED:** to table acceptance of the minutes. Due to the late publication of *Mentor* (it was distributed at the meeting), people had not had sufficient time to read them.

## Reports

**President:** A letter has been sent to Mail Boxes, Etc., listing the currently authorized people to retrieve mail from the box. There was a question of whether the current meeting is valid, due to the late publication of *Mentor*; since the meeting date, time, and location were publicized in the December issue, the meeting is valid.

**Treasurer:** received a new membership from Skip Morris. Allan no longer has access to the computer he previously used to do the reports; he circulated a hand-written Treasurer's Report. (The report is duplicated elsewhere in this *Mentor*.)

**Clerk:** apologized for the delay in the January issue of *Mentor*. The next issue will go out on schedule. Copies of *Mentor* were distributed at the meeting. Since the required advance notice was not given, no members are subject to transfer to Red Shirt this month.

**Budget Committee:** the budget has not been written yet.

**Database Committee:** not present. (The head of the committee showed up later; he had no report.)

**Long Range Planning Committee:** changes were made to the ARISIA survey that will be distributed at ARISIA '93.

**Vice President:** if you're interested in being on the Grants Committee, talk to her.

**ARISIA '93:** Rob showed the ARISIA ad that appeared in *The New York Review of Science Fiction*. (This was in exchange for their ad appearing in the ARISIA '93 program book.) Rob got a new job! We need about 300 more at-door members to meet the budget. We currently have about 15 banquet tickets left.

Rob is looking for somebody to run Babysitting (a.k.a. Fans of the Future); the person who was planning to do it got the conventions dates mixed up, and may not be

available. He also mentioned that there is currently nobody lined up to run Sign Shop at the convention. (Pre-convention sign-making is being done.)

ARISIA announcements will appear in *Boston University Daily Free Press*, *Harvard Perspective*, *The Tech* (M.I.T.), and at least one more campus newspaper.

We will be receiving 7 beepers on Monday. (They were supposed to be available in time to be distributed at this meeting, but it didn't happen.) The hotel tie-down meeting happened earlier today (Jan. 9); it went well. The next Convention Committee will be (was) held just after the General Meeting. The Debriefing will be held January 23, 1pm, in an unspecified room at MIT.

A lot of ARISIA flyers were given away at the Federation Science exhibit at the Museum of Science. The Wang Center won't distribute our flyers at the Star Wars showings Jan. 9 and 10; "they have enough flyers of their own to give out". ARISIA ads will be airing on WBZ radio Tuesday through Friday this week (Jan. 12 through 15). Jim Belfiore will be on the David Brudnoy show (WBZ radio) Thursday, Jan. 14 at 11pm to help publicize the convention.

**ARISIA '94:** Flyers are being made. Bookmarks will be distributed as well, primarily at other conventions. Information about A'94 has been sent to Jim McDonald on GENIE. He is considering turning the Meet the Pros party and Icebreaker Dance into a Regency/Cyberpunk event (i.e., William Gibson girls <g>). Dealer's table rates are not set yet. The E-board can take care of this - they'll meet later this afternoon to take care of it.

## Unfinished business

None

## New business

Jim Belfiore pointed out that rates for ARISIA '94 memberships sold after ARISIA '93 have not yet been set.

VOTED: to extend the at-con rate (\$25) until Boskone XXX (February 19-21, 1993).

VOTED: to set the March meeting site to Brandeis. (Editor's note: this is likely to be changed at the February meeting. We were hoping to hold this meeting at the NESFA clubhouse, but NESFA had not yet voted on it at the time. NESFA approved March and April meeting dates for ARISIA at their January 10 meeting.)

The meeting was adjourned at 3:05pm.

## Executive Board meeting 2 January 9, 1993

The Executive Board met at 3:05pm, January 9, 1993. Present: Joe Ross, Heather Coon, Allan Kent, Mark Dulcey, Rob Bazemore, Jim Belfiore.

VOTED: to grant the 20% discount for corporate members on the ARISIA '93 Video Memory Book. (The member price is therefore \$19.96.)

VOTED: to set the price for dealer's tables at ARISIA '94 to \$60 per table.

The meeting was adjourned at 3:10pm.

## Executive Board meeting January 17, 1993

The Executive Board met at 1pm, Sunday, January 17 (at the ARISIA convention). Present: Joe Ross, Pat Vandenberg, Allan Kent, Mark Dulcey, Rob Bazemore.

The E-board discussed a problem at the Art Show regarding artwork that had been shipped to ARISIA, and had arrived in damaged condition. On hearing the complete story, the board decided that the matter had been handled well by the Art Show staff, and that no further action was needed.

The meeting was adjourned at 1:10pm.

## Membership transfers

The following General members will be transferred to Red Shirt membership if they do not attend the February business meeting:

Dave Cantor  
George Flynn  
Jeff Jordan  
Mary Robison

Well, we got through another ARISIA convention.

It was fun. It will also be fun to have some free time for a change. Enjoy it while it lasts - ARISIA '94 will be here sooner than you think.

## **Other business for the February general meeting**

Possible change of location of March meeting. (NESFA clubhouse is now available.)

Setting location of April meeting.

Scheduling meeting dates after April.

Setting rates for ARISIA '94 memberships sold after Boskone.

Setting rates for ARISIA '94 children's memberships. (Note: we were unable to sell children's memberships for A'94 at A'93 due to our failure to set this rate in advance.)

Deciding whether to produce the ARISIA '93 Video Memory Book. (Sales of the '92 video were disappointing.)

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

## **Upcoming Events**

Tuesday, February 9, 8pm. ARISIA '94 Convention Committee meeting at Pat and Allan's house.

Friday, February 19 - Sunday, February 21, 1993. Boskone XXX, at the Sheraton-Tara hotel in Framingham. GoH: Joe Haldeman; Artist: Tom Kidd; Editor: Beth Meacham. At-the-door rate: \$40.

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

Sunday, March 21, 1993, 2pm. Corporate meeting. (Currently scheduled at Brandeis, but likely to be moved to NESFA clubhouse.) Executive Board will meet at 1pm.

Sunday, April 18, 1993, 2pm. Corporate meeting. (Site not yet scheduled, but likely to be NESFA clubhouse; NESFA has approved this date.) Executive Board will meet at 1pm.

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

# **FIRST CLASS MAIL**

<b>ARISIA Financial Statement -- as of January 1, 1993</b>				
<b>Assets</b>				
Cash - Petty		\$0.00		
Cash - New World		\$107.91		
Cash - Park West (414...)		\$1,279.55		
Cash - Park West (3003...)		\$8,411.95		
Hotel Deposit		\$3,000.00		
Postage Advance Account		\$91.83		
Postage Due Advance Account		\$75.00		
Trade Credits		\$30.00		
Capital Equipment	\$3,229.73			
less depreciation	\$1,225.03			
Net Capital Equipment		\$2,004.70		
+ Advance Accounts		\$217.10		
<b>Total Assets</b>		\$15,218.04		
<b>General Liabilities</b>				
Accounts Payable		\$5.00		
- Advance Accounts		\$971.38		
Art Show Return Postage Escrow		\$8.00		
Promissory Note Payable Interest		\$381.01	(\$35.71)	
Promissory Note Payable Principal		\$2,625.26	(\$1,000.00)	
Reserve for Grants		\$373.23		
Sales Tax Payable		\$2.50		
<b>Total General Liabilities</b>		\$4,366.38		
<b>A'93 Advance Revenue Liabilities</b>				
A'93 Advance Art Show Fees		\$997.00	\$505.00	\$803.00
A'93 Advance Art Show Mail Fees		\$60.00	\$10.00	
A'93 Advance Banquet Fees		\$1,260.00	\$320.00	\$730.00 to be transferred to hotel
A'93 Advance Dealers Fees		\$2,745.00	\$775.00	\$320.00
A'93 Advance Membership Fees		\$17,548.50	\$7,445.00	\$4,961.50
<b>Total A'93 Liabilities</b>		\$22,610.50	\$9,055.00	\$6,084.50 excluding banquet
to become income on 1/14/93		\$21,350.50		
<b>Net worth</b>		(\$11,758.84)		
<b>Net worth after Advance Fees transferred</b>		\$9,591.66	before convention expenses!	
<b>Advance Accounts</b>				
	<b>+ = you have</b>		<b>- = ARISIA</b>	
	<b>ARISIA money</b>		<b>owes you money</b>	
	<b>in trust</b>			
Rob Bazemore			(\$429.31)	
Jim Belfiore	\$89.00			
Lauren Burka			(\$15.08)	
Ken Chiacchia			(\$23.00)	
Heather Coon			(\$41.11)	
Mark Dulcey			(\$16.44)	
Christine Ivey			(\$4.00)	
Allan Kent			(\$6.56)	
Holly Love	\$28.10			
Sally Martin	\$100.00			
Skip Morris			(\$6.00)	
Sheila Oranch			(\$59.25)	
Joe Ross			(\$330.27)	
Nick Schectman			(\$3.86)	
Deborah Smith			(\$30.28)	
Pat Vandenberg			(\$6.22)	

<b>Total advances</b>	\$217.10	(\$971.38)		
<b>ARISIA Income and Expenses</b>				
<b>ARISIA '94 Expenses</b>	<b>Dec-92</b>	<b>FY-to-date</b>	<b>Con-to-date</b>	<b>Budget remaining</b>
Mail Box Expense '94	\$0.00	\$178.57	\$178.57	??
<b>ARISIA '93 Income</b>	<b>Dec-92</b>	<b>Fy-to-date</b>	<b>Con-to-date</b>	<b>Budget remaining</b>
Advertising Income '93	\$223.50	\$223.50	\$223.50	\$0.00
Donation Income '93	\$375.00	\$414.01	\$414.01	??
<b>ARISIA '93 Income totals</b>	<b>\$598.50</b>	<b>\$637.51</b>	<b>\$637.51</b>	<b>??</b>
<b>ARISIA '93 Expenses</b>	<b>Dec-92</b>	<b>FY-to-date</b>	<b>Con-to-date</b>	<b>Budget remaining</b>
Advertising	\$500.00	\$500.00	\$500.00	(\$257.79)
Art Show Comp. Memb.				\$500.00
Art Show Other	\$0.00	\$204.54	\$204.54	\$355.46
(Art Show) Depreciation	\$62.00	\$259.75	\$819.88	\$447.61
(Art Show) Promissory Note Interest	\$16.66	\$65.96	\$172.51	--up--
At-Con Newsletter				\$200.00
Banquet	\$150.00	\$150.00	\$150.00	\$150.00
Bounced Checks	\$5.00	\$5.00	\$5.00	--down--
Charge Card Processing	\$15.21	\$40.63	\$43.01	\$547.00
Breakfast Serials				\$150.00
Con Suite Catering				\$350.00
Con Suite Consumables				\$680.00
Con Suite Room Charges				\$470.00
Events - Films	\$645.00	\$645.00	\$645.00	(\$145.00)
Events - Video	\$150.00	\$150.00	\$150.00	\$1,350.00
Icebreaker Dance Security				\$400.00
Icebreaker Dance Catering				\$150.00
Icebreaker Dance Cashier				\$100.00
Icebreaker Dance Other				\$150.00
Masquerade				\$150.00
Events - Meet the VIPs				\$800.00
Fast Track				\$150.00
Filk				\$450.00
Fans of the Future				\$650.00
Gophers	\$475.00	\$475.00	\$475.00	\$275.00
Gopher Comp. Memberships				\$500.00
Gopher Hole Catering				\$200.00
Gopher Hole Other				\$400.00
Hotel Administration				\$50.00
Hotel Fin Space				\$2,000.00
Hotel Gratuitites				\$400.00
Huckster Security				\$700.00
Huckster Other				\$100.00
Insurance				\$1,500.00
Mail Box	\$0.00	\$71.43	\$215.43	(\$23.43)
Marketing Flyer	\$0.00	\$1,404.79	\$2,121.70	\$0.00
Marketing Miscellaneous	\$0.00	\$0.00	\$25.05	\$0.00
Marketing Parties	\$0.00	\$0.00	\$211.04	\$0.00
Newsletter (Pre-Con)	\$0.00	\$0.00	\$18.28	(\$18.28)
Operations -- Office				\$200.00
Opening Ceremonies				\$50.00
Postage Due			\$75.00	(\$75.00)
Pre-Registration Packets				\$300.00
Program Book				\$1,800.00
Program Miscellaneous	\$123.36	\$230.80	\$341.32	\$258.68
Program GoH				\$1,100.00
Program Green Room				\$800.00

Program Security				\$600.00	
Program Comp. Memberships				\$5,000.00	
Registration				\$384.43	
Ribbons				\$100.00	
Sign Shop				\$50.00	
Staff Lounge Consumables				\$620.00	
Staff Lounge Catering				\$250.00	
Staff Lounge Room Charges				\$630.00	
Storage	\$120.00	\$480.00	\$1,470.00	(\$30.00)	
Tech -- A/V Equipment				\$500.00	
Tech -- Ballroom				\$1,000.00	
Tech -- Co??				\$150.00	
Tech -- Comp Memberships				\$500.00	
Tech -- Computer Services				\$250.00	
Tech -- Film and Video				\$200.00	
Logistics				\$500.00	
Tech -- Security				\$250.00	
Tech -- Video Equipment Rental				\$2,500.00	
Treasury Administration				\$100.00	
<b>ARISIA '93 Expenses totals</b>	\$2,262.23	\$4,682.90	\$7,642.76	\$25,368.68	\$6,500.00
				not incl. memb.	comp. memb. (260)
<b>ARISIA '92 Late Expenses</b>	<b>Dec-92</b>	<b>FY-to-date</b>	<b>Con-to-date</b>	<b>Budget remaining</b>	
Masquerade	\$9.53	\$122.61	\$122.61		
<b>ARISIA Corporate Income</b>	<b>Dec-92</b>	<b>FY-to-date</b>	<b>Budget remaining</b>		
Dues	\$18.00	\$822.00	\$78.00		
Interest	\$7.07	\$30.48	\$39.52		
Sales	\$9.00	\$267.50	\$1,732.50		
Video Tape Sales	\$0.00	\$74.90		679.09 to date	
Video Tape Postage and Handling	\$0.00	\$1.60			
<b>ARISIA Corporate Income totals</b>	\$34.07	\$1,196.48	\$1,850.02		
<b>ARISIA Corporate Expenses</b>	<b>Dec-92</b>	<b>FY-to-date</b>	<b>Budget remaining</b>		
Promissory Note Interest	\$3.56	\$24.41	(\$3.41)		
Bank Charges	\$12.84	\$51.90	\$248.10		
Mentor	\$16.44	\$173.54	\$426.46		
Miscellaneous	\$75.00	\$145.08	\$4.92		
Sales Inventory	\$425.00	\$425.00	\$675.00		
Treasury	\$1.52	\$1.52	(\$1.52)		
<b>ARISIA Corporate Expenses totals</b>	\$534.36	\$821.45	\$1,349.55		
<b>Summary</b>	<b>Dec-92</b>	<b>FY-to-date</b>	<b>Con-to-date</b>	<b>Budget remaining</b>	
ARISIA '94 Income	\$0.00	\$0.00	\$0.00	??	
ARISIA '94 Expenses	\$0.00	\$178.57	\$178.57	??	
ARISIA '93 Income	\$598.50	\$637.51	\$637.51	??	
ARISIA '93 Advance Income	\$8,735.00	??	\$21,350.50	\$5,354.50	\$13,000 cash available
ARISIA '93 Expenses	\$2,262.23	\$4,682.90	\$7,642.76	\$25,368.68	\$6,218.43
ARISIA '92 Income	\$0.00				budget problem?
ARISIA '92 Expenses	\$9.53				
Corporate Income	\$34.07	\$1,196.48		\$1,850.02	
Corporate Expenses	\$534.36	\$821.45		\$1,349.55	