



Mentor

The Newsletter of Arisia, Incorporated — Number 126, September 2003

Notice

The Arisia '04 convention budget will be voted on at the next meeting. A copy of the proposed budget can be found starting on page XXX of this issue.

Minutes of the Eboard Meeting

- **Date, Time, and Place**

Sunday, September 14, 2003, at the Park Plaza Hotel. Called to order at 2:30pm.

- **In Attendance**

Joel Herda, Nicholas Sheckman, Paul Selkirk, Carsten Turner.

One of the pipe carts we sent to Torcon came back with a damaged wheel, which will require some welding. It is currently at the NESFA clubhouse, along with the pipe that was (is?) on it. Phi will talk to Mark Mason, who lives next door to NESFA, about welding it for us. NESFA will pay for the repair, and bill Torcon.

- **Meeting adjourned** at 2:32pm.

Minutes of another Eboard Meeting

- **Date, Time, and Place**

Sunday, September 21, 2003, at MIT Building 66, room 172. Called to order at 2:36pm.

- **In Attendance**

Joel Herda, Nicholas Sheckman, Paul Selkirk, Carsten Turner.

We have three requests for dues waivers, which were approved 3-0, 3-0, and 2-0.

- **Meeting adjourned** at 2:37pm.

Minutes of the Corporate Meeting

- **Date, Time, and Place**

Sunday, September 21, 2003, at MIT Building 66, room 170. Called to order at 2:45pm.

- **In Attendance**

Bridget Boyle, Tom Coveney, George Flynn, Joel Herda, Lisa Hertel, Rick Kovalcik, Zanne Labonville, Ben Levy, Skip Morris, Linda Nee, Paul Selkirk, Nicholas Sheckman, Rachel Silber, Carsten Turner.

- **Proxies**

Alex Latzko to Bridget Boyle, Noel Rosenberg to Bridget Boyle, Tom Murphy to Paul Selkirk, Colette Fozard to Carsten Turner.

- **Corrections to the Minutes**

The committee listings in the last issue of Mentor were inadvertently copied from the January issue.

In last month's Corporate Inventory Control report, we were given a 4th floor room for staging Torcon, not Noreason.

The motion to set the pre-reg rate for Arisia '05 was tabled, as reflected in the text, and should not have been in the following table with the heading "*the full slate of rates...*"

- **President's Report/Eboard Report** (Joel Herda)

Torcon damaged a wheel on one of the pipe carts. [See *Eboard minutes above.*] Mark Mason does not have time to work on the pipe cart, and his welding rig is in his storage space, immediately adjacent to Arisia's storage space. He suggests that we ask Bill Darby at Special Purpose Vehicles (also on the second floor of 561 Windsor St) to do it. The logistics of getting the pipe and cart from NESFA to storage will be delegated to the people who are actually doing it.

We had a brief Eboard meeting before the corporate meeting, and approved three (3) requests for waiver of dues.

- **Vice President's Report /Grant Committee Report** (Noel Rosenberg)

Not present, no report.

- **Treasurer's Report** (Nicholas Sheckman)

No report.

We will have a corporate budget in October or November.

- **Clerk's Report** (Paul Selkirk)

Dues are now due. You must pay your dues (or have a waiver granted by the Eboard) before you can either run for office, or vote on any corporate business, including elections.

Please sign in.

If you are giving a report, please submit it in writing, or risk historical revisionism.

- **Arisia '03 Report** (Skip Morris)

No report.

The books are almost done.

- **Arisia '04 Report** (Carsten Turner)

We will have a budget prepared for publication in this month's Mentor.

We had our first concom meeting last week, and discussed floor allocations, and changes to the hotel.

We are still looking for volunteers. A help-wanted page will be posted on the public website, with the open positions. Please contact the conchair if know what you want to work on, or if you don't know what you want to work on.

The Mass Mailer will go in the mail Real Soon Now.

- **Arisia '04 Treasury** (Alex Latzko)
Not present.

- **Arisia '05** (Buzz Harris)
Not present.

- **Old Business**

There is no news on the Memorandum of Understanding with Stonekeep Consulting. Alex Latzko was talking to Dave Shevett, but left no report.

- **New Business**

MOVED to refer the issue of scheduling meetings to the Long Range Planning Committee, with a charge to report back to the corporation at the next meeting. PASSED 11-4 on a hand vote.

Tom Murphy sent a rather long letter to the Eboard, requesting that it be read into the minutes of the meeting under New Business. In view of the length of the letter, and the fact that it does not include any motions, the chair ruled that it would not be read aloud, but it was passed around for people to read. A copy of the letter follows the minutes.

- **Elections**

- o President:
 - Joel Herda is unopposed.
 The Clerk is directed to cast one vote for Joel.
- o Vice President:
 - Noel Rosenberg is unopposed.
 The Clerk is directed to cast one vote for Noel.
- o Treasurer:
 - Nicholas "Phi" Shectman is unopposed.
 The Clerk is directed to cast one vote for Phi.
- o Clerk:
 - Alex Latzko 14
 - Skip Morris 4
 Alex is declared the winner.

All committees are dissolved. A few are going to pass out of existence until the corporation sees fit to re-form them.

The Gaming Convention Exploratory Committee is gone.

The Survey Committee is gone.

The Database Committee is in stasis until after we see how CONGO goes. Tom Murphy, Lisa Hertel, Ben Levy, and Skip Morris are appointed to the committee, with Tom as the chair.

The Tech Equipment Committee remains the same.

The Budget Committee remains the same.

The Long Range Planning Committee is re-formed. Bridget Boyle, Lisa Hertel, Skip Morris, Zanne Labonville, and Rick

Kovalcik are appointed to the committee, with Bridget as the chair. Phi requests that meetings of the LRP be announced to the corporation.

The Grant Committee remains the same. Additionally, Rachel Silber is appointed to the committee.

The Corporate Sales Officer and Corporate Systems Administrator remain the same.

Skip Morris is appointed to the office of Corporate Inventory Control.

The Hotel Search Committee is re-formed. Tom Coveney, Skip Morris, Ben Levy, Nicholas Shectman, and Buzz Harris are appointed to the committee, with Tom as the chair.

MOVED to create the Arisia President's Honors Committee, whose job is to recognize and thank both members and non-members for service to the corporation. PASSED on a unanimous voice vote. Joel Herda is the chair, and Linda Nee and Carsten Turner are appointed to the committee.

MOVED to set the November meeting date by filling in the blanks:

Tuesday the 11th
Thursday the 13th
Sunday the 16th
Monday the 17th
Tuesday the 18th

The 11th and 16th are eliminated by a round of disapproval voting. The 13th is chosen by a round of approval voting.

MOVED to set the November meeting to Thursday the 13th at 7:30 at Rick Kovalcik's house. PASSED by acclamation.

MOVED to set the December meeting date by filling in the blanks:

Wednesday the 17th
Thursday the 18th
Saturday the 20th
Sunday the 21st
Monday the 22nd
Sunday the 28th
Tuesday the 30th

A round of disapproval voting showed that all dates were sub-optimal for a significant number of the members.

MOVED to set the December meeting to Monday the 22nd at 7:30 at Bridget Boyle's and Alex Latzko's house (the Lazy-Booklet Inn). PASSED by acclamation

- **Announcements**

The next concom meeting will be on October 26th at noon at MIT (Building 66, room 168, the Usual Room).

- **Meeting adjourned** at 4:39pm.

Tom Murphy's Letter

Ladies and Gentlemen, Arisia is in financial difficulty – the Corporate Treasurer has stated that, in order for ARISIA, Incorporated, to meet all of its current obligations, the Snow Fund will have to be partially liquidated.

To understand the cause of this present difficulty, we must examine the past four Conventions. Please understand up front that for the purposes of this discussion, I am focusing on Registration as the major source of income – I would like to acknowledge the efforts of those who coordinate income from sale of dealer's space, art show hangings, and advertising in the souvenir book; as well as any other income area I may have failed to mention.

First, consider Arisia '00, Paul Selkirk, Chair. This was a fairly straightforward convention as far as planning for costs and revenues went. The initial budget, which was amended several times, planned for a profit of \$6445 from income of \$52545 and expenses of \$46100 for a planned attendance of 1522 people. According to the History page on the website, actual registration was 1965. Phi's Convention Treasury report in February '00 indicated that the final income for the Convention was about \$57,500, and bottom line for this convention would be about \$20,000 – \$8,000 of which from a "nonrecurring event," that of the hotel waiving lots and lots of incidental fees to the Convention due to the overbooking of the Terrace Room – which indicates expenses were approximately \$37,500; and the expense number would be \$45,500 if not for the aforementioned \$8,000 in waived hotel charges. Phi goes on to further say that the Con beat the income budget by coming in with about \$3500 more than planned and beat the expense budget by spending about \$2,000 less than planned (work in the \$8,000 from the hotel concessions, and that number is now \$10,000). So, three things went right with Paul's convention: They budgeted income based on a modest attendance, they got greater attendance than expected, and they got substantial expenses essentially paid for from a source other than his budget. This was a windfall year as far as money going back to the Corporation went.

Next, consider Arisia '01, Elka Tovah Davidoff (then Menkes), Chair. Elka planned a con with total income of \$62050 and expenses of \$57985, for an expected profit of just over \$4000. According to an email from Phi, the actual numbers were \$49564.34 in income and \$41827.66 in expenses. The plan was to have 1561 people attend the con; 2082 actually showed up, lending to the increased revenues and profit. These unplanned for attendees can be attributed to the fabulous dance thrown by Krista Ernewhin (speeling errors mine) – which was heavily advertised beforehand, and resulted in people who essentially paid a \$20 cover charge to get into a dance, and didn't directly draw on the other resources of the convention.

Now, consider Arisia '02, Noel Rosenberg, Chair. Noel planned a con with total income of \$66680 and expenses of \$66065, budgeting the smallest profit I've seen. With a planned attendance of 1747 and an actual attendance estimated at 2375, I'm pretty sure Noel made out better than that – an email from Phi confirms this with actual income of \$68142.72 and actual expenses of \$45732.92 – partially due to the people

who, on Saturday night, essentially paid \$25 a "ticket" to see Joell's operetta. Again, this is unexpected income due to a single event that was well advertised and did not otherwise draw heavily on the other resources of the Convention.

Finally, consider Arisia '03, Skipper Morris, Chair. Skip saw a particular trend in increasing attendance at our convention, and planned accordingly, even going so far as to budget with a sliding scale of expenses based upon actual attendance. The Convention was budgeted to bring in about \$4500 in profit; I believe I recently saw a statement saying that the convention ended with a profit of \$1000 – \$3500 less than expected.

Arisia '03 did not have any one single huge draw, as Arisia '01 and Arisia '02 did; nor did it have any windfall waivers of expenses as Arisia '00 did. Without the well-advertised single-draws the previous two conventions had, attendance was apparently down markedly. However, it is important to note that attendance would appear to hold steady with respect to the general population of Fen. So, a convention was planned with the expectation of actually serving a great number of people, with appropriate income from the people to be served. It just didn't happen.

Now, in order to fulfill the corporate obligations, the corporate treasurer says we'll have to partially liquidate the snow fund. I find this very disappointing; the snow fund exists to bail out, not a particular convention, but the Corporation in case a weather disaster hits, preventing the Convention from making it's hotel occupancy guarantee. Tapping Snow Fund in this fashion sets a dangerous precedent. The Snow Fund does not exist to make up for a poorly planned convention.

Furthermore, at the January '03 meeting, the Membership voted to transfer a substantial sum of money to the Grant fund (where it is possible, but difficult, to return monies to the general fund). I objected at that meeting, citing the low attendance and the need to wait to see how the convention would do financially. While it always looks good to the outside world for us to transfer monies to our Grant Fund, we have an obligation to pay our own expenses from the general fund first; and then transfer any excess to the Grant Fund.

It is my intent, not to bring a motion, but to bring these thoughts out for general discussion. It is my suggestion to the membership and my advice to the conchair of A'04:

- 1) budget modestly – plan high expenses for low attendance, and be surprised and pleased when you get more attendees having fun for a lower cost of entertaining them.
- 2) The Corporation should not make a habit of using the Snow Fund Self Insurance to haul the Corporation out of a bad convention year.
- 3) That transfers to the Grant Fund happen annually at the Annual Meeting, when the corporate books can expect to be closed for the previous fiscal year, and that all grants for a year be made at the January Corporate Meeting at the convention where we can generate the most beneficial publicity for the Corporation.

Thank you for your time, your indulgence, and your attention.
Tom Murphy
The Marvelous MERV

Directions to the November Meeting

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Directions to the December Meeting

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Arisia '04 Budget Proposal

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Membership/Subscription Information

Subscription to *Mentor of Arisia* is included with Corporate Membership to Arisia, Incorporated. Membership runs from September 1st to August 31st and costs \$24. Dues are pro-rated on a monthly basis for members joining during the year.

September	\$24	March	\$12
October	\$22	April	\$10
November	\$20	May	\$08
December	\$18	June	\$06
January	\$16	July	\$04
February	\$14	August	\$02

Executive Board

President Joel Herda 17 Heath St, Apt 3 Somerville MA 02145 president@arisia.org	Arisia 2003 Conchair Skip Morris PO Box 542 Merrymack, NH 03054-0542 conchair@arisia.org
Vice President Noel Rosenberg PO Box 464 Chelmsford MA 01824-0464 vp@arisia.org	Arisia 2004 Conchair Carsten Turner [REDACTED] conchair@arisia.org
Treasurer Nicholas Shectman 75 Lexington Avenue Somerville MA 02144 treasurer@arisia.org	Arisia 2004 Treasurer Alex Latzko treasury@arisia.org
Clerk Alex Latzko 82 Cliff Rd Milton MA 02186 clerk@arisia.org	Arisia 2005 Conchair Buzz Harris conchair@arisia.org

Storage Facility Key Holders

Joel Herda
Noel Rosenberg
Nicholas Shectman
Paul Selkirk
Skip Morris
Carsten Turner
Linda Nee
Cris Shuldiner
Bryttan Bradley
Lisa Hertel
Rick Kovalcik

Committee Members & Corporate Appointed Officers

Grant Committee Noel Rosenberg (chair) Claudia Mastroianni Walter Kahn Rachel Silber	President's Honors Committee Joel Herda (chair) Linda Nee Carsten Turner
Budget Committee Nicholas Shectman (chair) Alex Latzko	Database Committee Tom Murphy (chair) Lisa Hertel Ben Levy Skip Morris
Corporate Inventory Control Skip Morris	Corporate Sales Officer Nicholas Shectman
Corporate Systems Administrator Cris Shuldiner	Technical Equipment Committee Joel Herda (chair) Liz Orenstein
Hotel Search Committee Tom Coveney (chair) Skip Morris Ben Levy Nicholas Shectman Buzz Harris	Long Range Planning Committee Bridget Boyle (chair) Lisa Hertel Skip Morris Zanne Labonville Rick Kovalcik

Membership Roster

Aaron Agassi	Christopher Amshey
Rob Bazemore	Dave Belfer-Shevett
Bridget Boyle	Brian Cooper
Tom Coveney	Elka Tovah Davidoff
Regis M. Donovan	Tom Fish
George Flynn	Tracy Fogarty
Colette H. Fozard	Buzz Harris
Joel Herda	Brendan Hertel
Lisa Hertel	Walter Kahn
Allan Kent	Rick Kovalcik
Zanne Labonville	Alex Latzko
Benjamin Levy	Claudia Mastroianni
Patrick McCormack	Craig McDonough
Michelle McGuire	Erik J. Meyer
Skip Morris	Tom Murphy
Linda M. Nee	Elizabeth Orenstein
Karen Purcell	Brendan Quinn
Matthew F. Ringel	Mary Robison
Noel Rosenberg	Matthew Saroff
Paul Selkirk	Nicholas Shectman
Cris Shuldiner	Rachel Silber
Julia Tenney	Carsten Turner
Patricia Ann Vandenberg	

Calendar of Events

October 10-12, 2003

Albacon 2003

Ramada Inn, Schenectady, NY

Sunday, 26 October 2003 12:00 PM

Arisia '04 Concom Meeting

MIT Building 66, Room 168, Cambridge, MA

Sunday, 26 October 2003 4:00 PM

Arisia Corporate Meeting

MIT Building 66, Room 168, Cambridge, MA

October 30-November 2, 2003

World Fantasy Convention 2003

Hyatt Regency, Washington, DC

November 8, 2003

Con*Cept 2003

Days Inn Midtown, Montreal, Quebec, Canada

Thursday, November 13, 2003, 7:30 PM

Arisia Corporate Meeting

Kovalcik/Mozzicato residence, Newton Centre, MA

November 14-16, 2003

Astronomicon '03

Sheraton Four Points, Rochester, NY

November 21-23, 2003

Capclave 2003

Hilton Silver Spring, Silver Spring, MD

December 12-14, 2003

Philcon 2003

Center City Marriott Hotel, Philadelphia, PA

Monday, December 22, 2003, 7:30 PM

Arisia Corporate Meeting

Latzko/Boyle residence, Milton, MA

January 16-18, 2004

Arisia '04

Park Plaza Hotel, Boston, MA

ARISIA, Incorporated
Building 600, PMB 322
1 Kendall Square
Cambridge, MA 02139