



[Ken and Barbara Jo Davis papers](#)

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www.mnhs.org/copyright.



Hi Barbara Jo!

How are you doing? I wanted to thank you for coming to my class again this year! The Students loved your presentation as usual!

April has slipped away without our lunch date. Will you be around the latter half of May? I'll call you next week to confirm a date. Thanks again and I look forward to seeing you soon.
Regards, Cheryl

GEORGIA O'KEEFFE

American, 1887-1986



RED POPPY

1927

oil on canvas, 7 1/8 x 9 in. (18.1 x 22.9 cm)

Private Collection

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Living History Village of the 1800s



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MURPHY'S LANDING
Living History Village of the 1800s

Place
Stamp
here

Barbara,

Thank you again for your
support of Murphy's Landing
& The Old West Extravaganza.

— Bill Von Bank —

— *Wayside House* —

Dear Barbara,

Your donation of lovely clothing and accessories is greatly appreciated. Shopping the Coal Room, as we call it, is a highlight for each of us. Many women come here with little to nothing and it's a wonderful gift that you give us. It's women like yourself who bring a depth to the meaning of kindness, thoughtfulness and generosity. We graciously thank you!

Sincerely,
Jane and The Women
of Wayside House



Wayside House
3705 Park Center Boulevard
St. Louis Park, MN 55416
(612) 926-5626

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Carol Wilson Fine Arts, Inc., P.O. Box 17394, Portland, OR 97217
NP2015

Carol's Rose Garden®



Hi Barbara!

How are you doing? I hope that you had a great time in Arizona! I wanted to thank you so much for coming to my class again. The students loved your presentation and so did I!

Best wishes,

Cheryl Smith



Thank You

Dear Mr. Davis:

I would like to thank you for sending me all of the great information on Ken Davis Products, Inc. All of the materials proved to be very helpful in making our marketing project a huge success. And, not to mention the bottles of sauce you sent -- they were deliciously appreciated too! Your tremendous kindness and generosity have both definitely not gone unnoticed.

Thanks again!

Jasmine

Thoughtfulness
is always
remembered.

Thank you,
Jasmine
Banot
(Marquette
University
Senior)



TU 25-0

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Dear Barbara,

Thank you for taking a few minutes to meet with me the other day. I hope we are able to work together in the future. As WCCO Radio is a big part of Minnesota, so is Ken Davis. It's a good fit!

Take Care Barbara -

Cinema Sedell



Barbara:

Thanks again for bringing
in the delicious food.

Many of us enjoyed having
lunch right in the office.

By about 1:30 everything
was gone! Thanks also
for the tip with the

Pasta salad. I will use
that.

Thank you Barbara

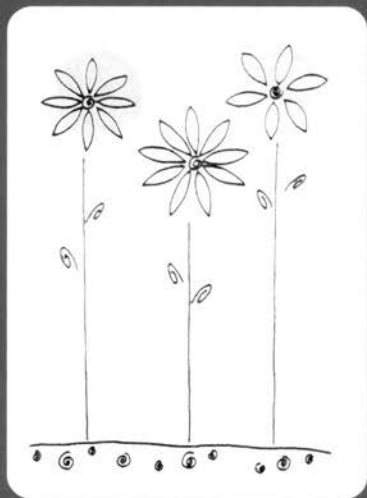
Sincerely,

Mary Wescott

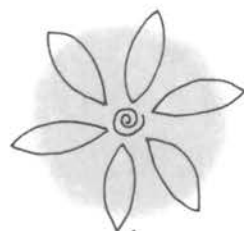
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A HUBBARD BROADCASTING STATION

Sincere Thanks



One seed can start a garden,
one smile can lift a spirit.
One candle can light a room,
one conversation
can start a friendship.
One step can begin a journey,
one heart can love many...



One person can make
all the difference –
that one is you.

Thanks for Everything
You've Done

Thanks for investing
your time, energy,
and expertise,
I appreciate your wisdom
and the gift. see you soon
your mentorett Bolameli




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real. life. conversation.

Hi Barbara!

We're so excited to have you join
us for the Mpls Womens Expo!

Enclosed are some tickets + a map of
the Mpls Convention Center. Please let
me know if you need anything else.

Thank you again!

Jessie Rogers
FM107 Promotions
651-647-2888

SEWARD CAFE

FRIDAY NIGHT STORYTELLING SERIES - 8:00 PM

2129 East Franklin Avenue, Minneapolis
(612) 332-1011

Suggested Donation: \$4.00

-
- APRIL**
- 3 "Foolin' Around"**
Andre Heuer with Duke Addicks and Jamie Williams
- 10 "Take Another Look"**
Katie Rubio and Friends
- 17 "Digging Our Way Out"**
Nan Montgomery with Kay Bowser, Dorothy Cleveland and Michelle DeLorme
- 24 "The Wyrld Sisters Return: Remembering, Weaving, Dreaming"**
Maren Hinderlie with Kathy Matalamaki and Ann Reay
-

- MAY**
- 1 "Sex, Lies and Audio Tapes"**
Ann Reay with Dorothy Cleveland and Loren Niemi
- 8 "Keep Your Garden Up"**
Larry Johnson with Anne Pellowski (author of World of Storytelling) and Anna Sonmore
- 15 "A Funny Thing Happened on My Way to a Story"**
Tony Wentersdorf with Don Browne, Steve Nelson and Ann Reay
- 22 "Fields of May"**
Richard Rousseau with Stuart Alger and Bruce Murray
- 29 "Red Sky At Night - Sea Stories"**
Maren Hinderlie with Josette Antomarchi, Roy McBride and Nan Montgomery
-

- JUNE**
- 5 "Mercy, Please!"**
Loren Niemi with Students from Metropolitan State University Storytelling Class
- 12 "Jungle Cubs"**
Emerging Storytellers from the Jungle Mentor Series
- 19 "I Hear Wedding Bells" - The Ladies Who Tell**
Evelyn Hamre with Jeri Dodge, June Evjen, Lois Fisher and Shirley Ruud
- 26 "Love in Midsummer"**
Maren Hinderlie with Anne Bodman and Barbara Jo Davis
-

* * * NEWS ITEMS * * *

- Interested in telling stories or hosting a storytelling evening at the Seward Cafe? Contact Dorothy Cleveland at 426-5366.
- Something **new** at the Seward . . . Enjoy an evening of storytelling with Maren Hinderlie and friends the last Friday of each month.
- STORYFRONT - a place to learn about storytelling, share ideas and network. Contact Dorothy Cleveland 426-5366 or Ann Reay 822-2723.

3/1/98

SOUL FOOD DINNER



Friday, July 7, 1995

Featuring
Barbara Jo Davis
Owner/President, Ken Davis Products.



SOUL FOOD DINNER

GUEST SPEAKER

BARBARA JO DAVIS, Certified Home Economist, grew up in a multi-cultural environment in Cheyenne, Wyoming. Since her father, Lee, was a chef and her mother, Zelma, was a home economist, Barbara developed a love for food and cooking early in life. 20 years in the Betty Crocker Kitchens, including some time as Manager, Betty Crocker Cookbooks, honed both her craft and her knowledge.

In her current role as Owner and President of Ken Davis Products, Inc., she has done catering, developed new products and competed in the National Rib Cookoff. Her latest project is the company publication, KD NEWS, for which she develops the recipes.

And, she cooks for fun! Visitors to her home know her as an excellent cook, who experiments with foods from all cultures, but frequently goes home to traditional "soul food."

In 1992, Barbara participated with a panel of "African-American Food Experts" on a project for the Pillsbury Company. A trip to West Africa in 1994 allowed her to examine the roots of African-American cooking.

Barbara Jo Davis holds a degree in Dietetics from the University of Northern Colorado.

Please call for reservations
(332-2292, extension 326).

Dinner will be open seating (no tables will be reserved for parties under 10 people)

The Club will confirm all reservations 48 hours in advance. Cancellations or no-shows will be subject to a charge.

Cocktails and hors d'oeuvres will be served in the Second Floor Bar beginning at 6:30 p.m.

HORS D'OEUVRES

Hot Wings
Pork Skins with Hot Sauce
Pickled Pigs' Feet

A buffet dinner will commence at 7:30 p.m. in the Main Dining Room on third floor

BUFFET DINNER

Barbecued Ribs
Fried Catfish
* * *

Macaroni and Cheese
Potato Salad
Black-eyed Peas
Cole Slaw
Collard Greens
* * *

Cornbread
Biscuits
* * *

Watermelon
Pickled Okra
* * *

Sweet Potato Pie
Peach Cobbler
Coconut Cake
* * *

Lemonade
Sweet Iced Tea

\$18.00 per person

Musical entertainment provided by
Cornbread Harris

Casual attire recommended



December 29, 1995

Barbara Jo Davis
4210 Park Glen
St. Louis Park, MN

Dear Barbara,

We would like to extend to you a most hearty word of thanks and sincere gratitude for your contribution to the success of our First Annual Kwanzaa Ball. As our honorary chair, you were a great inspiration and role model. Your positive disposition and generosity were greatly appreciated. Thanks for your promotion of the Ball and our organization as you purchased a \$500. table to share with your friends. We have received nothing but positive comments about the event. Everyone truly had a good time.

We will certainly be calling on you again to join us as we endeavor to provide quality Afrocentric programs to our African families in Minneapolis.

I will be calling you after I return from my brief vacation.

Thanks.

Sincerely,

Katie Sample
Katie Sample
Executive Director

October 17, 1996

Barbara Davis Barbeque
Ken Davis Products, Inc.
4210 Park Glen Rd.
St. Louis Park, MN 55416

Greetings from the Cystic Fibrosis Foundation, an organization dedicated to finding a cure for the nation's leading genetic killer of children and young adults.

As the Minnesota winter swiftly approaches, our thoughts turn to the warmth and companionship of our spring events. We are now planning our **"Somewhere Over the Rainbow Progressive Dinner,"** scheduled to take place March 22, 1997, at the exciting new Bravo! Entertainment Center in Minneapolis. Sponsored by Rainbow Foods, this event is sure to shine, and will feature top cuisine, rooftop dancing, and live and silent auctions. I come to you today to ask for your help. Last year, you generously donated a **20 person party with meat and sauce** to our Progressive Dinner auctions, helping us to raise more than \$54,000 for vital cystic fibrosis research. This year, we anticipate raising more than \$70,000—but this will only be possible with your continued generosity. It is our hope that you will match or beat your 1996 contribution for our 1997 event.

Our audience at the Progressive Dinner is affluent, enthusiastic, and known for supporting our contributors. I am certain you will be pleased with the publicity you will receive through your donation. All contributors to the Somewhere Over the Rainbow Progressive Dinner are promoted in various manners including, but not limited to, the following:

- Description of donated item and company name in more than 600 invitations and 400 event programs.
- Company name listed in 1,000 event updates and 1,000 "Save the Date" flyers.
- Company identification and description of donated item in event announcements.

In addition, we are able to hang posters and distribute brochures from our contributors. Please feel free to send any promotional materials you may have, along with a camera-ready logo.

All contributions are tax deductible, and we are more than happy to send receipts. Of course, if you have any questions, I may be contacted at (612) 338-0885.

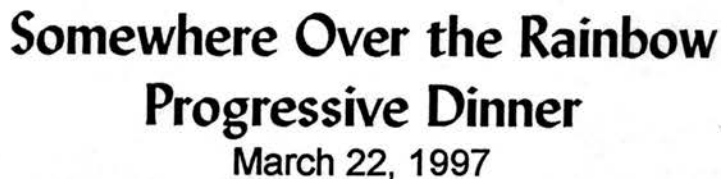
Sincerely,



Linda Mahoney
Executive Director

P.S.: Interested in attending the Somewhere Over the Rainbow Progressive Dinner? Tickets are available for \$150 each, or you may purchase a table of 8 for \$2000.

*Barbara— please don't
let me down—
look forward to
hearing from you!*



This form may be faxed to (612) 338-1601.
Items may be sent to Linda Mahoney, Cystic Fibrosis Foundation,
1111 Third Avenue South, Suite 370, Minneapolis, MN 55404

Signature: _____



February 18, 1997

Barbara Davis Barbeque
Ken Davis Products, Inc.
4210 Park Glen Rd.
St. Louis Park, MN 55416

Dear Barbara:

Greetings from the Cystic Fibrosis Foundation, an organization dedicated to finding a cure for the nation's leading genetic killer of children and young adults. I am writing to remind you of our continued need for your support.

We are now deep in to planning our "Somewhere Over the Rainbow Progressive Dinner," scheduled to take place March 22, 1997, at the exciting new Bravo! Entertainment Center in Minneapolis. Sponsored by Rainbow Foods, this event is sure to shine, and will feature top cuisine, rooftop dancing, and live and silent auctions. I come to you today to ask for your help. Last year, you generously donated 20 person party with meat and sauce, to our Progressive Dinner auctions, helping us to raise more than \$54,000 for vital cystic fibrosis research. This year, we anticipate raising more than \$70,000—but this will only be possible with your continued generosity. It is our hope that you will match or beat your 1996 contribution for our 1997 event.

All contributions are tax deductible, and we are more than happy to send receipts. Of course, if you have any questions, I may be contacted at (612) 631-3290. A member of our staff will be calling this week to talk with you. Please fax your response to us at (612) 631-3296. Thank you so much.

Sincerely,

Betsy James

Betsy James
Special Event Director

*Please give me a call
if you have any questions.
We look forward to this
wonderful event!*

UNIVERSITY OF MINNESOTA

Twin Cities Campus

Office of the Dean

*Continuing Education and Extension/
University College*

*150 Wesbrook Hall
77 Pleasant Street S.E.
Minneapolis, MN 55455-0216*

*612-624-2517
Fax: 612-624-8238*

Barbara Jo Davis
Chief Executive Officer
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

December 2, 1996

Dear Ms. Davis,

Thank you for agreeing to be featured in the University College Annual Report this year. The final piece has come together very nicely, creating what we feel is an accurate portrayal of what University College represents.

We are pleased with the way the *Foodways* profile has incorporated the cooperative nature of PDCS' conference activities and the appeal that their presentations have to wide audiences. Thank you for the role you played. We hope you are as pleased with this report as we are.

Please contact me at (612) 626-1788 or Nicole Bates-Childs at (612) 624-8042 with any comments or questions, or Michelle Savage at (612) 626-1505 to request additional copies.

Sincerely,



Ann Pflaum
Associate Dean, University College

UNIVERSITY OF MINNESOTA



UNIVERSITY COLLEGE

CONTINUING EDUCATION

REPORT OF ACTIVITIES 1995-96



"Foods like mama used to make," defines early associations with food and is the source of the food preferences many people bring into adulthood. Understanding those food preferences was the subject of the recent *Foodways II: Foods and Wellness Across Cultures* conference.

For Sharon Vegoe (pictured at near left), program director for University College's Department of Professional Development and Conference Services (PDCS), the intricacy of planning *Foodways* presented an interesting challenge: designing a program that would serve an audience as diverse as nutritionists, dieticians, policy makers, restaurateurs, school nutrition professionals, food writers and editors, and other food and health care professionals. One participant approvingly judged the conference a success, both literally and metaphorically, saying that the conference offered **"food for thought and growth."**

The PDCS staff, in partnership with the Minnesota Extension Service and the Minnesota Nutrition Council, created a broad-based planning committee. The diverse professional, ethnic, and community representation of the committee led to the integration of a wide range of subjects into a coherent theme. In addition, they faced the logistical complexity of transforming a conventional conference space into a multicultural environment.

Conference activities, ranging from a tour of local ethnic markets and restaurants to a smorgasbord of cultural presentations, gave variety to the conference and also challenged the assumptions of conference participants. Culinary anthropologist Vertamae Grosvenor of National Public Radio opened the conference by emphasizing both the importance of **respecting cultural and ethnic food preferences** and understanding links between health risk factors and cultural food preferences. She made her point by drawing out participants' food preferences with questions about food for company, celebration, sadness, comfort, and Grandma's "specialty." Barbara Joe Davis (pictured at far left), Chief Executive Officer of Ken Davis Foods, reiterated this theme in her presentation "Foods Like Mama Used to Make."

The success of the program, as one participant noted, was that the conference "contributed to mutual understanding so necessary in our multicultural society."



October 25, 1996

Barbara Jo Davis
Ken Davis Products, Inc.
4210 Park Glen Rd.
Minneapolis, MN 55416-4758

Dear Barbara Jo,

On behalf of LaCrosse Area Dietetics Association I would like to thank you so much for coming to speak for our group. It was so refreshing to have an enthusiastic dynamic speaker, especially at our opening meeting. We had tried hard over the summer to accumulate energetic speakers, as our attendance has been fluctuating and actually decreasing from years past. When Kim Schmidt mentioned that she had seen you present at the Minnesota Dietetics Association convention and highly recommended you to our group, it certainly did not come unfounded.

We appreciate your time and perspective on marketing as it lends a new dimension to our ever changing field. We spend a great deal of time selling ourselves and attempting to get across our message. If we can find ways to improve upon that the more beneficial we become to our patients and ourselves.

We wish you continued success and I personally am looking forward to trying Ken Davis BBQ Sauce. If our group can ever be of assistance to you - do not hesitate to contact us.

Thanks Again,

Patty Keil, R.D.
LADA Secretary

(608) 782-2960 (Home)
(715) 538-4361 (Work)

PK:fm

Fraser School

October 31, 1996

Therapy Services

Barbara Davis

Respite Services

Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416-4758

Personal Care
Assistance

Dear Ms. Davis:

Family Focus
Program

Thank you for your auction donation to the annual Fraser Benefit, *Amazing. Don't you think?*, on Saturday, October 19, 1996. The event raised more than \$59,000 to benefit the programs at Fraser Community Services.

Family Support
Services

Fraser Community Services is a nonprofit organization dedicated to serving children and adults with developmental disabilities through a variety of programs, including: early childhood education; physical, occupational, speech, and music therapy, personal care assistant (PCA) and respite services; day treatment for children with autism and pervasive developmental disorders; preschool mental health for children with emotional/behavioral problems; and residential services for adults with developmental disabilities.

Special Needs
Consultation

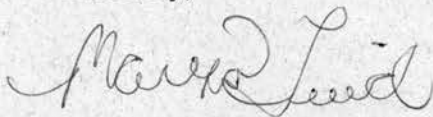
Waivered Services

Donations such as yours help Fraser continue to provide these much needed services to families in the Twin Cities metro area. Again, thank you for your continued support and dedication to the many children and adults that Fraser serves each year.

Muriel Humphrey
Residences

Sincerely,

Affiliated
Corporations:



Fraser Child &
Family Center

Martha Field
Special Projects Manager



Kristene Anderson
Assistant Director of Development

Lyndale Court
Apartments

Sheridan Court
Apartments



January 23, 1997

Barbara Jo Davis
4210 Park Glen
St. Louis Park, MN 55416

Dear Barbara,

AAAL is so encouraged and hopeful for the future of our organization and our ability to provide quality programs to our children. This hope has been increased as result of such wonderful support of our big fund raiser, the '96 Kwanzaa Ball. Your contribution was very much appreciated as your organization sponsored a \$400 table. This was a great support. We hope all of you who attended had a good time.

We truly thank you for your commitment to our families, shown by your contribution. We feel that the future will continue to brighten as we look forward to such support from people in the community like you, dedicated to make a difference.

We look forward to another great year as we plan the 3rd Annual Kwanzaa Ball on December 27, 1997 at International Market Square. We know we can count on you to again help us to make it a great success.

Again, thanks and have a great year!

Sincerely,

Katie Sample
Executive Director

Metropolitan State University

730 Hennepin Ave.
Minneapolis, Minnesota 55403-1897
612/341-7250, 612/341-7272 (TDD/TTY)

January 23, 1997

Ms. Barbara Jo Davis
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

Dear Barbara:

I am delighted that you have graciously agreed to make a presentation to my marketing principles class on Tuesday, March 11, 1997. As a reminder, the course is the initial marketing class offered at Metro State. Students range in age from the mid-20s to the late 40s and have minimal academic, but perhaps some practical, marketing experience.

Prior to your presentation, the students will have examined such topics as the external marketing environment, market segmentation, marketing research, buyer behavior, product development, pricing, distribution, and promotion. Please feel free to discuss any aspect of marketing as it relates to your firm. Also, I would appreciate your discussing briefly your academic and business background. If you will need any audiovisual equipment, please notify me at least one week prior to your presentation.

On the day of your presentation, for convenience you might park in the Downtown Auto Park Ramp at the corner of LaSalle Avenue and 9th Street. (Please bring the ramp parking ticket to the security guard desk on the Main Floor of Metro State for validation.) Metro State is located approximately two blocks northwest of the parking facility at 730 Hennepin Avenue. The class meets on the second floor of that location in room 203. Your presentation will begin at 5:00 P.M. Guest speakers typically spend one hour with the class, which includes the actual presentation as well as questions from the students.

My goal in having guest speakers in class is to expose students to the actual practice of marketing and thereby complement their academic training. Your discussing marketing practices in your company will clearly assist me in achieving this goal.

If I can be of any assistance to you prior to your presentation, please do not hesitate to call me 373-2717. I look forward to seeing your presentation on March 11.

Sincerely,



Alan J. Dubinsky, Ph.D.
Professor of Marketing

P.S.: This letter was created through the wonders of a personal computer. I would have sent you a handwritten note, but of course that would have been "unprofessional" and also clearly displayed my level of computer illiteracy!



Metropolitan State University

730 Hennepin Ave.
Minneapolis, Minnesota 55403-1897
612/341-7250, 612/341-7272 (TDD/TTY)

March 12, 1997

Ms. Barbara Jo Davis
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

Dear Barbara:

I want to thank you for once again taking business and personal time to talk with my marketing principles class on Tuesday. Both the students and I found your presentation to be especially interesting and informative. As I have told you before, my goal in having guest speakers is to enhance students' educational experience by complementing their academic training with exposure to business world applications. Your presentation was instrumental in helping me achieve this goal.

Thank you, again, for your willingness to make a presentation at Metropolitan State University. I greatly appreciate it.

Sincerely,



Alan J. Dubinsky, Ph.D.
Professor of Marketing



February 24, 1997

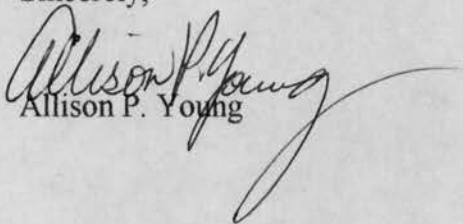
Barbara Jo Davis
4210 Park Glen Rd.
St. Louis Park, MN 55416

Dear Ms. Davis:

I just wanted to express my appreciation to you for speaking at the Phi Upsilon Omicron Founder's Day Brunch on February 8th. We have gotten glowing remarks about the program, and your speech especially.

Again, thank you so much for taking time out of your schedule to speak at our event.

Sincerely,


Allison P. Young



Phi Upsilon Omicron

National Honor Society in Home Economics

Ms. Barbara Jo Davis
President, Ken Davis Products
4210 Parkglen Rd.
St. Louis Park, MN 55416

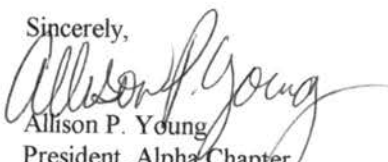
Dear Ms. Davis:

I hope this letter finds you enjoying 1997 so far! I am happy you agreed to serve as speaker for the Phi Upsilon Omicron (Phi U) Founder's Day Brunch. This event serves as an annual observance of the founding of Phi U, the first honor society for Home Economics students. I have included a pamphlet with more information on Phi U for your information.

The Phi U Founder's Day Brunch is attended by both the University of Minnesota collegiate chapter and the Twin Cities alumnae chapter members, with 40-50 people in attendance. While this event honors the Phi U founders, it also recognizes 50 year members, and local scholarship recipients.

Our organizational theme is "Developing Character" so keep this in mind while developing your motivational message for the Phi Upsilon Omicron Founder's Day Brunch. This event will take place on Saturday, February 8, 1997, at 10:00 a.m. in the Cherrywood Room located in the St. Paul Student Center on the St. Paul campus of the University of Minnesota. Again, I appreciate your participation at the Phi U Founder's Day Brunch and please call me at 645-6547 if you have any further questions.

Sincerely,


Allison P. Young
President, Alpha Chapter
Phi Upsilon Omicron Honor Society

BARBARA JO DAVIS
Certified in Family and Consumer Sciences

Barbara grew up in a multi-cultural environment in Cheyenne, Wyoming. Since her father, Lee, was a chef, and her mother, Zelma, was a home economist, Barbara developed a love for food and cooking early in life.

Working in the Betty Crocker Kitchens of General Mills for 20 years helped to hone both her craft and her knowledge. In her current role as owner and President of Ken Davis Products, Inc., she has done catering, developed new products, and even competed in the National Rib Cookoff. Her latest project is the company publication, *KEN DAVIS NEWS*, for which she develops the recipes. **And** she cooks for fun!

Having become the spokesperson and radio personality for her company, Barbara developed a passion for storytelling. (People who know her well say she's always told tall tales.) She studied storytelling at the Guthrie Theater in Minneapolis.

Barbara Jo holds a degree in Dietetics from the University of Northern Colorado.

BIOGRAPHICAL DATA

BARBARA JO DAVIS
Certified in Family and Consumer Sciences
President, Ken Davis Products, Inc.

Education:

B.A., Dietetics, University of Northern Colorado, Greeley, Colorado

Dietetic Internship, Freedmen's Hospital, Howard University, Washington, D.C.

Job History:

Research Dietitian, Cox Heart Institute, Dayton, Ohio, 1965-1968

Consumer Foods Home Economist, Betty Crocker Kitchens, Minneapolis,
Minnesota, 1968-1970

Supervisor/Manager, Betty Crocker Food and Publications Center, Minneapolis,
Minnesota, 1970-1988

President, Ken Davis Products, Inc., Minneapolis, Minnesota, since 1988

Professional/Civic Activities:

American Association of Family and Consumer Sciences, Business Unit

Advisor, Past President, Coalition for Black Development in Home Economics

President, Minnesota Nutrition Council, 1995-1996

Co-Chair, Home Economics Leadership Program, 1990-1992

Chair, Membership Committee, American Home Economics Association
1992-1993

Home Economics Advisory Committee, Iowa State University, 1987-1988

International Association of Culinary Professionals

Past Member, Board of Directors, Minneapolis YWCA

National Association for the Advancement of Colored People (NAACP)

Board of Directors, Meyerhoff Business Alliance, Marketing Committee

Board of Directors, Stairstep, Inc.

Advisor, School of Extended Learning

Hobbies: (not necessarily in order of preference)

Cooking

Sewing

Jewelry-Making

Storytelling

Travel

Shopping

Collecting art by African-American and American Indian Artists

Listening to Jazz Music

The 1990's have been turbulent times: the best of times and the worst of times.

But FOR HOME ECONOMISTS, THERE IS ~~SOME~~ ^{will be} GOOD NEWS: THE MAJOR ISSUES AFFECTING SOCIETY IN THE 21ST CENTURY ~~ARE~~ ^{will be} THE ISSUES THAT WE KNOW THE MOST ABOUT, THE ISSUES THAT AFFECT PEOPLE IN FAMILIES IN HOMES (AS IN HOME ECONOMICS).

LET ME LIST THEM FOR YOU:

FAMILY STRUCTURE (SIZE, SHAPE, COLOR)

FAMILY PLANNING

Family HOUSING

CHILD CARE *for Families*

EDUCATION

ENVIRONMENT

POVERTY

HEALTH CARE

FOOD *and Nutrition*

IF YOU PAID ATTENTION TO THE LAST ELECTIONS, YOU KNOW THAT NEITHER THE POLITICIANS NOR THE NEWS MEDIA PAID MUCH ATTENTION TO ANY OF THESE SO-CALLED "WOMEN'S ISSUES". MUCH MORE TIME AND RHETORIC ARE GIVEN TO THE "MEN'S" ISSUES; WAR, THE BUDGET DEFICIT, CRIME AND DRUGS. I CONTEND THAT IF WE DON'T START TO STRAIGHTEN OUT THE BASICS, FAMILIES, HOUSING, CHILD CARE, EDUCATION, ENVIRONMENT, POVERTY, HEALTH CARE AND FOOD, THE REST WON'T MATTER AT ALL.

LET'S LOOK A LITTLE CLOSER AT EACH ISSUE:

it's time to change our thinking about

FAMILY STRUCTURE--AS HOME ECONOMISTS WE HAVE TO STOP THINKING OF FAMILIES IN TERMS OF DAD, MOM, DICK, JANE, SALLY, SPOT AND PUFF.

~~ACCORDING TO A RECENT TIME MAGAZINE ARTICLE,~~ ^{now} ONLY ABOUT 30% OF AMERICANS LIVE IN SUCH A FAMILY. WHEN I WENT TO SCHOOL, DICK AND

JANES FAMILY AND FRIENDS WERE ALL WHITE. TODAY, DAD MAY BE BLACK

OR NATIVE AMERICAN, ^{Indian} MOM MAY BE WHITE OR HISPANIC AND THEY MAY ADOPT

A KOREAN CHILD. MOM AND DAD MAY BOTH BE MALES OR FEMALES. CHANCES

ARE MOM AND DAD ARE DIVORCED AND DICK, JANE AND PUFF ALTERNATE

WEEKENDS BETWEEN THE TWO. THERE ARE OVER 9 MILLION SINGLE PARENTS

IN THE U.S. ^{There may be no children at all} The size + shape of the family unit is influential in shaping each person

FAMILY PLANNING--ABORTION IS PROBABLY THE MOST DEBATED, HOTLY

CONTESTED SUBJECT OF OUR TIME. WHETHER PROCHOICE OR PROLIFE, WE

HAVE TO FIND ALTERNATIVES. MORE THAN 25% OF ALL BIRTHS ARE TO

UNWED MOTHERS. WE HAVE TO FACE THE REALITY OF CHILDREN HAVING

BABIES. HOW CAN A CHILD TEACH A CHILD TO BE AN ADULT?

HOW MANY UNWANTED, ABUSED OR MURDERED CHILDREN CAN WE TOLERATE?

HOUSING--IN MANY CITIES THERE IS A 5-YEAR WAITING LIST TO GET INTO

LOW-INCOME HOUSING. MORE AND MORE OF THAT HOUSING IS BEING TORN DOWN

IN THE NAME OF "GENTRIFICATION". WHERE DOES ONE LIVE IN THE

MEANTIME? ANOTHER STARTLING STATISTIC I HEARD RECENTLY WAS THAT IN

THE 1960S, A PERSON HAD TO WORK APPROXIMATELY 30 HOURS A MONTH TO

PAY HIS MORTGAGE. AND IN 1990, THAT TAKES MORE THAN 100 HOURS--

THAT'S MORE THAN HALF OF HIS OR HER PAYCHECK. MANY YOUNG PEOPLE

CANNOT HOPE TO ACHIEVE THE AMERICAN DREAM OF OWNING A HOUSE BETTER THAN THEIR PARENTS OWNED. *They move back home*

CHILD CARE--WHO IS GOING TO CARE FOR OUR CHILDREN? MORE AND MORE WOMEN MUST WORK, MANY AT MINIMUM-WAGE JOBS. THE COST OF CHILD CARE, WHEN AVAILABLE AT ALL, IS EXORBITANT. IN MINNESOTA, FOR EXAMPLE, FAMILIES MUST PAY ABOUT \$90 A MONTH PER CHILD. IF A SINGLE PARENT EARNS \$5 AN HOUR. OR \$200 A WEEK, THAT'S ALMOST HALF THE SALARY. IN SOME PLACES SUCH AS RURAL AREAS, THERE ARE NO CHILD CARE CENTERS. IN THE OLD DAYS, GRANDMA LIVED WITH THE FAMILY AND COULD CARE FOR YOUNG CHILDREN. NO MORE!

EDUCATION--HOW MANY OF YOU KNOW SOMEONE WHO IS FUNCTIONALLY ILLITERATE? SOMEONE WHO READS BELOW THE HIGH SCHOOL LEVEL, WHO HAS TROUBLE COPING WITH EVERYDAY READING AND WRITING? ARE YOU SURE YOU'RE NOT SITTING NEXT TO SUCH A PERSON? THE BUSINESS WORLD IS BEING INVADED BY EMPLOYEES WHO CAN'T WRITE A SIMPLE SENTENCE OR READ AND UNDERSTAND INSTRUCTIONS. *Kids graduate without*

ENVIRONMENT--WE HAVE A LOT MORE QUESTIONS THAN ANSWERS WHEN IT COMES TO DISCUSSING THE ENVIRONMENT. IF NOT OIL, WHAT? COAL? NUCLEAR? IF WE DON'T DO MEDICAL TESTING ON ANIMALS, DO WE TEST USING HUMANS? IF WE BAN PLASTIC PACKAGING, DO WE INCREASE THE DESTRUCTION OF TREES?

POVERTY: A NEW UNDERCLASS HAS APPEARED--A GROUP OF PEOPLE SO POOR AND SO DOWNTRODDEN THAT THEY AND THEIR CHILDREN AND THEIR CHILDREN'S CHILDREN CAN NEVER RISE OUT OF POVERTY. FOR THE FIRST TIME IN AMERICAN HISTORY, WHOLE FAMILIES ^{ARE} ~~WERE~~ HOMELESS. DO YOU KNOW THAT MORE THAN 30% OF THE NATION'S CHILDREN NOW LIVE BELOW THE OFFICIAL POVERTY LINE? WELFARE ROLLS ARE BEING SLASHED. THOSE WHO CANNOT SUPPORT THEMSELVES ARE EXPECTED TO TAKE OVER WHERE GOVERNMENT LEAVES OFF.

HEALTH CARE--ONLY ONE OTHER NATION IN THE INDUSTRIALIZED WORLD HAS NO NATIONAL HEALTH PLAN--SOUTH AFRICA. EVEN IF THE U.S. DOES NOT CHOOSE TO GO THAT WAY, WE MUST ADDRESS THE ISSUE. TOO MANY AMERICANS ARE DENIED HEALTH INSURANCE BECAUSE THEY CANNOT AFFORD IT OR BECAUSE THEY HAVE SOME PRE-EXISTING CONDITION THAT REQUIRES MEDICAL TREATMENT.

FOOD AMERICANS HAVE 2 MAJOR CONCERNS ABOUT FOOD THESE DAYS:

HEALTH (GOOD FOR YOU) AND CONVENIENCE. HEALTHFUL OFTEN MEANS FRESH AND FREE OF ARTIFICIAL INGREDIENTS. ^{It means high in vitamins and low in fat sodium & calories} WHAT A CHALLENGE TO THOSE OF US IN THE FOOD INDUSTRY! Consumers tell us that they ~~WHAT WE CAN DO:~~ have ^{less than} 30 minutes A DAY to prepare meals. Old-fashioned cooking from scratch just won't do.

~~ETHNIC DIVERSITY--ONE OF THE MOST INFLUENTIAL PHENOMENA OF THE 1990S WILL BE WHAT IS KNOWN AS THE "BROWNING OF AMERICA". IT WILL~~

Richtman's Printing AND PACKAGING

"A Nationwide Commitment to Quality"

Yes. It's true. The baggage America drags into the 21st Century is heavy. It's overwhelming, frightening. We, home economists, have an opportunity to ~~take~~ the lead in ditching that baggage. Are we not the people who study and care about families? What if each one of us worked with a family to keep it on track — to help the family members learn to function as a family?

Are we not experts on housing design and efficiency? What if each one helped a family to turn substandard housing into a home that works? What if each one of us lobbied City Hall for more affordable housing? What if ~~never~~ we signed on to help Jimmy Carter build low cost houses?

Are we not skilled in child care? What if we designed child care systems that helped to employ welfare mothers? What if each one of us taught a teenage mother how to care for her children?

Are we not teachers? What if we ^{each} taught someone to read? What if we taught young people moving into their first apartments the life skills they need to survive?

Are we not scientists? What if we used the scientific method of problem solving to figure out how to provide safe drinking water?

Are we not economists? If we can't wipe out poverty completely, what if we taught a family how to make the best use of their resources?

301 NP Avenue
Fargo, North Dakota 58102
Phone: 701-235-7548
FAX: 701-280-9441

815 East Main
Bismarck, North Dakota 58501
Phone: 701-258-6201
FAX: 701-222-1932

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FAX: 515-243-4437

1250 East Moore Lake Drive NE
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Phone: 800-726-8617
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9034 East Easter Place • Suite 109
Englewood, Colorado 80012
Phone: 800-726-8617
FAX: 303-660-3398

Richtman's Printing **AND PACKAGING**

"A Nationwide Commitment to Quality"

Are we not ^{cooks and} nutritionists? What if each one helped to feed poor and homeless people?

I contend there is no better profession than ours to make the ~~World~~ a better place for families. What if we all believed that and set about doing it?

Are we not in a helping profession? What if each one helped?

301 NP Avenue
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Phone: 701-235-7548
FAX: 701-280-9441

815 East Main
Bismarck, North Dakota 58501
Phone: 701-258-6201
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9034 East Easter Place • Suite 109
Englewood, Colorado 80012
Phone: 800-726-8617
FAX: 303-660-3398

Phi Upsilon Omicron Honor Society

Alpha Chapter



Founder's Day Reception & Brunch

Saturday, February 8, 1997

*10:00 AM
Reception*

*10:30 AM
Brunch Buffet*

Cherrywood Room

Saint Paul Student Center

University of Minnesota - Saint Paul Campus

Founder's Day Reception & Brunch

Program

Welcome.....Allison Young
President, Alpha Chapter

Invocational Selection.....Hazel Lutz
Member, Alpha Chapter

Brunch Buffet.....

Menu

Quiche Florentine (A blend of spinach and cheeses in an egg souffle)
Chicken Crepes A La Reine (A crepe shell with chicken and mushroom filling w/ a sherried sauce)
Fruit Platter • Currant Scones & Mini Muffins • Assorted Beverages

Introduction of Speaker.....Elka M. Stevens
Treasurer, Alpha Chapter

Guest Speaker.....Barbara Jo Davis
President, Ken Davis Products Company
Saint Louis, MN

Professional Project Report.....Nancy Nelson
Initiation Chair, Alpha Chapter

Recognition of Golden Anniversary Members.....Marlene Banttari
President, Alumni Chapter

Presentation of Scholarships.....Evelyn Franklin
Scholarship Chairperson, Alumni Chapter

Undergraduate scholarship in honor of Natalie Gallagher

Presentation of Award.....Allison Young

Renewal of Commitment & Creed of Phi Upsilon Omicron*Marlene Banttari

*Members Only, Please Stand

Renewal of Commitment

President: We of Phi Upsilon Omicron have entered into a mutual friendship. Let us rejoice in our strength of that friendship. Let us guard it above all else, remembering that a true friend is a treasured gift.

Chapter: Life has no blessing like a prudent friend, a friend whose understanding and virtue we can equally confide, and whose opinion we value for its justness and sincerity.

President: A friend is one who admires us and with whom we can work towards the goals of our honor society.

Creed of Phi Upsilon Omicron

All in Unison: To members of Phi Upsilon Omicron, the trust is given to keep undimmed within our lives, the circle's light. It is our privilege to carry forth this light of friendship and service to shine in countless human lives around the world.

In doing so, we shall find each member made stronger, the meaning of our honor society, and in our chapter, a warmth which comforts, strengthens, and inspires us all.

COLLEGIATE REPORT



The Alpha Chapter of Phi Upsilon Omicron has had a great 1996-97 school year. Our Alpha President went to the summer 1996 Conclave. Through that experience, she brought back many interesting ideas on how to make the Alpha Chapter a stronger chapter. Thanks to the help from the Beta Zeta Chapter, the Alpha Chapter voted in a new set of attendance guidelines early in the school year. These guidelines have helped to keep our meeting attendance up. Some members also got involved in our Professional Project. This year, we chose to work with the hat collection in the Goldstein Gallery. It was interesting to notice the many different eras of styles.

On May 9th, the Alpha Chapter initiated nine talented individuals. The initiation ceremony was very beautiful and memorable. Many wonderful alumni were present to share in the momentous moment. The names of the nine new members are as follows: **Michele Belgea, Tressa Butler, Melissa Groehler, Sonia Mulford, Rita Chuk-Petroskas, Sarah Phillips, Denby Roe, Jessica Varney, and Theresa Winge.** They have showed excellent scholastic achievement by ranking in the top 35% of their class!

The Alpha Chapter's last order of business was to elect offices. We chose to elect the offices of President, Vice President and Treasurer before the school year ended.

Sarah Phillips is now the Alpha Chapter's President for the 1997-98 school year. Her major is Family Social Science. **Jessica Varney** is the Vice President. Her major is Design Communications. In fact, she has volunteered to upkeep the Web page (which I promise will be finished this summer)! **Michele Belgea** is the 1997-98 Treasurer. This chapter will be holding elections at their first meeting at the beginning of the school year.

Dr. Gloria Williams is our helpful faculty advisor. ☼

(Submitted by Sarah Mussoni, President)

Founders Day—February 8

(Remarks by Hazel Lutz)

We have come together on this mild day in late winter to be refreshed at a table first set by the Founders of Phi Upsilon Omicron. But more than the food, it is the active, sharing community of fellows that will lift our spirits.

We come to continue our education and be inspired by good ideas, whether they come from the old or from the young, from the experienced, the retired or the callow. In the exchanges of conversation and the wisdom of speakers, may we find a handle on the challenges awaiting us in the future and sustenance for the strains of today.

We also come together to nurture and support the spirits of the younger members of our fellowship. By helping those who are in school now, we give thanks for the aid that was given to us in our student days.

Let us now come together and be of one Phi U spirit in the enjoyment of the good and fellowship of this day.



Barbara Jo Davis, President, Ken Davis Products Co.,
Founders Day guest speaker

These words by Hazel Lutz, a PhD graduate student in the collegiate chapter aptly reflected the setting for the Founders Day Brunch on Saturday, February 8. The Cherrywood Room tables were as bright and sunny as the day. Conclave photos and a collegiate fund raising project were set up as guests arrived. Barbara Jo Davis, a home economist and president of the Ken Davis Products Company, spoke from her experience of the values of professionalism. Two of the 50-year members, Evelyn Franklin and Elizabeth Rollin, were honored. Others were identified and letters read. The Natalie Gallagher undergraduate scholarship was awarded to Sarah Mussoni. Natalie and her two daughters were present. ☼

Spring Quarter Initiation— May 9

The collegiate chapter gained nine new initiates on May 9th (see article above for names). **Sarah Mussoni**, President; **Hazel Lutz**, Initiation Chair; **Nancy Nelson** and **Nicholas Johnson** conducted the initiation. The Charge Service was presented by **Myrna Shaw**, national Finance Chair who represented the alumni. A light salad supper served by the alumni provided an opportunity for them to become acquainted with the students. ☼

1997 SCHOLARSHIPS HONOR NATALIE GALLAGHER AND PAULENA NICKELL



(From left) Jean Gallagher Ruotsinoja; Natalie Gallagher; Sarah Mussoni, Natalie Gallagher Scholarship winner; Colleen Gallagher Junnila

Natalie Gallagher Scholarship

In her letter of response to the Alpha Alumni Chapter in May 1995 when she was selected as the honoree for this year's undergraduate scholarship, Natalie replied:

Dear members of Phi U,

Your recent letter was a real day brightener! I thank you sincerely for the distinct honor bestowed on me when you elected to have one of the 1997 Alpha Alumni Chapter scholarships bear my name.

Phi Upsilon Omicron is a very meaningful part of my life. College students' financial needs as well as the development of leadership potential while they are still in school are also of concern to me. To have these elements come together in this special way is especially heartening.

I am doubly honored to learn that my mentor and graduate adviser, Dr. Paulena Nickell, is the other Phi U member being honored (posthumously) in this way. She was truly a great lady, a real scholar, and a leader in her field of study. Thank you again.

Sincerely,
Natalie S. Gallagher

SARAH MUSSONI WINS GALLAGHER SCHOLARSHIP

by Evelyn Franklin, Scholarship Chair

Sarah Mussoni is majoring in design communication and plans to graduate in June 1998. She was initiated into Phi U in April
(Gallagher continued on page 6)



Evelyn Franklin (left), Scholarship Chair and Paulena Nickell scholarship winner, Allison Parker Young

Paulena Nickell Scholarshp

Dr. Paulena Nickell began her college education at the University of Minnesota where she received a bachelor's degree in 1923. She earned a master's degree in economics from Columbia University and returned to Minnesota where she received a doctorate in economics in 1932. Dr. Nickell held faculty positions at the University of Illinois and Iowa State University. She died in June 1986 at age 90.

NOTE: Only one eligible undergraduate candidate was available to receive a scholarship at Founders Day. A vote of the alumni membership at the March meeting authorized that the second scholarship be given to a graduate student at the May Salad Supper.

ALLISON PARKER YOUNG RECEIVES NICKELL SCHOLARSHIP

by Evelyn Franklin, Scholarship Chair

The recipient of the 1996-97 Alpha Alumni Graduate Scholarship in honor of Dr. Paulena Nickell is Allison Parker Young. Allison is receiving her PhD degree in July 1997 in Design, Housing and Apparel. Many of us already know Allison because she has served as the president of the Alpha Collegiate Chapter for the academic years 1995-96 and 1996 through February 1997. Allison's leadership contribution has been outstanding. She developed a database for members and an e-mail list to facilitate better communication with the chapter. She organized the October 1995 and April 1996 initiation ceremonies. We remember the beautiful Founders Day Luncheons February 1996 and this past February. Allison led the planning and implementation of these events.

(Nickell continued on page 5)

PHI U'S IN THE NEWS

The Fall 1996 issue of *The Candle*, national journal of Phi U, featured Sarah L. Klammer, Beta Gamma, winner of the first Margaret Drew Alpha Fellowship of \$1,500 in more detail than was available for the Spring-Summer 1996 Alpha newsletter. Sarah is pursuing a M.S. in nutrition and dietetic internship at Texas Women's University. She completed a double major at Mankato State University as an undergraduate in dietetics and computer science. She explains, "With technology advancing so rapidly, I felt it was essential to study both areas in order to develop technical and interpersonal skills." Her research assistantship is looking at the effects of calcium supplementation on iron and zinc status of post-menopausal women.

The Spring 1997 issue of *The Candle* recognized Linda Brekke Mona, Alpha alumni, as an Outstanding Achievement

(Nickell continued from page 4)

Allison received her Bachelor of Science degree spring 1987 from Alabama Agricultural and Mechanical University in Normal, Alabama. She received her Master of Science degree August 1989 from the University of Minnesota with a major in clothing and textiles and a supporting area in home economics education. After her Master's degree she served as an extension agent on special assignments with the Alabama Cooperative Extension Service at Auburn University. Allison returned to Minnesota in the fall of 1993 to begin her doctoral studies. Her major for the doctoral degree is clothing and textiles with a supporting area in marketing/management. During the time she has been working on the degree, Allison served as an administrative fellow with Career Services and Alumni Relations 1993-95 and as an administrative fellow in Student Services in the College of Human Ecology from 1995 to present.

The title of Allison's doctoral thesis is "Factors Associated with African American Women's Attitudes Towards Afrocentric Apparel Catalogs." She states,

Award winner in May 1996. She was nominated by the College of Human Ecology. More recently in June 1997 she received the University Alumni Service Award.

Roberta Null-Carlson 1955 was featured in the September, 1996 issue of *The Miami University Report* as author of a recently-published book, *Universal Design: Creative Solutions for ADA Compliance*. Null, an educator and award-winning interior designer compiled the textbook and resource guide addressing the Americans with Disabilities Act compliance. Universal design relates to the concept of creating environments for people of all ability levels.

Catherine Hanley 1943 has finished a year of recipe testing and copy for *The All New Blue Ribbon Cookbook* of prize-winning recipes from American State

Fairs. The book which will be in bookstores in July is a follow-up to an earlier book published a decade ago.

Sally Ann Hasselbrack, an engineer for the Boeing Company, was named an Associate Fellow in 1995. This is an award recognizing and awarding outstanding engineers and scientists. She was also named the Boeing nominee for the Society of Women Engineers 1995 Achievement Award.

Sue Spalding, National Alumni Councilor and Alpha Alumni Membership Chair wrote a complimentary article about our chapter in the Spring 1997 issue of *The Candle*. "A case study in success....why bother to participate in an alumni chapter." ❀

"Investigating the connection between Black consciousness and attitudes toward the Afrocentric catalog among African American women would aid the development of a psychographic profile of those in the population who are looking for the specific emotional and cultural values that Afrocentric apparel may provide.

Allison's professional goals include working as an educator in her subject matter area and also contributing to the leadership and consumer development of students. In her words, "I want to facilitate programming to link students with industry, and make sure that they are able to succeed in the field. I also hope to open the doors of higher education to minority youth and non-traditional students to show them that they, too, can succeed in a university setting. While subject matter competency is important, leadership and career development are also significant for student development. Leadership and career development give students the tools to be successful in their careers and most importantly in their lives. From my experience with 4-H in Alabama, and in Student Services in the College of Human

Ecology, I see first hand the impact that leadership and career programming has on students."

Allison, we congratulate you and thank you for all you have contributed to Phi U. We wish you every success in your career and we will be waiting to hear when your new family member arrives. ❀



GREETINGS FROM 50-YEAR MEMBER HONOREES

● **Shirley Remquist Buslee, Durango, CO**—Shirley has retired and is in good health. She has four grown children and has been married for 43 years.

● **Evelyn Miller Franklin, Roseville, MN**—Evelyn retired in spring, 1955, as Professor in Housing from the Department of Design, Housing and Apparel, College of Human Ecology, University of Minnesota. Daughter, Julie is on the faculty at the University of Michigan, Ann Arbor, in Atmospheric Sciences. Tara lives at home and works at Land O'Lakes. Shauna has completed two majors at the U of M. As a biologist, she works on Orlas Island off the coast of Washington state.

● **Lois Callerson Frazee, Dorando Hills, CO**—Her career has included teaching, work for *Sunset* magazine, USDA taste test work, food and nutrition instructor at UCLA and currently a substitute teacher. She has 3 children.

● **Marilyn Evans Hanson, Edina, MN**—Phi U was important to her for its goals and ideals. She taught home economics in Tracy, at Roosevelt High School, and Adult Education at Vocational, teaching predominantly clothing. She has 3 daughters and 6 grandchildren.

● **Mary VanBrook Miles Keller, St. Paul, MN**—Mary fondly remembers the good times with Phi U sisters and is proud to be celebrating a 50th anniversary. She was a graduate in Foods and Business. Her husband, Bill Miles, worked in forestry jobs in Washington and Oregon. They returned to Minnesota for his PhD and raised seven children. After Bill's death, Mary married Harold Keller. They share 13 children and 18 grandchildren.

● **Bernita Olson Olson, Topeka, KS**—Bernita lived in Denmark and Sweden for 5 years. She earned a Master's Degree at Kansas State in Dietetics. She worked as a dietitian consultant, then as a clinical dietitian at a local veteran's hospital.

● **Patricia Thorston Michaelson, Dawson, MN**—Patricia sends greetings to 1947 initiates. She moved to Buffalo after graduation where her husband was county agent. After three years, they moved to a farm in Dawson. Three children and community activities have been key interests. A special challenge was the care of a quadriplegic daughter. She is now self sufficient and employed. Two aunts who were Phi U's were Beth Harvey Hastings and Lois Harvey Miller.

● **Elizabeth Cooper Rollin, St. Paul, MN**—Elizabeth early career was as a home economics teacher. After her three children were born, she did substitute teaching and was busy as a minister's wife. She has taught homemaking skills to Hmong women.

● **Delores Matson Thornes, Fort Dodge, IA**—Delores was Director of Home Economics at White Consolidated Industries (Frigidaire) for 14 years. She has also enjoyed part time work as an interior designer. Her husband passed away in 1989. Her two daughters live in the Twin Cities; Deb is a professor at Augsburg and Cheryl is an architect.

Evelyn Franklin and Elizabeth Rollin attended Founders Day. Each received a bouquet of purple iris and yellow mums.

Other 50-year honorees who were identified:

Jeanette Hauschild
Joyce Peterson Knott
Lorraine Bakke Kovar
Arlene Franzen Stansfield
Mary Ellen Tuberty Miller
Marion Gallagher Vargo
Nancy Frank Engle
Carol Holm Nupson
Doris Hagstrom Fitzgerald
Eileen Grinde Johnson
Margaret Nashland Crist

❁

(Gallagher continued from page 4)

1996 and immediately began to participate in the organization. She is serving as Vice President for the 1996-97 academic year. Sarah credits Phi U with helping her develop strong leadership skills.

Sarah attended the 1996 Conclave where in her words, "she met many wonderful individuals." She also attended the District Leadership conference in November in Billings, South Dakota.

The use of the computer for designing has completely captivated Sarah and she states that she can create anything she wants from her own CD jacket, calendar, greeting cards to her Web home page. She is hoping to create a home page for Alpha Collegiate Chapter.

Because she has always been fascinated by the weather, Sarah is interested in applying graphic design to this field. This means course work in meteorology, climatology and geographical information systems. One of her career goals is to design software specifically for children. Sarah explains, "I want to teach children about the weather, geography and art through their interactions with the computer." She also wants to design a software program for broadcast meteorologists.

Her letter of recommendation stated "she is not only an excellent student, but willingly helps other students to excel."

Congratulations, Sarah. We wish you a successful college career. ❁



CANDIED VIOLETS

Sprinkle 2 envelopes unflavored gelatin over 2 cups warm water; stir with a wire whisk until gelatin dissolves. Dip violets into gelatin mixture, shaking to remove excess; sprinkle all sides with superfine sugar, covering completely. Place violets on baking sheet and let stand 30 minutes or until dry and firm.

(From Conclave, Tuscaloosa, AL)



PARENTS IN COMMUNITY ACTION^{NC}

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HEAD START

April 1, 1997

Project BOOST

Ms. Barbara Jo Davis

Project Secure

Ken Davis Products

STRIDE

4210 Park Glen Road

St. Louis Park, MN 55416

High Five

Dear Barbara:

Family Service Center

Thank you so much for participating in PICA's staff training last week. Your presentation on the history of African-American cuisine was very informative and interesting. The nutrition staff enjoyed it very much. Their evaluations were excellent.

Child Development Training Project

I am very grateful that you took time out of your busy schedule to share your expertise with those of us here at Head Start. I hope our paths will cross again in the future.

Public Health Dental Clinic

Public Health Nursing Services

Sincerely,

CDA Program

Laura Lofy
Director of Health and Nutrition Services

Men Are Important Program

Transportation Training Project

ABE/GED Program

Women in Jazz Series—Part V

International Sweethearts of Rhythm

Coordinator of jazz classes for the UW-Madison, Division of Continuing Studies, musician and band leader Buzz Ostrom, inspired by one of his classes, wrote the series *Women in Jazz* for the Madison Jazz Society newsletter, "The Force in Jazz."

by Buzz Ostrom

One of the best and most intriguing pre-1950s all-women big band jazz/swing groups was the International Sweethearts of Rhythm. According to Rosetta Reitz "it was the first racially integrated women's band and it lasted for over a decade."

The International Sweethearts of Rhythm band was organized in 1937 by Lawrence Clifton Jones. It was an outgrowth of the Piney Woods Country Life School, a boarding school for poor and orphaned children, which Jones started in the Delta Area of Mississippi in 1910. The main purpose of the school was to educate poor African-American children. Jones got the idea for an all-girl band from seeing the Melodears in Chicago and from listening to Phil Spitalny's All-Girl Orchestra on the radio. It was his intent that the band would generate income to help support the school.



International Sweethearts of Rhythm, 1946.

Fifteen of the most talented girls, aged fourteen to nineteen, were selected for special training in "syncopation." By the fall of 1938, the group became known as the International Sweethearts of Rhythm because

of their diverse ethnic, racial, and cultural backgrounds. It can well be imagined that they weren't much of a band to begin with. Some had never played an instrument be-

(continued on page 3)



A Tribute to Lester Young (pictured above) Aug. 1-2 at the Artists' Quarter, will feature special guest pianist and Lester Young biographer Lewis Porter, with Dave Sletten, saxophone and clarinet; Charmin Michelle, vocals; Jay Young, bass; and Kenny Horst, drums. 292-1359

More Big Band CDs with a Minnesota Connection

by Jerry Swanberg

If you like your dance music swinging, bold, and brassy, listen to *Kenton 58•Road Band*, just released by Astral Jazz. This CD was recorded Oct. 10, 1958, at the Holiday Ballroom in Chicago, and features the Kenton dance book with arrangements by Lenni Niehaus, Marty Paich, Bill Holman and Gerry Mulligan. The late Bud Brisbois from Edina had just joined the band as their high note trumpet player. Eventually Brisbois would take over the lead trumpet chair. Brisbois played locally with the Denny Murphy Big Band in the mid '50s then went to Westlake College in L.A. and on to the Kenton band. The recording quality is very good and the CD is lots of fun to hear.

The latest CD by Les Brown was recorded live at the University of Wisconsin-Whitewater on Aug. 26, 1995. Koss Stereo-phonics recorded and sponsored the benefit

concert. The CD can be obtained by calling 1-800-USA-KOSS. Jack Coan of Minneapolis (Washburn High School) is the featured trumpet soloist on this collection of both old Les Brown gems and new arrangements by Jim Hill. Coan has toured Vietnam, Europe and even played at the White House with the Band of Renown. Coan started his big band career in 1946 with the Bruce Dybvig High School Allstars, who won a national big band contest. He was a first call player in the Twin Cities who played for national acts and he taught at Augsburg. In 1968 he left for L.A. and has played with many big bands including: Tex Beneke, Nelson Riddle, Stan Kenton, Harry James, Don Ellis (7 albums), and lately Roger Neumann's Rather Large Band. (Listen to Coan on Neumann's CD *Instant Heat on Sea Breeze*.) Neumann, by the way, is from Fargo and is

(continued on page 8)



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Membership (w) 627-2833 Terry Walker
Education (715) 468-2414 Mark Aderman
Public Relations 588-5992 Marty Sauers
Jazzline Coordinator 633-3134 Jane Donahue
Volunteer Coordinator 627-2833 Terry Walker
Scholarship Jackie Hicks

Board of Directors: Mark Aderman, Starla Barker, Pete Cameron, Kurt Carlson, Jane Donahue, Arne Fogel, Dick Garrett, Jewel Harris, Jackie Hicks, Carolyn Jackson, Leigh Kamman, Beth Linebarger, Jeff Roberts, Dick Rohleder, Marty Sauers, Maryann Sullivan, Jerry Swanberg, Terry Walker, Art Walsh, Pat Walton, John Zschunke.

TCJS MEMBERSHIP DISCOUNTS

- Special rates on TCJS concerts, T-shirts and the TCJS mailing list. Plus, your membership dues are tax-deductible.
- TCJS mailing list: \$35, members; \$75, non-members.
- Discount on *Down Beat* (\$17.50 for one year, \$35.00 for two). Mail to: *Down Beat*, P.O. Box 906, Elmhurst, IL 60126 with copy of membership card. Discount also applies to renewals. (1-800-535-7496; fax, 708-971-3210.) (Visa, MC).
- 15% discount on *Jazz Times*. (1 year-\$18.66, 2 years-\$33.96.) Mail to *Jazz Times*, 7961 Eastern Ave., #303, Silver Spring, MD 20910, with copy of membership card. Discount also applies to renewals. (1-800-866-7664) (Visa, MC, AE)
- 10% off regular-priced CDs, LPs and cassettes at *The Electric Fetus*, 2000 4th Ave. S., Mpls., (870-1747).
- 10% off sticker price of all new items, and 20% off all used items at *Hymie's Used Records*, (729-8890) 3318 E. Lake St., Mpls.
- 10% off new and used records, tapes, CDs and accessories at *Road Runner Records*, 4304 Nicollet Ave., Mpls., (822-0613).
- 20% off all new regularly priced jazz recordings at *Down in the Valley* stores in Golden Valley (544-0032), Richfield (869-0978) and Wayzata (473-7442).
- 20% off all items at *Vintage Music*, 2931 E. Lake Street, Mpls. (729-8929).
- 2 for 1 admission to local artists/groups, Sun.-Thurs., *Dakota Bar and Grill*, Bandana Square, St. Paul. (642-1442).
- \$10 off the first set of lessons at the *West Bank School of Music*, 1813 S. Sixth Street, Mpls., (333-6651).

• Musicians wishing to have their recordings reviewed in "Jazz Notes" should send them to New Jazz Releases, TCJS, 6136 Hampshire Ave. N., Crystal, MN 55428.

• Since TCJS is your organization, and "Jazz Notes" is your publication, please feel free to submit suggestions at any time. Story ideas, manuscripts, photos and other communication should be sent to Starla Barker, 6136 Hampshire Ave. N., Crystal, MN 55428 or fax (612) 531-0411. Sorry, unsolicited materials cannot be returned. Thank you.

COMMITTEES:

Let us know if you'd like to work on any of the following committees: Newsletter, Activities, Finance, Education, Jazzline, Membership, Public Relations. Call Terry Walker, 627-2833, or Jane Donahue, 633-3134.



EVERY NOW AND THEN

by Barbara Davis

Every now and then a great entertainer visits the Twin Cities. One such visitor is vocalist Carrie Smith, who will appear at the Dakota Bar and Grill Aug. 13-14.

Carrie Smith's recording career spans thirty-five years. Born in Georgia and raised in New Jersey, where she still resides, Smith began singing gospel as a child at Newark's Abyssinian Baptist Church. She sang in choirs that accompanied the legendary Mahalia Jackson. In 1957, she made her television debut on Joe Bostic's WFOR-TV show, *Gospel Time*, singing background vocals with Dede and Dionne Warwick. That same year she made her recording debut on Verve Records as a member of the Back Home Choir that performed at the Newport Jazz Festival.

Smith starred on Broadway in the hit musical "Black and Blue." She has performed at major jazz and blues festivals throughout the world, including France, New York, Switzerland and was the featured



Carrie Smith

vocalist at the 1986 Minneapolis Jazz Party. Smith considers the highlight of her career was being invited to perform at the

White House for President Jimmy Carter. She was also invited by the French government to perform for the Gendarmerie International in tribute to Mahalia Jackson.

The last time Smith made a club appearance in Minnesota was in 1992, when she performed at Suzettes. Bob Protzman's enthusiastic review described her as "...a big woman with a deep, husky, yet attractive ...voice. She's quite theatrical, using lots of dramatic dynamic contrast (diminuendos and crescendos), facial, hand-and hip gestures, a bit of spoken word storytelling, and stomping her feet to the beat. In other words, she's a lively entertainer."

Carrie Smith's most recent U.S. recording, *Every Now and Then*, was produced by Silver Shadow Records in the Twin Cities.

Twin Cities resident and jazz fan Barbara Davis and Carrie Smith have been good friends for many years.

MEDLEY

■ The TCJS annual Board of Directors meeting will be held Tuesday Sept. 9 and is open to all members. For information on attending any of the board meetings held the second Tuesday of each month, please call Pete Cameron at 937-5216. S.B.

■ COUNTERPOINT, the TCJS jazz listening group will not meet in August pending the appointment of a new coordinator. If you are interested in this position, please call

Jane Donahue, 633-3134, or Beth Linebarger at 487-9845. S.B.

■ Pat Nelson, former TCJS COUNTERPOINT Coordinator and board member has resigned from the Board of Directors this past June. Pat has organized the monthly live jazz listening and socializing COUNTERPOINT groups for several years. Her contributions of time and effort is greatly appreciated. S.B./J.D.

(continued on page 6)

TCJS JAZZLINE — (612) 633-0329

Call for weekly Twin Cities jazz updates.

E-mail TCJS at tcjs@mtn.org. Access TCJS Web page at <http://www.mtn.org/TCJS/>

Twin Cities Jazz Society Membership Form

- | | | |
|---|--|-------------------------------------|
| <input type="checkbox"/> Corporate (\$500) | <input type="checkbox"/> Contributing (\$50) | <input type="checkbox"/> New Member |
| <input type="checkbox"/> Lifetime (\$500) | <input type="checkbox"/> Advocate (\$40) | <input type="checkbox"/> Renewal |
| <input type="checkbox"/> Patron (\$250) | <input type="checkbox"/> Family (\$35) | <input type="checkbox"/> Gift |
| <input type="checkbox"/> Sustaining (\$100) | <input type="checkbox"/> Regular one-year (\$25) | |
| | <input type="checkbox"/> Student (\$15) Please list school _____ | |

☐ Enclosed is an additional donation for the TCJS scholarship fund: \$ _____

Name _____ Phone _____

Address _____

City _____ State _____ Zip _____

Call TCJS Jazzline to request TCJS T-shirt and sweatshirt order forms. Please make check payable to TCJS and mail to: Twin Cities Jazz Society, P.O. Box 4487, St. Paul, MN 55104-0487.

Thanks for your support!



INTERNATIONAL SWEETHEARTS OF RHYTHM

(continued from page 1)

fore. However, intensive practice and a steady diet of tours, adding some members and losing others, added greatly to the quality of the music they produced. By 1941, they were on the road almost full time. The increased maturity of the band members led to their developing a sense of self—they wanted the freedom that could be gained from salaries, graduation from school, and a right to determine who would benefit from their efforts. In 1941, they rebelled, left the school and went to Arlington, Virginia where they devoted their full time to music.

The Sweethearts developed into one of the hottest all-women's jazz bands of the '40s. In fact, they could compete with any of the all-male big band jazz bands of that time. In 1940, they debuted at the Howard Theater in Washington, D.C., then in 1941, went on to the Apollo in Harlem and the Savoy Ballroom in New York. They toured the country playing at the best of the big ballrooms and in August 1941, at a return engagement at the Howard they set new box office records—over 35,000 patrons in a single week.

During World War II the band was in demand because the draft was absorbing the male musicians. The personnel in the band continued to change including the loss of arranger Eddie Durham who left to form his own all-girl band—and took some of the best players with him. This opened the door in 1941 for the entry of Anna Mae Winburn (tenor sax) to join the band and take over its leadership. In the words of Rosetta Teitz, "She had great style and was exceedingly rhythmic in a classy kind of way." At the same time piano player Jesse Stone (band leader from the Kansas City territory—Blues Serenaders and the Cyclones) was hired as musical director.

With the shift to better musicians, a new and stylish leader, and a top-ranked music director, the band was poised for a major advance. Under Stone's tutelage the playing improved to the level that the Sweethearts could compete with anyone. The band roster included many of the most highly regarded woman jazz instrumentalists of that time which included: leader Anna Mae Winburn; Vi Burnside, tenor sax; Ernestine "Tiny" Davis, trumpet; Pauline Braddy, drums; and Carline Ray, guitar.

The group performed on the Armed Forces Jubilee Programs via short-wave radio to troops over seas. In 1945, they performed for the troops in Europe, and at the Olympic theater in Paris and at the university. They spent a full month with General Patton's troops in Mannheim, Germany.

In 1947, they returned to the States were some of the key players (Winburn, Burnside, and Davis) left and the band began to disintegrate. It dispersed in 1949.

"The International Sweethearts of Rhythm were one of the great swing bands. For a decade they garnered enthusiastic response from dance and jazz fans around

the country, gave invaluable playing experience to scores of women musicians and showcased fine solo talents." (Linda Dahl, *Stormy Weather*, 1984.) Rosetta Teitz, wrote, "Although there were white members (in the band), the Sweetheart's sound was black; the difference being a stronger emphasis on rhythm." They were a swing band that conveyed the essence of swing, with a strong and driving rhythm.

Largely ignored by many of the most prestigious music historians, we can be grateful that there were a few who remembered the Sweethearts in words and on records so that who they were and what they did can occupy its rightful place in the history of American music.

Selected References:

- Dahl, Linda, 1984, *Stormy Weather*, Limelight Editions, N.Y.
- Gourse, Leslie, 1995, *Madame Jazz*, Oxford University Press, Inc. N.Y.
- Handy, D. Antoinette, 1983, *The International Sweethearts of Rhythm*, Scarecrow Press.
- McPartland, Marian, 1980, *The untold Story of the International Sweethearts of Rhythm*, Pamphlet from book *Jazzwomen*, Oxford Press.
- Placksin, Sally, 1982, *American Women in Jazz*, Pluto Press, London.
- Reitz, Rosetta, 1984, *International Sweethearts of Rhythm*, Rosetta Records, Inc., 115 W. 16th St., New York, NY 10011.

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Voice Trek (pictured above) will be part of the Bloomington Jazz Fest Aug. 17, 1-5 p.m. The free event, also featuring the Red Wolfe Ellington Echoes Memorial Band, directed by Percy Hughes, and Jim Ruth Jazz, will be held at Normandale Lake Park. 948-8877.

TCJS VOLUNTEER OPPORTUNITIES

Public Relations person(s) to assist in developing and distributing press releases and promotional flyers, particularly for the "Jazz from J to Z" concert series, and to represent the PR committee at the monthly TCJS board meetings. For more information please call Pete Cameron at 937-5216.

COUNTERPOINT Coordinator to create opportunities for TCJS members to attend monthly live jazz performances as a group. FFI call Jane Donahue at 633-3134, or Beth Linebarger, 487-9845.

"Jazz Notes" staff—if you enjoy coordinating information, like to make phone calls day and evening, do a touch of research, or write well, or have a good eye for proofing, the "Jazz Notes" staff can use you. Call Jane Donahue at 633-3134, or Starla Barker at 531-0411 for more information.

Volunteer opportunities are always available, from working at the TCJS table at concerts to helping out on committees. We would love to hear from you. For information please call Terry Walker, (w) 627-3106.

New Midwest Jazz Society Serves Nine State Area

Arts Midwest, a regional arts organization in partnership with Mid-America Arts Alliance, the regional arts organization serving the Central U.S., announces the debut of the Midwest Jazz Society.

This membership organization serves nine states in the upper Midwest which include: Illinois, Indiana, Iowa, Michigan, Minnesota, North Dakota, Ohio, South Dakota and Wisconsin.

Members will receive a one-year's subscription to *Midwest Jazz*, (a quarterly magazine), an annual *Midwest Jazz Masters* compact disc, and discounts on *Midwest Jazz Society* publications and merchandise.

A sample copy of the magazine may be obtained upon request up to Sept. 1. Individual, business, and student memberships are available. For more information, call Arts Midwest at 341-0755 or e-mail: general@artsmidwest.org.

EDITORS NOTE: Although both organizations are dedicated to the support and promotion of jazz, the *Midwest Jazz Society* is not affiliated with the *Twin Cities Jazz Society*. TCJS members receive a yearly subscription to "Jazz Notes," a monthly newsletter which contains local jazz news and events. Also available to TCJS members are a variety of discounts (see page 2).



Partially Scanned Material

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SOUTHVIEW BANK

Community Banking at its Best!

Thursday, August 14, 1997

Mrs. Barbara Davis
Ken Davis Food Products
4210 Park Glen Road
Minneapolis, MN 55416

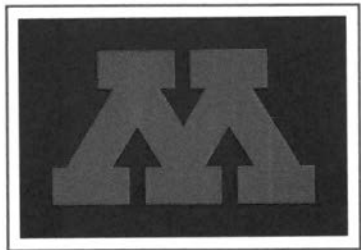
Dear Barbara:

Well, another thank you note is overdue. Your gift at our Customer Appreciation Day was great. The only thing missing was you. Your business and support is **TRULY APPRECIATED** by all of us at Southview.

We did not use all the sauce on the customers. We hoarded some away and therefore we are going to enjoy it again at our annual Employee & Family Picnic.

Sincerely,

Patrick T. Stead
Assistant Vice President



Barbara Davis

Dear Barbara Jo:

We're about half way through the 1997 CHEAS Mentor Program. I hope you and Helena have been able to make productive use of your time together so far!

Melissa Carnicelli, a member of our Alumni Society Board of Directors, will be calling within the next week or so to check in and hear how things have been going. If you have any problems or questions, please feel free to talk with her then or give me a call at 625-8796 if I can be of service.

Your positive energy, experience and commitment are what makes this program work year after year. Thank you for contributing your time to mentor a CHE student! And please plan to join us for our wrap-up celebration on Wednesday, May 28 from 5:30 to 7:30 PM (program at 6:15) in 233 McNeal Hall.

See you soon!



Lori Blake Mollberg
Alumni Program Coordinator

UNIVERSITY OF MINNESOTA
ALUMNI ASSOCIATION

UNIVERSITY OF MINNESOTA

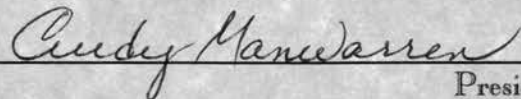
COLLEGE OF HUMAN ECOLOGY ALUMNI SOCIETY

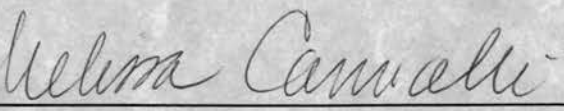
CHEAS MENTOR PROGRAM CERTIFICATE OF APPRECIATION

Awarded to

Barbara Jo Davis
1997 Food Marketing Mentor

For contributing your time and professional expertise to the CHEAS Mentor Program
and helping to improve the educational experience for students at the University of Minnesota.


President


Vice President of Student Relations

WILLIAM BOOTH
FOUNDER

PAUL A. RADER
GENERAL

HAROLD D. HINSON
TERRITORIAL COMMANDER



DIVISIONAL HEADQUARTERS
2300 FREEWAY BLVD.
BROOKLYN CTR., MN 55430-1793
612/566-2040
Fax 612/566-8954

The Salvation Army

FOUNDED IN 1865

NORTHERN DIVISION

LT. COLONEL DONALD ARNOLD
DIVISIONAL COMMANDER

May, 1997

Ms. Barbara Davis
Ken Davis Products
4210 Park Glen Rd
Minneapolis MN 55416

Dear Ms. Davis:

Thank you for your generous gift of \$500.00 to aid the flood victims. You have read the accounts of heroic acts and seen pictures of anguished people who have lost nearly everything they own. Knowing that, you can imagine how grateful we were to receive your generous donation. Your compassionate response will help ease the suffering caused by this disaster.

Rest assured that your gift goes directly to the point of need. Essential emergency and medical supplies are being distributed from Salvation Army mobile canteens. Food, shelter, clean-up kits, personal supplies, counseling and much more are provided for those who have spent hours fighting to protect their belongings.

Gifts like yours ensure that The Salvation Army is there, the moment disaster strikes, and allows us to remain on duty as long as we're needed. On behalf of the victims your donation has helped, thank you and may God bless you.

*When you pass through the waters, I will be with you;
and when you pass through the rivers, they will not sweep over you.*
Isaiah 43:2

Sincerely,


Donald Arnold
Lt. Colonel
Divisional Commander

DA:mab

P.S. Please retain this letter for your tax purposes.

Internal Revenue Service regulations require us to state that
The Salvation Army did not provide any goods or services
to you in consideration of your contribution.



United Way

Making a Difference for Life

Thank You



Awarded by The Salvation Army
to

Ms. Barbara Davis Ken Davis Products
for selfless contribution to the community through
Operation We Care. Thank you for giving so generously.



David Grindle
Lt. Colonel David Grindle
DIVISIONAL COMMANDER



August 15, 1997

Department of
Marketing

Barbara Jo Davis
President
Ken Davis Products, Inc.
4210 Park Glen Roda
Minneapolis, MN 55416-4758

Dear Barbara,

Thank you so much for all of the wonderful promotional materials that you sent me regarding your products. I was most impressed by your personal letter and the quality of the materials.

It is very clear to me why you are the market leader based on your attention to detail, your personal touch and the quality of your products.

Thanks again for taking the time to send me the information that will really make my marketing class come alive. I can't wait to tell them that I personally talked to you and share with them your friendliness and willingness to assist me in my class preparation.

My best to you always!!

Sincerely,

A handwritten signature in cursive script that reads "Diane Badame". The signature is written in dark ink and is positioned above the printed name and title.

Diane Badame
Clinical Professor
University of Southern California



The Journal of Personal Selling & Sales Management

Alan J. Dubinsky, Editor
Marketing Department
College of Management
Metropolitan State University
730 Hennepin Avenue
Minneapolis, MN 55403-1897
(612) 373-2717 (office)
(612) 373-2739 (fax)

February 23, 1998

Ms. Barbara Jo Davis
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

Dear Barbara:

I am delighted that you have agreed to be an "Executive in Residence" on my televised marketing class at Metropolitan State University on Monday, April 13, 1998, at 6:00 PM. The course will be held in St. Paul Neighborhood Network (SPNN) studios in St. Paul (see enclosed maps for location and parking facilities). Because the class will begin during the Twin Cities "rush hour," please allocate adequate time so that you will arrive at the station on time. Feel free to wear either regular business attire or "business casual" clothing.

As a reminder, the purpose of this class is to provide students in-depth understanding of selected contemporary marketing issues and problems, as seen through the eyes of high-level company executives. Because of your level of expertise, you have been selected as one of the few individuals whom we are inviting to participate in this course this quarter.

The nature of the class consists of the following characteristics:

- The class session will essentially begin with your presentation. I will serve as a moderator. Students enrolled in the class will call in and ask questions or raise issues relating to the presentation. Moreover, television viewers of Channel 32 will be encouraged to call in and ask questions.
- Feel free to discuss any aspect(s) of marketing as it relates to your firm (e.g., product, pricing, market segmentation, selection or modification of a distribution network). In addition, a discussion of the company history, as well as your background, would be desirable. Examples of potential issues to address in the presentation include the following:
 - What are the origins of the firm and what led to its establishment? How has the firm changed since its inception? What induced these changes?
 - What trends do you see developing (or have developed) over the next five to ten years? Which of these are likely to present opportunities for your firm? Which ones are likely to present problems for your firm?
 - What is the single biggest problem your firm has faced (or is presently facing)? How did it address it? Was the solution successful?
 - What is the single biggest opportunity your firm has faced or is presently facing)? How did it approach it? Have the results suggested a success?
 - What process does your company go through in introducing new lines or service offerings? Has this process changed over time? If so, how and why?

- What is the single major factor that you feel has contributed to your firm's success?
- What is your firm's competitive advantage? What is its distinctive competency?
- Briefly discuss the procedure your firm uses in setting price for its offerings. What are the major reasons that you modify the existing price of an offering?
- Describe the major promotional tools (e.g., advertising, personal selling) your firm uses or has tried to use.
- How do you identify your customers?
- How do you measure success in your firm? How do you assess the level of satisfaction your customers have regarding your firm? What is the single most important factor that leads to a high level of customer satisfaction for your company?
- You should speak for approximately 45 to 60 minutes during the actual presentation. You may bring any kind of audio, visual, or audiovisual aids. Because the class will be held in a television studio, flexibility for audiovisual aids is available. Any kind of audiovisual aid that will enhance the presentation is welcome. Please notify me at least two weeks prior to the class regarding whether you will be bringing any special audiovisual aids.
- During your presentation, I may ask you questions. Most of the questions, though, will be asked (by me, students, and TV viewers) after the actual presentation has been completed.
- You probably will spend approximately 2 to 2 1/2 hours in the session.

I am grateful that you will be coming to my class, particularly given your schedule. Some preparation for the presentation will be necessary to have a maximum impact on both the students and the viewing audience. The knowledge that you will impart to students will be invaluable. You will be giving the students a learning opportunity that will provide them with a treasure trove of information.

I look forward to seeing your presentation on April 13. If you have any questions before that time, please feel free to call me (373-2717). Thank you for your kind consideration.

Sincerely,



Alan J. Dubinsky, Ph.D.
Professor of Marketing

March 16, 1998

Alan Dubinski, Professor
Marketing Department
College of Management
Metropolitan State University
730 Hennepin Avenue
Minneapolis, MN 55403-1897

Dear Alan

As you may have guessed by now, when I hung up the phone after talking to you, I promptly forgot that I was supposed to send you something. Then, of course, I couldn't remember what it was that I was supposed to send. After a few mind games, I realized that you wanted information. Here, at last, is more than you ever wanted to know about Ken Davis Products, Ken Davis, and me.

I'm looking forward to seeing you on April 13, about 5 o'clock. I will bring with me an audio cassette of some of our commercials, and a video cassette, which we will need to excerpt. I sure as H--- hope they know how to do that, 'cause I don't. In addition, I'll have some jars, some ads, some newsletters (you know, the usual propaganda).

If you have any other requests, better fax 'em to me, since my memory is so unreliable.

Sincerely

A handwritten signature in cursive script that reads "Barbara Jo Davis". The signature is fluid and elegant, with a large initial 'B' and a long, sweeping underline.

BARBARA JO DAVIS, President

Brochure enclosed

Barbara Davis
Ken Davis Products, Inc.
4210 Park Glen Rd.
St. Louis Park, MN 55416

April 2, 1998

Dear Barbara,

THANK YOU for your generous donation of a barbecue party for twenty to the Cystic Fibrosis Foundation's "Jack Daniel's Tennessee Waltz". The event was held on March 28 at Landmark Center in St. Paul, and raised nearly \$60,000 for cystic fibrosis research!

It is because of partners like Ken Davis Products, Inc. that this event was so successful. The entire evening was smooth, elegant, and fun! Our auction tables were overflowing with wonderful items, and the bidding was competitive. The live auction also saw exciting action and some very lucky winners.

The real winners of this event are the 30,000 children and young adults living with cystic fibrosis. Scientists are developing promising new treatments for the disease and every day bring us closer to a cure. Your donation was actually an investment in cystic fibrosis research, and an investment in the lives of those with the disease. We commend you for making this investment and for joining the fight for a cure.

Thank you once again.

Sincerely,



Julie Hennecke
Special Event Coordinator



The Journal of Personal Selling & Sales Management

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Metropolitan State University
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Minneapolis, MN 55403-1897
(612) 373-2717 (office)
(612) 373-2739 (fax)

April 14, 1998

Ms. Barbara Jo Davis
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

Dear Barbara:

I want to thank you for the excellent presentation that you made in my "Issues in Marketing: Executive in Residence" course on Monday night. Obviously, you were well prepared for the show, as was evidenced by your being particularly informative, organized, ebullient, entertaining, and telegenic. I have already received very favorable "reviews" regarding your performance. Your meritorious efforts truly satisfied my educational goal for this class, for which I am grateful.

As a small expression of the Marketing Department's and my gratitude, we will be inviting all my guest speakers to a dinner at the conclusion of the course (which will be in mid-June). Thank you again for taking personal and business time to make a presentation at Metropolitan State University. I greatly appreciate it.

Sincerely,

Alan J. Dubinsky, Ph.D.
Professor of Marketing



MAFCS

Minnesota Association of
Family and Consumer Sciences

7227 West Fish Lake Road, Maple Grove, MN 55311 • 612/420-4552 • FAX 612/420-2469

April 18, 1998

Ms. Barbara Jo Davis
4210 Park Glen Road
Minneapolis, Minnesota 55416

Dear Ms. Davis:

On behalf of the Minnesota Association of Family and Consumer Sciences, I'd like to thank you for your valuable sponsorship of a student for the MAFCS 1998 Spring Conference. Thanks to you, Jennifer Krantz enjoyed a program packed with speakers, sessions, and other activities which supported keynote speaker Robert Theobald's theme of "Ushering in the Compassionate Era." Jennifer played a key role by introducing speaker Jane Norstrom on Saturday morning.

Thanks again for your valuable support. I hope you'll consider being a part of next year's MAFCS Conference tentatively scheduled for March 5th or March 8th, 1999.

Sincerely,

Jane Bernauer
MAFCS Conference Planning Committee

An affiliate of the American Association of Family and Consumer Sciences



**Make your
vision work!**



GLOBAL WOMEN'S NETWORK

**So you want to
start a business!
Sell your ideas!!**

SPRING WORKSHOPS

A bonding experience of good ideas and visions. A workshop designed for you as a person not a student.

THURSDAY, MAY 7th 6-7:30pm
"LOOK BEFORE YOU LEAP"

What is the first thing you should do before you go into business? How strong is your belief or vision? Do you believe you have a great idea or talent?

This workshop is geared for vendors or anyone thinking about opening a business or have a great idea. Facilitated by Rose Robinson.

THURSDAY, MAY 14th 6-7:30pm
"MARKETING FOR SMALL BUSINESS"

The name Ken Davis is known for wonderful tasting products. You've heard radio and T.V. commercials, you've seen it on the self of practically every store in Minnesota.

Barbara Davis of Ken Davis Product will facilitate this workshop, listening to your ideas and sharing her marketing experience with you.

HURRY!
Limited Space
Available

THURSDAY
MAY 7 & 14, 1998
6-7:30 PM
550 RICE ST.
ST. PAUL
224-0400

HURRY!
Limited Space
Available

\$20.00 per workshop or \$30.00 for both.

**Make your
vision work!**



GLOBAL WOMEN'S NETWORK

**so you want to
start a business!
sell your ideas!!**

SPRING WORKSHOPS

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MAY 7 & 14, 1998
6-7:30 PM
550 RICE ST.
ST. PAUL
224-0400**

**HURRY!
Limited Space
Available**

\$20.00 per workshop or \$30.00 for both.

SOUTH CENTRAL DISTRICT DIETETIC ASSOCIATION

8/21/98

Dear Barbara Jo,

Enclosed is a map and directions to Hutchinson, MN, and an agenda for our September 25th meeting. You are very welcome to come and join us for lunch before your presentation!

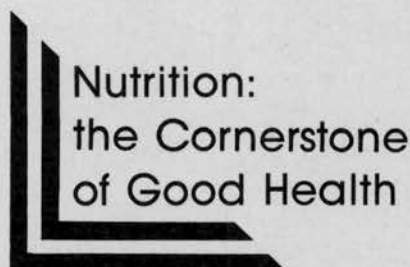
Do you need any AV equipment?

You can call and let me know if you do (530-387-6800 is my home number and I have a message machine). We generally have 25 - 30 members attend a meeting. If the number is much greater I will let you know the week before the meeting.

I look forward to meeting you!

Sincerely,

Pauline Henter, MS, RD, LD
SCDDA President



P.O. Box 673
325 Garden Boulevard
Mankato, MN 56001

South Central District Dietetic Association Meeting
Friday, September 25, 1998
Hutchinson Area Health Care Hospital
1095 Hwy 15 South
Hutchinson, MN 55350

Agenda:

- 8:30 - 9:00 Registration and Social Hour
9:00 - 9:30 Business Meeting
- 9:45 - 11:45 "The Power of a Message".
Speaker: Maggie Powers, MS, RD, LN, CDE
This 2 hour skill-based workshop will enable district members to work with
a variety of media to communicate the value of medical nutrition therapy.
- 11:45-12:30 Lunch
- 12:30 - 2:00 "What the World Needs Now - How to Market It".
Speaker: Barbara Jo Davis, President of Ken Davis Products, Inc.
Participants will learn the basic principles of marketing and how to apply
those principles to marketing a product, a service, an idea or themselves.
- 2:15 - 3:45 "Licensure Issues for Nutritionists & Dietitians in Minnesota".
Speakers: Laurie Mickelson and Marita Haberman, State of Minnesota,
Board of Dietetics and Nutrition Practice
Participants will learn the process of obtaining licensure for dietitians and
nutritionists in MN and how the board investigates and pursues complaints
against licensed individuals as well as unlicensed individuals.
- 4:00 Adjourn

5 CEU's for Dietitians/Dietetic Technicians have been applied for.

Registration for SCDDA Meeting, Friday September 25, 1998

NAME: _____ ADA REGISTRATION #: _____

ADDRESS: _____

PHONE: _____

Meeting Registration Fee:

SCDDA Member:	\$15.00	_____
Dietetic Student:	\$20.00	_____
Retired Member:	\$20.00	_____
Non-Member	\$40.00	_____

1998-1999 SCDDA Membership Fee: \$30.00 (\$25.00 if postmarked by 9/15/98) _____

Total amount enclosed: _____

Make checks payable to South Central District Dietetic Association.

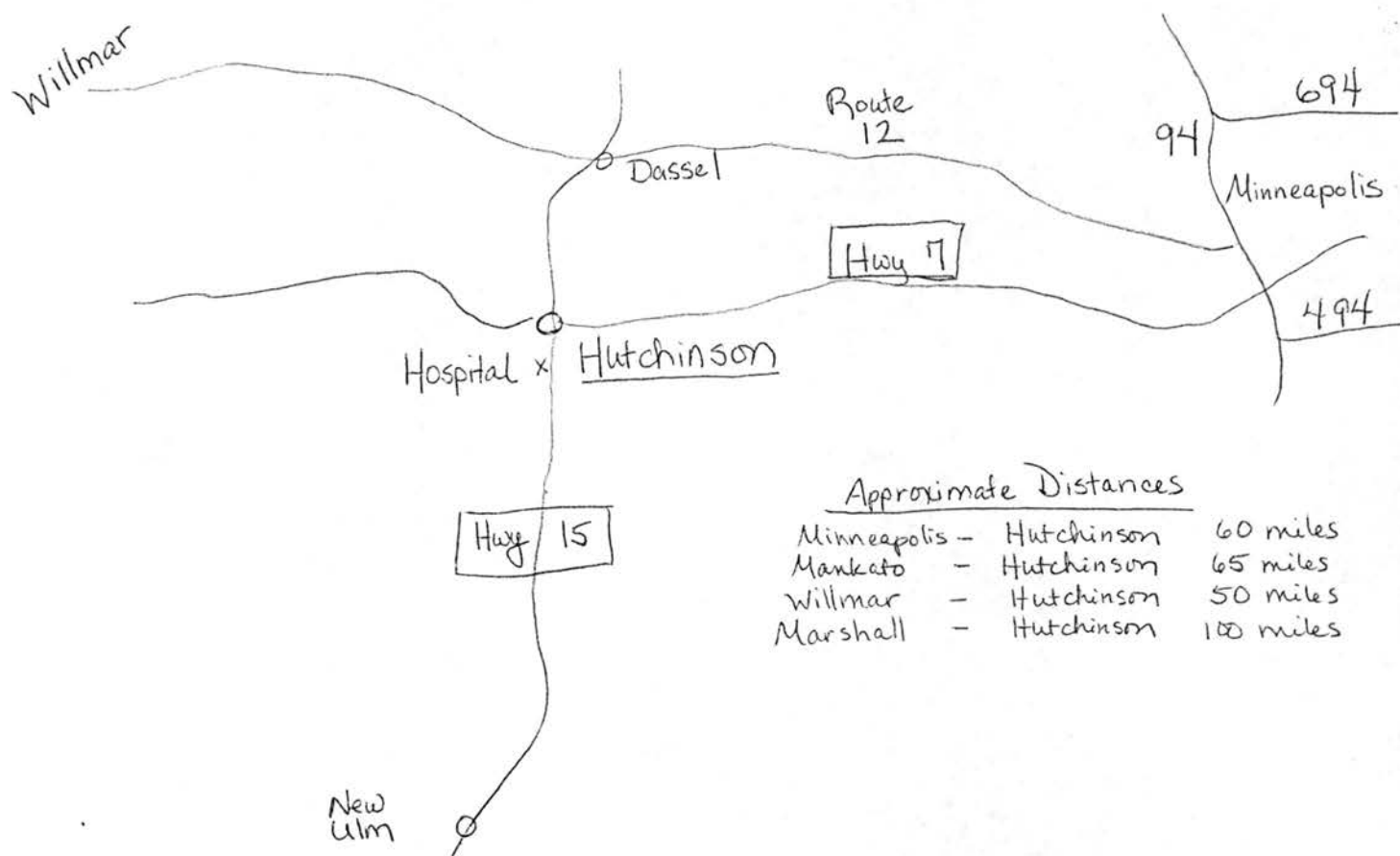
Mail to: Sheila Smallfield, 409 Thomas Ave., Marshall, MN 56258-2241

REGISTRATION REQUESTED BY 9/15/98.

Directions to :

Hutchinson Area Health Care Hospital, 1095 Hwy 15 South, Hutchinson, MN
(contact person: Carolyn Straub, RD 320-234-4642)

The hospital is located on Hwy 15, 2 miles south of the junction of Hwys 7 and 15.
The meeting will be held in Conference Room E. You may park in the Visitor Lot.



Same principles Whether you're selling a product or service, starting your own business, applying for a job, or trying to sell your organization or boss on a new idea

KEN DAVIS' PRINCIPLES OF MARKETING

1. HAVE VISION
2. KNOW YOUR PRODUCT AND YOURSELF
3. KNOW YOUR CUSTOMERS--AND TRUST THEM
4. BE DIFFERENT
5. BELIEVE IN YOURSELF AND IN YOUR PRODUCT
6. WORK HARD
7. LOVE YOUR WORK
8. GET RID OF THE ISMS
9. STICK TO WHAT YOU KNOW BEST
10. NEVER DEAL WITH THE "PENCIL-PUSHERS"
11. HAVE CLASS--PLUS STYLE
12. REMEMBER TO ALWAYS HAVE OPTIONS

9/17/98

To: Barbara Jo Davis
From: Pauline Genter, SCDDA

Barbara,

I look forward to meeting you next Friday, Sept. 25th in Hutchinson. I expect 30-35 attendees. I hope you received my map to the Hutchinson Hospital. If you have any AV needs or if you plan to eat lunch with us (I hope you will!), please contact me at (507) 387-6800.

Thank you,

Pauline

SOUTH CENTRAL DISTRICT DIETETIC ASSOCIATION

7/23/98

Dear Barbara Jo,

I am so pleased that you have agreed to speak at our September 25th meeting in Hutchinson. Your presentation is scheduled from 12:30 p.m. - 2:00 p.m. The meeting will be held at the Hutchinson Area Health Care Hospital, 1095 Hwy 15 South. I will send you a map with greater detail prior to the meeting. You are welcome to join us for lunch at 11:45 a.m. at the hospital!

I need a presentation title, 3-4 objectives and your CV to submit for CE credit. I would appreciate it if you would send me this information by August 10th. My home address is: 408 Ledlie Lane, Mankato, MN 56001. My phone number is (507) 387-6800.

I look forward to meeting you, I have heard so many wonderful things about you!

Sincerely,

Pauline Genter, MS, RD, LD
SCDDA President

Nutrition:
the Cornerstone
of Good Health

P.O. Box 673
325 Garden Boulevard
Mankato, MN 56001

SOUTH CENTRAL DISTRICT DIETETIC ASSOCIATION

7/23/98

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Pauline Genter, MS, RD, LD
SCDDA President

**Nutrition:
the Cornerstone
of Good Health**

P.O. Box 673
325 Garden Boulevard
Mankato, MN 56001



KEN DAVIS PRODUCTS, INC.

4210 Park Glen Road • Minneapolis, MN 55416-4758 • Phone 612-922-5556 • Fax 612-922-6087

July 24, 1998

Pauline Genter, MS, RD, LD
President, SCDDA
408 Ledlie Lane
Mankato, MN 56001

Dear Pauline

Thank you for the opportunity to speak to the South Central District Dietetic Association. I look forward to the meeting on September 25.

The title of my presentation is "WHAT THE WORLD NEEDS NOW—HOW TO MARKET IT". It's the same title I used when I addressed the state association.

Objectives?

1. To learn basic principles of marketing.
2. To learn how those principles apply to marketing a product, a service, an idea or yourself.
3. To learn why concepts may be more important than selling, presentation or marketing tools.
4. To learn how one small business (Ken Davis Products) started, grew and continues to survive after almost 30 years.

As you requested, a summary of my resume is enclosed, along with a brief bio that can be used to introduce me. For your personal enjoyment I have also included a copy of our most recent newsletter.

Please let me know if you need anything else.

Sincerely

BARBARA JO DAVIS, President

Enclosures

Specializing in the Best Cooking Sauces

BIOGRAPHICAL DATA

BARBARA JO DAVIS
Certified in Family and Consumer Sciences
President, Ken Davis Products, Inc.

Education:

B.A., Dietetics, University of Northern Colorado, Greeley, Colorado

Dietetic Internship, Freedmen's Hospital, Howard University, Washington, D.C.

Job History:

Research Dietitian, Cox Heart Institute, Dayton, Ohio, 1965-1968

Consumer Foods Home Economist, Betty Crocker Kitchens, Minneapolis,
Minnesota, 1968-1970

Supervisor/Manager, Betty Crocker Food and Publications Center, Minneapolis,
Minnesota, 1970-1988

President, Ken Davis Products, Inc., Minneapolis, Minnesota, since 1988

Professional/Civic Activities:

American Association of Family and Consumer Sciences, Business Unit

Advisor, Past President, Coalition for Black Development in Home Economics

President, Minnesota Nutrition Council, 1995-1996

Co-Chair, Home Economics Leadership Program, 1990-1992

Chair, Membership Committee, American Home Economics Association
1992-1993

Home Economics Advisory Committee, Iowa State University, 1987-1988

International Association of Culinary Professionals

Past Member, Board of Directors, Minneapolis YWCA

National Association for the Advancement of Colored People (NAACP)

Board of Directors, Meyerhoff Business Alliance, Marketing Committee

Board of Directors, Stairstep, Inc.

Advisor, School of Extended Learning

BARBARA JO DAVIS

Certified in Family and Consumer Sciences

Barbara grew up in a multi-cultural environment in Cheyenne, Wyoming. Since her father, Lee, was a chef, and her mother, Zelma, was a home economist, Barbara developed a love for food and cooking early in life.

Working in the Betty Crocker Kitchens of General Mills for 20 years helped to hone both her craft and her knowledge. There she had the opportunity to work closely with the marketing staff.

In her current role as owner and president of Ken Davis Products, Inc., she has done catering, developed new products, and even competed in the National Rib Cookoff. A major project for her is the company publication, *KEN DAVIS NEWS*, which she writes and for which she develops the recipes. Most recently she has become the spokesperson and radio personality for her company.

Barbara Jo holds a degree in Dietetics from the University of Northern Colorado.



KEN DAVIS PRODUCTS, INC.

4210 Park Glen Road • Minneapolis, MN 55416-4758 • Phone 612-922-5556 • Fax 612-922-6087

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President, SCDDA
408 Ledlie Lane
Mankato, MN 56001

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As you requested, a summary of my resume is enclosed, along with a brief bio that can be used to introduce me. For your personal enjoyment I have also included a copy of our most recent newsletter.

Please let me know if you need anything else.

Sincerely

BARBARA JO DAVIS, President

Enclosures

Specializing in the Best Cooking Sauces

July 15, 1998

Hi Barbara:

Here are two issues of Upscale. I hope you enjoy them.

Thank you for doing the interview for our November issue. I hope you will like the article when it is published.

I really miss Ken Davis Bar-B-Q Sauce. I have to use Kraft or some other nethermost brand down here. Help! Come south with Ken Davis. (smile)

Norma

Thank You



9/25/98

Barbara Jo,

Thank you so much for
speaking to our SCDDA members.
I hope we will meet again
soon!

Sincerely,
Pauline Henter

*Illustration by
Liz Schreiner*



RECYCLABLE



MADE IN USA

© PVA 125TK98001AU

UNIVERSITY OF MINNESOTA

Office of the President

202 Morrill Hall
100 Church Street S.E.
Minneapolis, MN 55455-0110
612-626-1616
Fax: 612-625-3875

April, 1999

Barbara Jo Davis
9120 Flyway Circle
Eden Prairie, MN 55347-2021

Dear Ms. Davis:

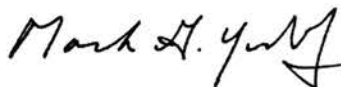
Judy and I arrived on campus nearly two years ago, nervously anticipating winter and buoyed by the warmth of our reception. We soon were delighted to discover the affection and support that the University of Minnesota inspires in our community and far beyond. We are genuinely grateful.

This past year the University-wide giving clubs were redesigned to better recognize our most generous supporters—people like you. Today I want to warmly welcome you to the “new” Presidents Club. This is now the overall name for all of the University’s major giving societies. *Based on your generous giving history, you have become a member of the new Founders Society of the Presidents Club, as described in the enclosed materials.* This society honors donors whose lifetime giving is between \$25,000 and \$50,000.

Enclosed is a new Presidents Club donor roster and a handsome new lapel pin. Your giving is key to building a great University of Minnesota. Thank you, and welcome to your new giving society!

With best wishes, I am

Sincerely yours,



Mark G. Yudof
President



KEN DAVIS PRODUCTS, INC.

4210 Park Glen Road • Minneapolis, MN 55416-4758 • Phone 612-922-5556 • Fax 612-922-6087

May 19, 1999

Eileen Smith, Executive Director
Young Entrepreneurs Institute
3140 Fifth Avenue South
Minneapolis, MN 55408

Dear Ms. Smith

Thank you for inviting me to be featured in the "Community Camara" calendar for 2000. I am flattered that the Young Entrepreneurs Institute considers me to be a role model. Naturally, I am willing to participate.

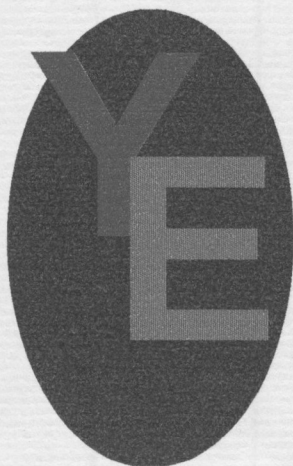
I do, however, have several questions that were left unanswered in your letter.

- Is there a cost to me, other than time?
- What is the time schedule? By what date does everything need to be done? When is the kickoff luncheon?
- Do I provide my own photograph? If so, what are the specifications?
- When do you meet? How long a presentation will I have to give?
- Was I supposed to receive a Release Form with your letter?
- To whom will the calendar be sold? For how much?

I look forward to hearing from you.

Sincerely

BARBARA JO DAVIS, President



Young Entrepreneurs Institute

3140 5th Ave So
Mpls, Mn 55408
612 - 827-3712 Fax: 822-8723

May 10, 1999

Barbara Jo Davis
4210 Park Glen Road
Minneapolis MN 55416

Dear Mrs. Davis:

The Young Entrepreneurs Institute (YEI) is a non profit organization that fosters self sufficiency in our youth by providing them with educational, entrepreneurial and community programs. We know that role models are an important part of our children's development. We recognize the contributions you have made to the community and we have a special invitation for you.

You have been identified as a person who exhibits one or more of our "entrepreneurial qualities" and we want you to join us as we celebrate people like you who make a difference in our communities. We are producing our first annual "**Community Camara**" calendar for the year 2000 and would like to feature you on one of the months of the calendar.

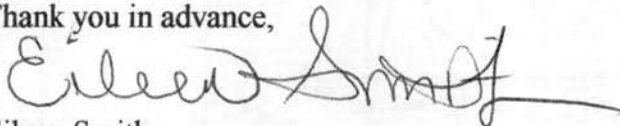
The calendar will be used in the YEI curriculum and will be available for other youth and educational programs. The calendar will be accessible via the YEI resource library and the internet. A limited number of calendars will be printed and sold. Proceeds from the sale of the calendars will go directly into the Young Entrepreneurs Scholarship Fund that is administered by the Minneapolis Foundation.

In accepting this invitation we hope you would accept the following:

- ☐ Grant Young Entrepreneurs permission to use your photograph & biography for educational purposes
- ☐ Participate in a 20 minute recorded interview
- ☐ Attend the **"Community Camara"** kickoff luncheon
- ☐ Give a presentation to YEI on your designated month
- ☐ Sign a release to allow YEI to use the above information

Your work is an important part of our community's success. We are glad to recognize you for this important project and hope you are able to participate. If you have any questions please call our office at 827-3712. Please respond no later than May 26, 1999.

Thank you in advance,

A handwritten signature in cursive script, appearing to read "Eileen Smith", with a long horizontal flourish extending to the right.

Eileen Smith
Executive Director

Camara: "one who teaches from experience"

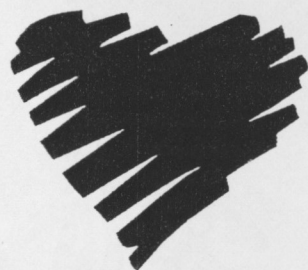
PROJECT WISDOM

Young Entrepreneurs meet one-on-one with elders at two Nursing Homes in Minneapolis. Gaining valuable wisdom by bridging the gap between generations.



Family Spiritual Guidance

Spiritual guidance for the entire family through ministry guided activities and



Mission

Young Entrepreneurs exists to build self-esteem and a sense of higher achievement to ultimately prepare youth for a positive and successful adult life.

Young Entrepreneurs currently serves youth ages 8-14 years in the Central Neighborhood of Minneapolis



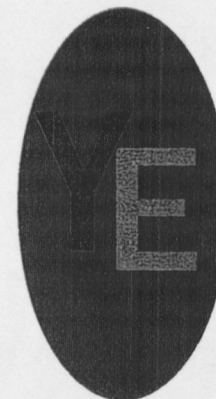
Eileen Smith
Executive Director

3140 5th Avenue South
Minneapolis, MN 55408
(612) 827-3712

designed by Stefannie A.

Young Entrepreneurs

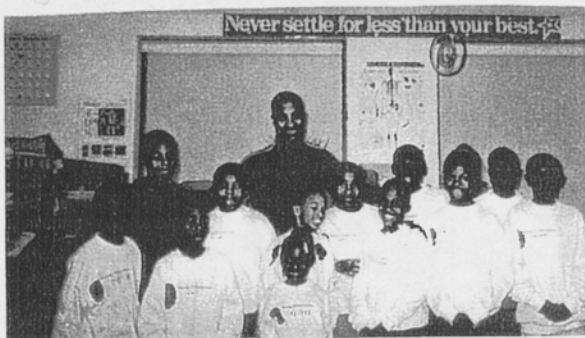
Children of the Future



Anything the mind can
conceive and believe
the ^{wo}/man can
Achieve

SPEAKER READY

Successful African American business owners and community leaders speak to the Young Entrepreneurs expressing professional and personal achievements. Assisting the children to become leaders of tomorrow.



Mentorship

Matched one-on-one with a successful African American business owners and community leaders in Central Neighborhood and surrounding areas.



Introduction to all aspects and fundamentals of business and professional environments.

TECH START

Assistance to increase computer skills for parents and improve science and math grades for children. Family focused, computer instruction to prepare our Young Entrepreneurs for the 21st century!!



Project



Business Development

Young Entrepreneurs learn the process of successful business ventures.



WORKSHOP

Sales, marketing and manufacturing of merchandise for retail distribution. Guidance from successful African American business owners.



Renee Uzong
8800 Loch Lomond Blvd.
Brooklyn Park, Mn. 55443

June 9, 1999

Ms. Barbara Jo Davis
4210 Park Glen Road
Minneapolis Mn. 55416

Re: Scholarship For The 1999 Junior Statesmen Summer Program.

Dear Ms. Davis,

I want to thank you for choosing to support me by granting me a scholarship to attend the 1999 Junior Statesmen Summer Program.

I want to tell you that your support is " a seed planted in fertile ground." My promise to you and my community is that of leadership and endearment. I will live up to the expectation that I have had for myself all these years and that I believe that the community has grown to have of me.

Thank you again for choosing to invest in me, I will bring pride and leadership in return.

Sincerely,

Renee Uzong
Renee Uzong

The Junior Statesmen Foundation

60 East Third Avenue • Suite 320 • San Mateo • California 94401-4032
(800) 334- 5353 or (650) 347-1600 FAX (650) 347-7200

May 11, 1999

Renee Uzong
8800 Loch Lomond Blvd
Brooklyn Park, MN 55443

Dear Renee:

Congratulations! You have been selected to attend the 1999 Yale Summer School. On behalf of The Junior Statesmen Foundation, I'd like to welcome you to the 59th Annual Summer School.

The Junior Statesmen Summer School is a rewarding and challenging experience. Your course in Constitutional Law will stimulate your intellect and broaden your understanding. In addition, the opportunities to meet and question major political leaders will offer you insight into our country's political system unavailable in your high school. You will also polish your forensic skills during your Public Speaking and the Law course as well as in the Congressional Workshop debates in the evenings.

In addition to the academic rigors, you will discover personal challenges. As you meet and interact with a diverse group of high school students, you will learn about people and places very different from your own. Many of these relationships will develop into life-long friendships. In short, I think you will agree that The Junior Statesmen Summer School has been an educational personal turning point in your life.

If you have any questions or run into any problems, please call us immediately. We always have a waiting list so it is important that you notify us at 800/334-5353 or (650) 347-1600 if for any reason you are unable to attend the Summer School.

Renee, we look forward to meeting you this summer.

Sincerely,



John Thompson
Yale Program Director

Consumer Affairs Dept.

I am Melissa Bumann and I am interested in food manufacturing in Minnesota. I understand your company manufactures food or food products. I have chosen this subject for my 6th grade Minnesota school project, and would like any information you can provide me. I am interested in the history of your company, the type of food products you offer, how they are processed, where they initially come from, and how they are distributed, and to what stores or food chains you provide your product to. Any information that you could provide me about your company would be greatly appreciated.

Sincerely

Melissa Bumann
R. R. 3 Box 163
Morris, Mn. 56267

November 9, 1999

Melissa Bumann
R.R.3 Box 163
Morris, MN 56267

Dear Ms. Bumann

Today I found your letter attached to something else on my desk. I have no idea how long it has been there. I hope my reply is not too late to help you with your school project. Enclosed with this letter are some product information brochures, some articles that have appeared in various publications, and copies of our two most recent newsletters.

As you may know, we market KEN DAVIS® BAR-B-Q-SAUCE; it is our only product. It comes in 5 flavors: Original, Smooth 'n Spicy and Bold 'n Spicy are sold in supermarkets throughout Minnesota, North and South Dakota, Wisconsin, Iowa and Nebraska. In addition, the other two flavors, Classic Deli and Honey and Mustard, as well as Original, are sold to food service outlets, such as restaurants, schools, and hospitals.

All of our products are manufactured by Mrs. Clark's Foods in Ankeny, Iowa. We have a contract with them that allows them to make and bottle KEN DAVIS BAR-B-Q-SAUCE using our recipe or formula.

Ken Davis Products is a small Minnesota company with only 3 employees. (We hire people to do work for us as needed—lawyers, designers, advertising agencies, food scientists, etc.) Our annual sales are about \$2.5 million. KEN DAVIS BAR-B-Q-SAUCE is the leading brand in Minnesota.

Good luck with your project, Melissa. If you have other questions, please feel free to call or write to me.

Sincerely

A handwritten signature in cursive script that reads "Barbara Jo Davis".

BARBARA JO DAVIS, President

Enclosures



SOUTHVIEW BANK

Community Banking at its Best!

Wednesday, September 01, 1999

Mrs. Barbara Davis & the Gang
Ken Davis Food Products
4210 Park Glen Road
Minneapolis, MN 55416

Dear Ken Davis Gang:

Your barbeque sauce gift was great at our Customer Appreciation Day . It was the perfect addition to our meal. We missed seeing you all there, especially since we want you to know your business and support is **TRULY APPRECIATED** by all of us at Southview Bank.

Once again, we did not use all the sauce on the customers. We hoarded some away and enjoyed it at our annual SVB Employee & Family Picnic.

Thank you so much!!!

Sincerely,

Patrick T. Stead
A. V. P.

1999 Certificate of Appreciation

awarded to

Barbara Jo Davis

by the
School of Extended Learning
Minneapolis Public Schools



*There is no adult taller than one who stoops
to help a child.*



Dr Carole Gupton
Principal

UNIVERSITY OF MINNESOTA
COLLEGE OF HUMAN ECOLOGY ALUMNI SOCIETY

CHEAS MENTOR PROGRAM
CERTIFICATE OF PARTICIPATION

Awarded to

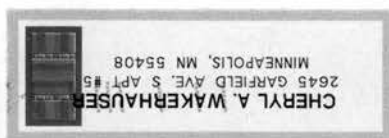
Barbara Jo Davis
1999 Food Science (JCP) Mentor

For contributing your time and professional expertise to the CHEAS Mentor Program
and helping to improve the educational experience for students at the University of Minnesota.

Pat Martinson
President, CHEAS

Lynette Lee
Vice President of Student Relations, CHEAS

Barbara J Davis
4210 Park Glen Road
Minneapolis, MN 55416



Dear Barbara Jo,

I must thank you again for the wonderful dinner on Friday! It's not everyday that I get to enjoy such good food and share it with great company. Everything was truly delicious and I had a great time. You have been an excellent mentor - answering my questions, introducing me to some wonderful people, and proving that running your own business can be a lot of work but very rewarding and fun at the same time. I really appreciate all the time & effort you have put into helping me learn. You are truly an awesome person!

Thank you, Barbara, for everything.

Chad White



Epworth United Methodist Church

3207 37TH AVENUE SOUTH
MINNEAPOLIS, MINNESOTA 55406

GAIL ALEXANDER, PASTOR

Church Phone: 722-0232

June 30, 2000

Ken Davis Products
Attention: Ms. Barbara Davis
4210 Park Glen Road
St. Louis Park, MN 55416

Dear Ms. Davis:

We at EPWORTH UNITED METHODIST CHURCH would once again like to express our sincerest appreciation for your on-going support of our annual Auction. Your donation of Two (2) Gift Boxes of Ken Davis BarBQue Sauce was an unparalleled addition to our Fourteenth Annual Auction this year, it added quality, variety and diversity to our items more than ever before.

Thanks to you, and other area merchants like you, we are very excited, no, thrilled beyond our wildest dreams to announce another outrageously successful fund raiser. Our greatest Auction event to date.

Your business's name has earned its place on our Auction Honor Roll of Contributions (its Fourth consecutive time by my count) which will be published in our next monthly church newsletter.

Thank you once again for your continuing support and unselfish generosity in regard to this important fund raising event. We definitely couldn't have done it without you.

Sincerely,

Pete & Nancy Caligiuri
Pete and Nancy Caligiuri
Auction Coordinators

PC/pc

Subj: Ken Davis Products, Inc
Date: 9/14/00 5:13:29 PM Central Daylight Time
From: ctaylor2@guilford.edu
To: barbarajodavis@aol.com

It was an honor and pleasure to talk to you Wednesday, September 13. As you recall, I wasn't prepared to ask you questions. My Marketing class project is to research a product and do a presentation. I ordered 3 bottles of the Bar-B-Que Sauce from bobsproduce.com. I can't wait to try it. Unfortunately, I have to wait until September 27. That's the date my teacher reschedule for me to talk about the sauce. If there is some other information that you think might be helpful to my project or that you would like for me to pass on, please feel free to mail it to my job. VF Credit Association Federal Credit Union, 1207 Fourth St, Greensboro, NC 27405.

Now down to the fun stuff (my questions).

Since processing the BBQ sauce is contracted out, what do you work on now?
I know you have newsletters, how often are they produce?
May I have a few to present to my class (and personally for some recipes)?
Do you still do product samplings at stores in your area?
Marinades were mentioned in the video but not in the information that you faxed to me, do you still make them?
There are 15 people in my class, do you have any brochures, handouts or words of wisdom?
Do you think one day you will step back and let someone else run the company?
Do you have a mailing list? How do you get on it?
Would you like to see your product distributed nationally?
On average how many bottles are produced a year? How many are sold?
What are some of your hobbies and interests?
I can't cook to save my life, does your BBQ sauce and marinades work miracles? (That may be why I still single)
In reading the fax there were alot of difficulties getting the sauce marketed and getting financing, do you still have alot of challenges? What are some of them?
What's the hardest thing you've experienced since getting the product started?
Have you been featured in any national magazines? How about Ebony or Jet?

Thank you so much for taking the time to help me. I've been on cloud 9 since I talked to you. I was getting a little discouraged about going to school full time and working full time. After reading your fax, I feel like anything is possible.

God Bless
Cassandra Taylor

By the way could be we related? I guess you get that question all the time.

Subj: **Ken Davis Products**
Date: 9/15/00 4:31:20 PM Central Daylight Time
From: BARBARAJODAVIS
To: ctaylor@guilford.edu

Thanks for your kind words. I will attempt to answer your questions in the order in which you asked them:

As president of the company, I have 4 primary tasks: 1. Providing vision and setting direction for the organization. 2. Making sure the company is operating efficiently and profitably. 3. Coordinating the work of all of our employees and consultants. 4. Since I have become the personality of the brand, I provide its public image by recording all the radio ads, writing the newsletter, speaking to various groups and marketing classes such as yours, working at trade shows, etc. Since there are only three of us on the staff, I also (as you know) frequently answer the phone, answer all consumer letters, develop new products and recipes, and whatever else needs to be done, even if it's cleaning the toilets.

Our newsletter, KEN DAVIS NEWS, is published twice a year, in the fall and in the spring. It is distributed several ways: to our mailing list of about 2000, at trade shows, in gift boxes of our sauces, and whenever we do in-store sampling. The primary emphasis of the newsletter is to get our current buyers to use more KEN DAVIS BAR-B-Q-SAUCE. Therefore, I include lots of recipes and serving suggestions. I will send you a stack to use for your class as soon as you let me know your mailing address. Your name will be added to our mailing list.

In-store sampling continues to be an important part of our marketing plan. Because we sell a premium food product, we believe that it is important for people to be able to taste it.

Our line of JAZZ IT UP marinades was discontinued several years ago due to poor sales. Although the products were excellent, and many people still ask for them, there simply are not enough people cooking from scratch to make our investment pay. You are probably aware that about 90 percent of all new products fail, so we don't allow a few duds to discourage us. With the marinades we made the mistake of confining our research to people who cook. They loved the product! There just aren't enough of them.

At the present time, I have no plans to step down and let someone else run the company; I'm still having fun! At 58, many of my friends, especially those who work for corporations, have retired or are planning to do so in the next few years. I would like to be able to work as long as I'm able. Don't misunderstand, every small business needs to have a succession plan, and we do. I have been mentor to a young man for several years. When he is ready, we'll bring him into the company with an eye towards taking over the helm someday.

Perhaps the most commonly asked question is "Do you have plans to distribute your product nationally?" My answer is unequivocally NO. First of all, barbecue sauce is a very regional taste—people in different parts of the country like different kinds of sauce. As a result, in every region there is a local company that is the market leader. The national brands usually lag behind.

Secondly, it is very expensive to build a consumer franchise, that is, to get consumers to know and buy your products. It takes lots of advertising dollars. Also, it the cost of getting roof products into the wholesalers (slotting allowances) continue to rise. Some companies charge as much as \$15,000.00 for each item. As a small company, we do not have that kind of cash.

Thirdly, I'm at the age where I want to have more to my life than work. New markets mean additional manufacturers (you don't want to ship anything as heavy as a liquid all over the country), new brokers to manage, new warehouses and shipping, just more of everything. No, thank you. We'll stay where we are, perhaps expanding in concentric circles around our current base.

Which, of course, leads to your question about hobbies and interests. I think I got into the food business because love food and cooking. Whenever I can, I invite friends over for meals. I also love to sew (I make many of my own clothes), movies, plays and books. I'm a real fanatic about jazz music, even though I can't play a note. That drives me to travel to far-off places such as Switzerland to attend jazz festivals. And I collect African, African-American and Native American art—not necessarily the kind that will make me rich, just whatever I like.

When your product gets to be the leading brand, the challenges do not go away, they simply change. Today, our major

challenges are combatting the growing number of competitors (there are over 120 sku's of barbecue sauce in this market), maintaining shelf space if you have a flavor that doesn't sell as well as others, trying to diversify into other areas of the supermarket, selling a lot of cases of product without losing money on them.

I think the hardest thing I've experienced was trying to build credibility as a black woman in a field that is dominated by middle-aged white males, especially after Ken's death. Obviously, he faced similar challenges, but at least he knew how to play those male games. Nine years after his death, I feel that I have finally succeeded.

I hope that I've answered most of your questions satisfactorily. Please feel free to ask others. Don't forget to send me your mailing address.

Subj: Re: Ken Davis Products
Date: 9/23/00 12:46:07 PM Central Daylight Time
From: ctaylor2@guilford.edu
To: BARBARAJODAVIS@aol.com

Thank you so much for helping me! I got the newsletters. I'm so excited. I seriously considered leaving school after this first semester because I was working full time and stressed out about being in school full time. This project that my teacher assigned to me has put things in perspective. You answering my call and email lets me know that first there are people accomplishing things bigger than me completing school everyday and that there are people like yourself that actually care. I have friends that encourage me and I'm blessed for that but I just never that the president of a company would take the time to talk to me. I'm still floating. If you are ever in North Carolina, please look me up.

I'll let you know how my presentation goes.

Thanks again,
Cass

----- Headers -----

Return-Path: <ctaylor2@guilford.edu>
Received: from rly-zb01.mx.aol.com (rly-zb01.mail.aol.com [172.31.41.1]) by air-zb05.mail.aol.com (v76_r1.3) with ESMTP; Sat, 23 Sep 2000 13:46:07 -0400
Received: from notes.guilford.edu ([192.154.65.200]) by rly-zb01.mx.aol.com (v75_b3.9) with ESMTP; Sat, 23 Sep 2000 13:45:38 -0400
Subject: Re: Ken Davis Products
To: BARBARAJODAVIS@aol.com
X-Mailer: Lotus Notes Release 5.0.3 March 21, 2000
Message-ID: <OF95A13087.F17743DF-ON85256963.00611013@guilford.edu>
From: ctaylor2@guilford.edu
Date: Sat, 23 Sep 2000 13:49:05 -0400
X-MIMETrack: Serialize by Router on notes.guilford.edu/Guilford(Release 5.0.2a |November 23, 1999) at 09/23/2000 01:49:07 PM
MIME-Version: 1.0
Content-type: text/plain; charset=us-ascii

Subj: you
Date: 10/2/00 4:50:14 PM Central Daylight Time
From: ctaylor2@guilford.edu
To: barbarajodavis@aol.com

— Forwarded by Cassandra Taylor/Students/Guilford on 10/02/00 05:40 PM
—

BARBARAJODAVI
S@aol.com To: ctaylor2@guilford.edu
cc:
09/29/00 Subject: you
04:17 PM

You go, Girl!

We tried the BBQ sauce and it was awesome!!! I talked about it so much that my coworkers wanted what was left over to try at home. I'll be ordering a case in the next month or two. I think I like the smooth and spicy the best and the original was great. I promised my girlfriend in Maryland a bottle. Thanks again. You have a new customer for life.

Cass

Headers

Return-Path: <ctaylor2@guilford.edu>
Received: from rly-yc05.mx.aol.com (rly-yc05.mail.aol.com [172.18.149.37]) by air-yc03.mail.aol.com (v76_r1.8) with ESMTP; Mon, 02 Oct 2000 17:50:14 -0400
Received: from notes.guilford.edu ([192.154.65.200]) by rly-yc05.mx.aol.com (v75_b3.9) with ESMTP; Mon, 02 Oct 2000 17:49:37 -0400
Subject: you
To: barbarajodavis@aol.com
X-Mailer: Lotus Notes Release 5.0.3 March 21, 2000
Message-ID: <OF4CA5D7B9.CB4D697C-ON8525696C.007761E2@guilford.edu>
From: ctaylor2@guilford.edu
Date: Mon, 2 Oct 2000 17:53:01 -0400
X-MIMETrack: Serialize by Router on notes.guilford.edu/Guilford(Release 5.0.2a [November 23, 1999] at 10/02/2000 05:53:09 PM
MIME-Version: 1.0
Content-type: text/plain; charset=us-ascii



September 21, 2000

Barbara Davis
Ken Davis Products
4210 Park Glen Road
Minneapolis, MN 55416

Dear Barbara,

On behalf of Headwaters Fund and the groups and volunteers who participated in the fifth annual Headwaters Fund Walk for Justice this year, I would like to thank Ken Davis Products for your generous contribution of barbecue sauce for the Walk picnic. Everyone loved the barbecue sandwiches that your sauce inspired!

The Walk was a tremendous success, drawing over 950 people from 100 groups to participate on Sunday, September 17th, a day that proved to be our last real day of summer! Checks are still coming in, but so far, the Walk helped to raise over \$66,000 for grassroots community organizations in the Twin Cities. This does not include the estimated \$15,000 in matching funds to be allocated to participating groups from local foundations.

Thank you for helping us to support local grassroots groups working for social change. Your contribution truly had an impact on the success of the Walk.

Sincerely,

Emily Jane Heynen
Development Associate

Dear Family and Friends,

I hope you and you loved ones will come to help me celebrate the big 6-0!

HOTEL: There is a group of rooms reserved for your convenience at:

AMERISUITES MALL OF AMERICA Hotel
7800 International Drive
Bloomington, MN 55425
Telephone 952-854-0700
Fax 952- 854-9109

As you may have guessed, this is an all-suites hotel. Each guest bedroom has either a king-size bed or two full-size beds. There is a sofa-bed in the living room. A breakfast buffet is included in the price of **\$85 per night**.

In addition, the hotel has a free shuttle to and from the airport and the Mall of America; each is about 1 mile from the hotel. I have also reserved their van to take you to and from the party on Sunday.

NOTE: You will need to make your reservation **by July 15**. Identify yourself as a member of the Ken Davis Products party.

SATURDAY EVENING: August 10 at 7 p.m., you are invited to dinner at my home, 9120 Flyway Circle, Eden Prairie, MN. It is approximately 11 miles from the hotel. Directions are on the back of this letter.

TOURS: If you're interested in seeing our beautiful twin cities, I recommend Metro Connections. Telephone 612-333-8687 or visit them on the web at www.metroconnections.com. They pick up at the Mall of America.

Looking forward to seeing you,



DIRECTIONS TO THE DAVIS HOME
9120 FLYWAY CIRCLE
EDEN PRAIRIE, MN 55347
PHONE (952) 942-6647

From I-494: Take Exit 10B (169 South). Go about 1 3/4 miles to Anderson Lakes Parkway. Turn right.

Go approximately 1/2 mile to Neill Lake Road. Turn left.

Go about 2 blocks to Flyway Circle; turn left. It's the third house on the right.



STAIRSTEP, INC.

VALUES, ENTERPRISE, COMMUNITY LIFE

February 28, 2001

Ms. Barbara Davis
Ken Davis Products
4210 Park Glen Road
St. Louis Park, MN 55416

Re: Community Celebration for Alfred Babington-Johnson

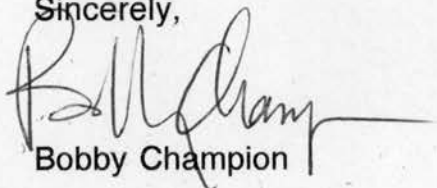
Dear Ms. Davis:

Thank you for agreeing to speak at the community celebration for Alfred Babington-Johnson, presented by Bethel Seminary and friends of Alfred Babington-Johnson. The celebration will be held on March 15, 2001 at First Baptist Church, 1021 Hennepin Avenue, Minneapolis, MN 55401. The program begins at 7:30 p.m. with a reception scheduled for 6:30 p.m. We ask that you check in with the guest services station upon your arrival no later than 7:00 p.m.

In order to capture the essence of Babington's vast contributions during a brief program, **we are asking all speakers to limit their expressions to three (3) minutes in duration.** We appreciate your understanding and willingness to join us in making this program memorable, exciting, celebratory and heartfelt, as we recognize this extraordinary community builder.

If you have any questions, please contact me at (612) 521-3110 or Menia Buckner at (612) 377-6321. Otherwise, I look forward to seeing you on March 15, 2001 for a grand celebration.

Sincerely,



Bobby Champion

277 TWELFTH AVENUE NORTH
MINNEAPOLIS, MN 55401
612/529-2782

ALFRED BABINGTON-JOHNSON,
PRESIDENT AND CEO

A TRIBUTE TO ALFRED BABINGTON-JOHNSON
AN EXTRAORDINARY LEADER FOR EXTRAORDINARY TIMES

I have not known Babington long, only about ten years, but he has touched my life profoundly. Oh, I admit that I was skeptical when he first came to me with his vision of a new America. His vision was that the "Haves" would sit down with the "Have-Nots", and that those who had made it would reach out to those who didn't even know what "it" was. As a businessperson, I had heard it all before, usually from politicians running for re-election, or from con artists, and even, occasionally, from jackleg preachers.

True, Babington came with his hat in his hand, asking me for money. They all did. And yet...and yet, this was different. He didn't promise that I would get rich quickly; he didn't even promise that I would ever get my money back. What he did promise was that any money I gave would help someone in our community—a child, perhaps, or a homeless person, or an ex-con.

True, he had a kind of greedy glint in his eye. They all did. And yet, this was different. He never once spoke of self-enrichment; he spoke of enriching an entire people.

True, he was arrogant. They all are. And yet...this was different. Although he was confident that the Stairstep Initiative would work, he never once assumed that he was responsible for its success. He promised that **God** would make it work.

You know what? I believed him; I believe him still. Thank you, Alfred Babington-Johnson for inviting me into your life. On behalf of the Board of Directors of Stairstep, Inc., I thank God for all you've done for us and for our community.

MINNESOTA DIETETIC ASSOCIATION

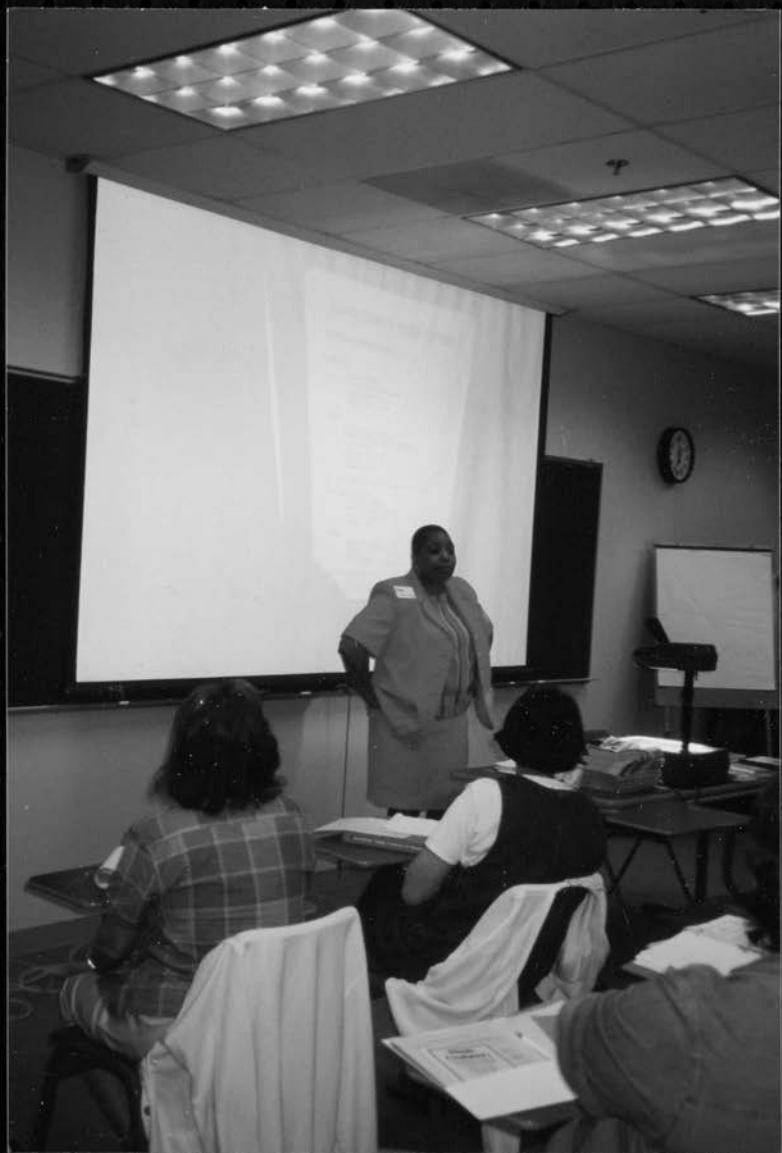
May 3, 2001

Dear Barbara Go -

Very special thanks for presenting at the 83rd meeting of the Minnesota Dietetic Association. We do so appreciate your willingness to set an ambitious agenda and share your expertise with our members. As an association we are always anxious to LEARN new information, network with colleagues, and as a result be reminded of our individual potential to contribute to the future of our professional landscape. Thank you, again, we are grateful to you and for you.

Warmly, Sue Bodin
AEC Chair





Christodays June 19, 2001

UNIVERSITY OF MINNESOTA
Extension
SERVICE

**Stearns
County**

Midtown Office Building
3400 First Street N, Suite 400
St. Cloud, MN 56303-4000

PHONE
(320) 255-6169
(800) 450-6171

FAX
(320) 255-6167

EMAIL
stearns@extension.umn.edu

WEB
www.extension.umn.edu

July 13, 2001

Barbara Jo Davis
President Ken Davis Products
4210 Park Glen Road
St. Louis Park, MN 55416

Dear Barbara Jo,

On behalf of the participants and committee members of the *Ethnic Foodways: Food Practices and Meaning Across Cultures* conference I would like to thank you for presenting *African American Cooking – "Like Mama Used to Make."*


The conference participant's were very positive about your session stating; "*Very interesting speaker. Lots of good history. Great energy. Nice tying into history/stories of slaves to current. Excellent speaker/good information –very helpful information. Well done – humorous!*"

Barbara Jo, we appreciate your sharing your time, knowledge and experience with us. Your presentation contributed to the success of the conference.

Enclosed is a token of our appreciation.

Thanks again Barbara Jo, it was a pleasure to meet you.

Sincerely,


Debbie Botzek-Linn
Extension Educator

Enclosures





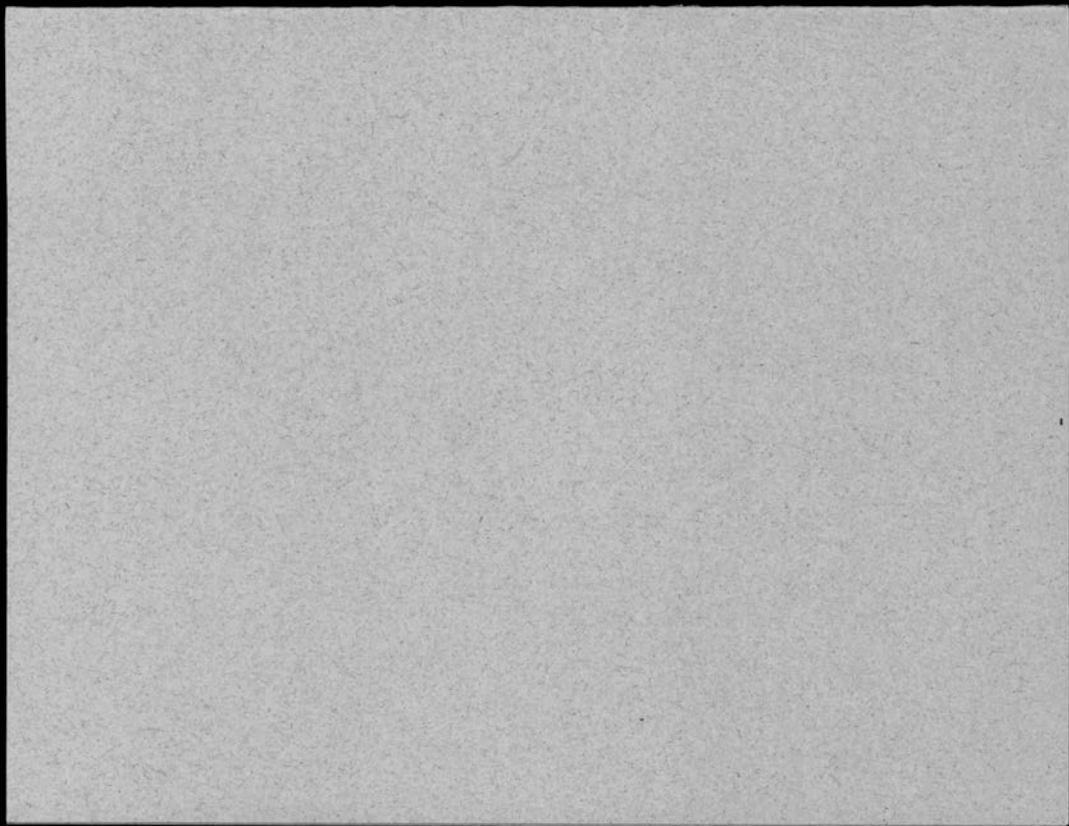
THANK YOU

Ms DAVIS —

Thank you very much for taking
time to be a part of our 20th Anniversary
celebration. I can't imagine that you've
judged a cheese sculpture contest before —
but it was a lot of fun, and we appreciate
your help and festive spirit. Thanks again!



Chris Kuhns
Acting Director



Hubert H. Humphrey Job Corps
invites you to join in celebrating the Center's
20th Anniversary

Thursday, August 9, 2001
4:30 to 7:00 PM

A Celebration of Community
Outdoor BBQ and FUN

Friday, August 10, 2001
1:30 PM

Looking Back . . . and Looking Forward
with Honored Guest
Former St. Paul Mayor
George Latimer

Reception to follow

Both events will be held at the center
1480 North Snelling Avenue
2 Blocks North of the Main Entrance of the State Fairgrounds

Any questions call Charlotte Bovee
651-647-0442 Ext. 143



HUBERT H. HUMPHREY
JOB CORPS CENTER

1480 NORTH SNELLING AVENUE SAINT PAUL, MINNESOTA 55108
(651) 642-1133 FAX (651) 642-0123



A TRW Company

January 2, 2002

Ms. Barbara Jo Davis
4210 Park Glen Road
Minneapolis, MN 55416

Dear Ms. Davis

We hope you had a lovely holiday and wishing the New Year brings you much happiness and prosperity.

Our recent Vocational Graduation at the Humphrey Job Corps Center was made extra special with your wonderful presentation. The Vocational Department extends to you our sincere appreciation for the valuable time and effort you invested in our students and Center.

Your speech was "right on" in elucidating the values of commitment and hard work. You leveraged the message we are emphasizing with our core values and service to the community. It was to the point and succinct yet commanded everyone's attention. Your example of success and the manner of which you carry yourself is a powerful model for our students. We really appreciated it.

I briefly mentioned an open invitation for you to visit our Culinary Arts Department. It would be a real treat for the students to have you "guest star" in the kitchen some time. I'll follow up with the Culinary Arts Instructors.

Thank you again, Ms Davis. Your time here was a valuable contribution to a very special day in the lives of our students.

Sincerely,

Zeb Gray
Vocational Training Manager

cc. Melanie Matthews, David MacKenzie, Kristy Steinmetz, Phil Lutgen

November 30, 2001

Dear Cheryl

How nice to hear from you! I'm excited that you have your own business, and I know you'll rise above all the challenges. Certainly you have the passion for it. Feel free to "hound" us whenever you want. Larry and I are always full of advice. And of course, we will definitely keep you on the mailing list for *Ken Davis News*.

Do you make anything that ships well? I'm hosting several parties during the Holidays; I'd love to serve desserts from Pix. (No, I'm not asking for freebies!)

At the end of October, Phyllis and I went with a group of 46 on a Greek Islands vacation. We spent 2 days in Athens, then boarded a ship to cruise to Delos, Mykonos, Rhodes, Santorini and Kusadasi. We ended the trip with 3 days in Istanbul. What a fabulous city! It has the energy of New York, but the mosques and minarets give it an exotic feel. The islands were every bit as beautiful as the pictures; we often had the feeling that we were in a postcard.

Back at the ranch, everything is business as usual. Fortunately, the food-show season has ended, at least until February. I'm starting to work on the next newsletter, working on some ideas for new products, and planning for the new year.

The Hubert Humphrey Job Corps has invited me to speak at their graduation on December 14. I haven't a clue what I'm going to say!

Cheryl, have a wonderful Holiday season. Please keep in touch.

Dear Barbara Jo,

Hello there! How are things going in Minnesota?
Your newsletter was forwarded to me from Madison,
and I am glad! I'm ordering a gift pack for
my roommate who loves to BBQ. How is business
going? Speaking of which - I've started my own!
I make european pastries and chocolates. After I
got back from France in May, I ~~to~~ moved out
here to Portland. I love it here - no snow!
Unfortunately though, the job market in the food
industry doesn't pay much out here due to a culinary
school that cranks out graduates willing to work
for \$8⁰⁰/hr. I was working at a catering company & decided
to start selling pastries at the farmer's market. After
Sept 11 I was laid off at the catering company. So
Pix Pâtisserie has become my full-time (and then some!)
job! It's a lot of work, but pretty exciting. I bought
myself a van last week for deliveries. I see you have
a website and e-mail now - I might be hounding
you for advice in the future! Well, hope all is
good with you. Keep me on the mailing list, and
if I am ever in Mpls I will stop by with some
tasty treats! Take care,

Cheryl



Les Grands Choses...AKA: Spectacular Cakes and Tarts

The Carmen Miranda ~ You have to see it to appreciate the name...fresh fruit piled high and decoratively atop a mound of pastry cream and buttery tart shell. Wear it like the performer or eat it like the rest of us - you decide!
10" dessert \$28 / 8" dessert \$20 / 4-1/2" dessert \$10

Big Cheryl's "Ghetto" Cake ~ A dense, moist cake with a touch of orange and rum, and filled with pastry cream and mixed berries. There's nothing "ghetto" about it except for the bad pronunciation of the french word "gateau!"
8" dessert \$20 / 6" dessert \$9

The Royale ~ Chocolate Mousse blankets a crisp hazelnut praline filling and dacquoise base. Grab your paper Burger King tiara and indulge yourself.
9" dessert \$30

Berry Lemon Tart ~ Classic lemon curd studded with blackberries or blueberries.
10" dessert \$20.00 / 6" dessert \$7.50

Marggie Lane's Potluck Pleaser ~ ...Or call it marjolaine if you must. Almond/hazelnut meringue with a praline buttercream and chocolate ganache. Invite the Marggie Lane to your next party and watch your popularity at the bingo hall soar!
8" dessert \$22.00

Opera ~ Never tried this classic coffee dessert? Now's your chance. Move over Tiramisu. Thin almond cake, chocolate ganache, cake, coffee buttercream, more cake, and more chocolate!
9 servings \$21.00 / 18 servings \$38.00

Les Petits Fours...Individual and mini desserts perfect for entertaining

The Pixie ~ Pistachios, almond paste, and raspberry jam are the main ingredients making up this layered concoction people can't seem to get enough of. One woman replied after her first taste, "Oh! This makes me wanna dance!" Enough said.
Bars \$2 / Mini Bars \$1.25

Drunken Cherries ~ A pyramid of almond cake hiding a cherry with a thirst for Kirsch. Topped with dab of bittersweet chocolate.
Each 1/2 Dozen \$4 (min. order 1 dozen)

La Framboise ~ A pyramid of almond cake hiding a sober raspberry.
Each 1/2 Dozen \$3.75 (min. order 1 dozen)

Nougatine Tartlets ~ A shell of caramelized sliced almonds holds your choice of filling:
Cointreau Bittersweet Ganache -or- Lemon Curd
Tartlet \$2.50 (min. order 10)

Le Petit Opera and Lemon Berry Tarts ~ The mini siblings of the Opera and Lemon Berry described above.
Opera 1/2 dozen \$9 / Lemon Berry 1/2 Dozen \$11

Coming this fall...**Chocolates** (including a limited supply of Chocolate Covered Cherries)
Don't see what your looking for? Call for info on specific requests, including birthday cakes!

**SVP, place orders 3 days in advance (1 week is appreciated!)



Minnesota Women's Political Caucus
Education Council

October 20, 2002

Barbara Davis
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

Dear Mrs. Davis,

This letter has two purposes: First, I am sending you an order and a check so that your firm can help my son-in-law celebrate his birthday.

Second, I hope that we can set up an appointment at your convenience so that I can give you the context for this invitation.

The Minnesota Women's Political Caucus Education Council would like to have you speak to a Leadership Forum during our Spring Series. Perhaps you saw the articles on our meeting this past week in both the *Spokesman-Courier* and *Insight*, when Councilmember Natalie Johnson Lee was a panelist at a forum in our fall series. The women present gave the event rave reviews.

Yours is the very first invitation we are extending for 2003, and you could select from either April 18 or March 21.

Enclosed you will find a copy of the current series brochure (rust) and one from last spring (burgundy). I have also enclosed my business card; if I have not heard from your office regarding a time for a brief appointment by the end of October, I will attempt to reach you.

We have met – but I cannot remember where!

Most cordially,

Elin Malmquist Skinner

Elin Malmquist Skinner, Chair
MWPC Education Council Forums

Cc: Tammy Tesky, Executive Director



April 18

Emmanuel Stange



Minnesota Women's Political Caucus
Education Council

January 13, 2003

Barbara Davis
Ken Davis Products, Inc.
4210 Park Glen Road
Minneapolis, MN 55416

Dear Barbara,

Thank you once again for agreeing to be our speaker at our Leadership Forum Breakfast on Friday, April 18th at the Embassy Suites in downtown St. Paul. Breakfast is served at 7:30AM, and the moderator will introduce you just before 8:00AM. We will open it up for questions after your presentation. Ember Reichgott Junge, our President, will dismiss everyone promptly at 9:00AM.

This series has attracted a whole new group of younger women, and they really want to hear the tales of those who are now leading. You are free to speak from any perspective you select; we can assure you an attentive audience.

We do need a biography from you just as quickly as you can fax it to the caucus office. We are about to go to press for the brochure for the spring series. If you prefer your name with a middle initial, or with any other change, please call the office with that addition, as well as the title you use in your business. I do not know how much the designer plans to include, but I do know she has to have the options in front of her.

In addition, we would like a picture, as closer to the time we will be doing press releases. We have had better luck with getting them printed if we have a picture.

If you have question or would like to leave messages, please call our Executive Director, Tammy Tesky, or of course leave a message on my home machine.

Most cordially,

Elin Malmquist Skinner
651-647-1485

7th St E to Jackson
Left (North) on Jackson to 10th
Right on 10th

women@mnwpc.org



www.mnwpc.org



550 Rice Street Saint Paul, MN 55103

phone 651.228.0995 fax 651.292.9417

5 17

BIOGRAPHICAL DATA

BARBARA JO DAVIS

Certified in Family and Consumer Sciences

President, Ken Davis Products, Inc.

Education:

B.A., Dietetics, University of Northern Colorado, Greeley, Colorado, 1964

Dietetic Internship, Freedmen's Hospital, Howard University, Washington, D.C.

Job History:

President, Ken Davis Products, Inc., Minneapolis, MN, since 1988

Supervisor/Manager, Betty Crocker Kitchens, Minneapolis, MN 1970-1988

Consumer Foods Home Economist, Betty Crocker Kitchens, Minneapolis, Minnesota, 1968-1970

Research Dietitian, Cox Heart Institute, Dayton, Ohio, 1965-1968

Professional/Civic Activities:

American Association of Family and Consumer Sciences, Business Unit
Chair, Membership Committee, 1992-1993

Twin Cities Home Economists in Business

Advisor, Past President, Coalition for Black Development in Home
Economics

Co-chair, Home Economics Leadership Program, 1990-1992

Minnesota Nutrition Council (President 1995-1996)

International Association of Culinary Professionals

National Association for the Advancement of Colored People (NAACP)

Secretary, Board of Directors, Stairstep, Inc.

President, VENDOR Program, Global Women's Network

Advisor, School of Extended Learning

Vice-President, Metropolitan African-American Chamber of Commerce

Hobbies:

Cooking

Fashion Design and Sewing

Travel

Collecting art by African-American and American Indian Artists

Listening to Jazz Music

KEN DAVIS PRODUCTS, INC.

Ken Davis (himself) started selling barbecue sauce from the back of a station wagon in 1970, shortly after he had decided to close the doors of his restaurant, Edina Chicken. The restaurant, which specialized in chicken and ribs for take-out, served an excellent barbecue sauce (Ken's grandmother's recipe). Ken and his wife Barbara, and whomever they could get to help, used to make and bottle the sauce at home. Finally they were able to get a bottling company to make it for them. Ken would go store to store, selling the barbecue sauce on consignment. When he got paid, he would take the money to the manufacturer, and buy another batch.

In 1972, Ken Davis Products was incorporated in the state of Minnesota. The barbecue sauce quickly became the leading brand in the state. Even today, **KEN DAVIS® Bar-B-Q-SAUCE** outsells most of its competitors in Minnesota.

The three flavors, Original, Smooth 'n Spicy, and Bold 'n Spicy, are distributed in grocery stores in Minnesota, North and South Dakota, Wisconsin, Iowa and Nebraska. Two additional flavors, Deli and Honey Mustard, are sold through food service outlets as well. The sauces are manufactured in Ankeny, Iowa, and the corporate offices are in St. Louis Park, Minnesota.

Ken Davis died in 1991. His widow, Barbara, has taken over as owner and president.

KEN DAVIS PRODUCTS, INC.

Ken Davis (himself) started selling barbecue sauce from the back of a station wagon in 1970, shortly after he had decided to close the doors of his restaurant, Edina Chicken. The restaurant, which specialized in chicken and ribs for take-out, served an excellent barbecue sauce (Ken's grandmother's recipe). Ken and his wife Barbara, and whomever they could get to help, used to make and bottle the sauce at home. Finally they were able to get a bottling company to make it for them. Ken would go store to store, selling the barbecue sauce on consignment. When he got paid, he would take the money to the manufacturer, and buy another batch.

In 1972, Ken Davis Products was incorporated in the state of Minnesota. The barbecue sauce quickly became the leading brand in the state. Even today, **KEN DAVIS® Bar-B-Q-SAUCE** outsells most of its competitors in Minnesota.

The three flavors, Original, Smooth 'n Spicy, and Bold 'n Spicy, are distributed in grocery stores in Minnesota, North and South Dakota, Wisconsin, Iowa and Nebraska. Two additional flavors, Deli and Honey Mustard, are sold through food service outlets as well. The sauces are manufactured in Ankeny, Iowa, and the corporate offices are in St. Louis Park, Minnesota.

Ken Davis died in 1991. His widow, Barbara, has taken over as owner and president.

BARBARA JO DAVIS
Certified Home Economist

Barbara grew up in a multi-cultural environment in Cheyenne, Wyoming. Since her father, Lee, was a chef, and her mother, Zelma, was a home economist, Barbara developed a love for food and cooking early in life.

Working in the Betty Crocker Kitchens of General Mills for 20 years helped to hone both her craft and her knowledge of food and cooking. There she had the opportunity to work closely with the marketing staff, and to take some classes in marketing. Several years ago she traveled to West Africa, collecting recipes along the way. **And** she cooks for fun! Visitors to her home say she is an excellent cook.

As owner and president of Ken Davis Products, Inc., she has done catering, developed new products, and even competed in the National Rib Cookoff. A major project for her is the company publication, *KEN DAVIS NEWS*, which she writes and for which she develops the recipes.

Recently she has become the spokesperson and radio personality for her company. Her latest venture is a cooking show on radio. In these roles Barbara is able to use her talent for storytelling. She studied storytelling at the Guthrie Theater in Minneapolis.

Because she believes strongly in giving back to the community, she is involved in a mentoring program at North High School, chairs the Global Women's Network board of directors, serves as secretary to the board of directors of Stairstep, Inc., and serves as an advisor to the School of Extended Learning. She is also vice-president of the Metropolitan Area African American Chamber of Commerce. In April, 2002, Barbara was named Business Home Economist of the Year by the Twin Cities Home Economists in Business.

In her spare time, she reads, sews many of her own clothes, makes jewelry, and listens to jazz music.

Barbara Jo holds a degree in Dietetics from the University of Northern Colorado.

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October 8, 2004

Barbara Jo Davis
Ken Davis Products, Inc
4210 Park Glen Road
St Louis Park, MN 55416

Dear Barbara:

We would like to extend a sincere thank you for speaking at the Carlson School this semester to Cindy Murphy's Marketing class. Interaction with professionals like you has proven to be extremely valuable to our students and has allowed us to develop and build our valued reputation.

The Carlson School's mission is to provide the highest quality education for present and future business and academic leaders, and advance the understanding and practice of management. Thanks to you and many others in the community, this mission is being fulfilled.

We are delighted you are involved in Carlson School activities and are pleased to have you as a part of our extended community. Enclosed you will find a guest speaker evaluation form and a reply envelope. We would be grateful for feedback about your experience at the Carlson School.

Best regards,



Lori Kocer
Associate Director
Alumni Services



Lawrence M. Benveniste
Dean
U.S. Bancorp Professor in Finance

LK/LMB/cb

Cc: Cindy Murphy



September 2004

Larry,

Wow! That sums up our Beef. It's What's For Dinner. booth at the Minnesota State Fair! We had a great event, with an attendance of 1.1 million people, and many of those people stopped by our booth to see what beef products were being sampled.

Thank you for providing your product for sampling at our booth. On at least four different days (I say at least - because I didn't have a system down for getting/setting out your product and informing our staff about it.) Thank you for partnering with the Minnesota Beef and Dairy Producers to help sell more Beef! Thank you, Michelle





