



Martin O. Weddington Papers.

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1987
ANNUAL CHAPTER REPORT



ZETA NU SIGMA CHAPTER
OF
SAINT PAUL/ MINNEAPOLIS, MN
GREATLAKES REGION

ZETA NU SIGMA CHAPTER

PHI BETA SIGMA FRATERNITY, INC.

1987 ANNUAL REPORT

PHI BETA SIGMA FRATERNITY, INC.

Region: Great Lakes

Report From: January 1, 1987
To: December 31, 1987

I. Membership Summary:

A. Number of Members.....	51
1. Active	37
2. Inactive.....	10
3. New.....	0
4. Reinstated.....	0
5. Transferred.....	4
B. Number of Members in Crescent Club	0

II. Number of Chapter Meetings: 12

III. Chapter Treasury:

A. Date of Most Recent Audit:	December 3, 1987
B. Name and Address of Banking Facility:	First Bank St. Paul 332 Minnesota Street St. Paul, MN 55101

IV. Chapter Officers and Committee Chairmen:

Bro. George Robinson	President
Bro. Phil Walker	Vice President
Bro Michael Branch	Recording Secretary
Bro. Lonnie Coleman	Financial Secretary
Bro. Joseph Richburg	Treasurer
Bros. McClinton Webb/ Jim Mitchell	Business Managers
Bro. Louis Porter	Chaplain
Bro. Leondias Butcher	Parliamentarian
Bro. Don McGee	Sargent-at-Arms
Bro. Jerry Blakey	Director of Publicity
Bro. Jay Watkins	Bigger and Better Business
Bro. Edward Robertson	Education
Bro. Hillary Thomas	Social Action
Bro. Darwin Marshall	Panhellenic Council
Bro. Willard Hutt	Undergraduate Affairs
Bro. Davvie Mims	

Date of Report: April 17, 1988

Report Prepared by: Bro. George Robinson
Bro. Louis Porter

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Bigger and Better Business

The Bigger and Better Business program renewed a pledge made by the Brothers of Phi Beta Sigma at the 1924 Conclave held in Philadelphia to dedicate ourselves to enhancing the development of Black enterprise and economic security. Like them, we of Zeta Nu Sigma understand there can be no freedom in a Capitalistic society unless we achieve economic security. Black people have had to cross many hurdles since they set foot on the shores of this country, some 400 years ago. Since that time, we have made significant strides towards socio-political parity with the dominant culture. However, economically we remain far behind. One of the major goals of Zeta Nu Sigma, going into the 21st century, is to narrow the gap between the economic status of minorities and other members of this community. In 1987, we took two fundamental steps towards this alternate goal, and they are as follows:

1. The Brothers felt if we are to move forward, we must have an understanding of the Free Market System. Moreover, we must become aware of how to organize and start a business. Our long-term success in this country is determined by our ability to develop our managerial skills. To gather insight into the difficult and challenging field of entrepreneurship, we consulted with Brothers within Zeta Nu Sigma. Brothers Jim Mitchell and McClinton Webb are officers of TM&M, a Twin Cities consulting firm in the area of human resource management. Brother Webb gave a seminar on *How to Start a Small Business*. He talked in detail about some of the problems they experienced during the initial phase of operation, and other on-going obstacles they face on a day-to-day basis.
2. We, as minorities in the United States, have a Gross National Product greater than many countries. However, with this great wealth, most of our investments are tied up in assets with a very low return. Recognizing this fact, we had Anita Hawks, an MBA and investment executive with Piper, Jaffray & Hopwood give a seminar on *Investment Strategies and Alternatives*.

Bigger and Better Business Seminar on Entrepreneurship

Above: Zeta Nu Sigma members listens to seminar presentation

**Above: Director of Bigger and Better Business, J. Watkins, congratulates
Brother McClinton Webb, Vice President of TM&M, for a presentation well done.**

2. Starting a New Business

Say that you are the type who can operate a business of your own. You have given attention to the overall chances for success, and have chosen the business you wish to establish. What practical problems will you face in starting the business? How much money will you need? Where can you obtain it? What form of business organization will you have? Where should you locate the business?

Cash Planning

The first question you want to answer is: How much money will I need? But this question can't be answered until several other questions are answered and several decisions are made.

To decide how much money is needed to start a business, enter all of your potential income and all of your planned expenses on a work sheet or form. One of the best forms to use is SBA's "Monthly Cash Flow Projection" shown partially on page 27. This particular form is for a retail business but several other forms are available. From these, you can easily make up your own to fit your particular business.

Even though you may feel that this kind of planning is more than you need to start a simple small business it is useful to get started with this approach to management which puts figures down in black and white. You will find the same approach valuable in an established business.

First, estimate your sales volume. This will depend on the total amount of business in the area, the number and ability of competitors now sharing that business, and your own capability to compete for the consumer's dollar. Obtain assistance in making your sales estimate from wholesalers, trade associations, your banker, and other businesspeople. Several business and statistical publications may be useful in making sales volume estimates. Check your local library for *A Guide to Consumer Markets* by The

Conference Board, Sales and Marketing Management's Survey of Buying Power, The Rand McNally Commercial Atlas and Marketing Guide, Market Guide by Editor & Publisher magazine, and the Statistical Abstract of the US, sold by GPO.

In reaching your final estimate of sales do not be over-enthusiastic. A new business generally grows slowly at the start. If you over-estimate sales you are likely to invest too much in equipment and initial inventory, and commit yourself to heavier operating expenses than your actual sales volume will justify. Since you are just starting up you might have no sales for the first few months. At any rate you can expect your first few months to be very low.

You must also determine what proportion of your sales will be cash and what proportion will be sold on credit. If you estimate that a certain portion of the sales will be on credit then you must figure when you are going to get the money for these sales. One month? Two months? More? Never? Once you have estimated the first year's cash sales and credit collections enter them in lines 2a and 2b. Total sales go in line A at the bottom.

Next, estimate how much cash will be paid out. Remember that in starting a business you may be purchasing equipment, paying fees and licenses, making deposits on lease, utilities and so on, several months before you open the door. Some of these expenses are easy to estimate. If you have decided to lease a building (more about that later) then you know what your deposits will be and how much you will have to pay out each month. You can probably get the cost of fees, licenses and utility deposits with a few telephone calls.

Other expense figures may take a little more work to get. One way is to obtain typical operating ratios for the kind of business in which you are interested. Among the sources for such ratios are Robert Morris Associates, Dun & Bradstreet, Inc., The Accounting Corp. of America, trade associations, publishers of trade magazines, specialized accounting firms, industrial companies (for example, National Cash Register Co.), and colleges and universities. The typical ratios for your type of business multiplied by your estimated sales volume will serve as bench marks for estimating the various items of expense. However, do not rely exclusively on this method for estimating each expense item. Verify and modify these estimates through investigation and quotations in the particular market area where you plan to operate.

Don't forget to pay yourself too. You may need money to live on if you have to quit your job. If your spouse is working and can support the family for a while you may not have to withdraw money from the business. The longer you can go without taking money out, the quicker you will build up a strong cash position.

Now that you have estimated your cash receipts and expenses, write down the amount of cash you will put into the business to start. This goes on line 1 in the example below. Next, add lines 1 and 2 for the first month to get line 3. Then add up all of the expenses to get line 5. Subtract line 5 from line 3 to get line 6. This cash at the end of month 1 then goes to line 1 for the beginning of the next month, and so on.

If you continue this for the entire year, very soon you will find you have negative numbers or a negative cash flow. About this time you will also realize that you should be working on this form with a pencil that has a good eraser.

Let's see what a simple forecast for a few months might look like:

	April	May	June	July
1) Cash on Hand	4000	1700	500	(200)
2) Cash Receipts	0	1000	1500	3000
3) Total Cash Available	4000	2700	2000	2800
4) Cash Paid Out				
Purchases	2000	2000	2000	2000
Rent	200	200	200	200
Deposits	100			
5) Total Cash Paid Out	2300	2200	2200	2200
6) Cash Position	1700	500	(200)	600

Rating Scale for Personal Traits Important to a Business Proprietor

Instructions: Read each question. Place a check mark on the line above at the point closest to your answer. The check mark need not be placed directly over one of the suggested answers if your rating lies somewhere between two answers. Be honest with yourself.

Are You a Self-Starter? _____	I do things my own way. Nobody needs to tell me to get going.	If someone gets me started, I keep going all right.	Easy does it. I don't put myself out until I have to.
How Do You Feel About Other People? _____	I like people. I can get along with just about anybody.	I have enough friends and I don't need anybody else.	Most people bug me.
Can You Lead Others? _____	I can get most people to go along with me without much difficulty.	I can get people to do things if I drive them.	I usually let someone else get things moving.
Can You Take Responsibility? _____	I like to take charge of and see things through.	I'll take over if I have to, but I'd rather let someone else be responsible.	There's always some eager beaver around waiting to show off. I say, let him.
How Good An Organizer Are You? _____	I like to have a plan before I start. I'm usually the one who lines things up.	I do all right unless things get too complicated. Then I may cop out.	I just take things as they come.
How Good a Worker Are You? _____	I can keep going as long as necessary. I don't mind working hard.	I'll work hard for a time, but when I've had enough, that's it!	I can't see that hard work gets you anywhere.
Can You Make Decisions? _____	I can make up my mind in a hurry if necessary, and my decision is usually O.K.	I can if I have plenty of time. If I have to make up my mind fast, I usually regret it.	I don't like to be the one who decides things. I'd probably blow it.
Can People Trust What You Say? _____	They sure can. I don't say things I don't mean.	I try to be on the level, but sometimes I just say what's easiest.	What's the sweat if the other fellow doesn't know the difference?
Can You Stick With It? _____	If I make up my mind to do something, I don't let anything stop me.	I usually finish what I start.	If a job doesn't go right, I turn off. Why beat your brains out?
Can You Keep Records? _____	Since they are needed I'll keep records even though I don't want to.	I can, but it's more important to get the work out than to shuffle numbers.	I would rather hire an accountant to keep records for me.

Table 1. Profitability for Selected Lines of Smaller¹ Business for the Year 1980

Line of Business	Percent Return on Investment ²			Line of Business	Percent Return on Investment ²		
	Upper quartile ³	Median	Lower quartile		Upper quartile ³	Median	Lower quartile
Coating, engraving and allied services	56.6	27.0	14.0	Feed and Seed, farm and garden supply	69.0	25.3	3.9
Commercial Printing (except lithographic)	44.6	20.6	-8.5	Floor coverings	55.9	31.3	13.0
Commercial Printing Lithographic	67.3	37.0	18.9	Flowers	80.3	24.7	7.9
Machine Shops—Jobbing and Repair	82.2	52.3	24.3	Furniture	56.9	25.3	4.6
Miscellaneous Plastic Products	61.5	30.4	13.0	Groceries and meat	81.6	44.4	7.1
Special dies and tools, die sets jigs and fixtures	49.1	21.6	6.2	Hardware stores	37.9	16.1	0.0
Wholesaling	71.6	23.4	11.2	Household appliances	64.7	26.7	4.0
Automotive equipment	67.9	43.4	22.7	House trailers	86.4	39.3	6.5
Air conditioning, heating and refrigeration equipment and supplies	63.4	25.0	10.5	Jewelry	55.2	31.0	16.8
Building materials				Liquor	72.8	30.7	7.1
Electrical supplies and apparatus				Lumber yards	41.7	21.5	7.9
				Men's and Boys' clothing	32.3	10.7	1.6
				Musical instruments and supplies	62.5	14.6	3.7
				Office supplies and equipment	60.9	33.6	17.7
				Radios, televisions and record players	80.7	26.8	12.1
				Restaurants	90.6	43.2	15.7
				Shoes	76.5	29.5	7.5
General merchandise	44.6	22.1	3.4	Sporting goods	37.3	17.2	2.6
Heavy commercial and industrial machinery and equipment	66.4	33.6	18.6	Servicing			
Hardware and paints	54.8	23.1	6.5	Advertising agencies	89.6	37.8	2.2
Industrial chemicals	44.1	26.1	-0.9	Auto and truck rental and leasing	81.3	35.7	18.8
Jewelry	41.4	19.3	3.7				
Lumber and millwork	52.3	18.4	2.3				
Meats and meat products	35.3	22.2	11.0				
Metal products (except scrap)	55.9	21.4	11.9				
Mill supply houses	94.6	31.2	17.5				
Wine, liquor and beer	64.3	37.1	9.5				
Retailing							
Automobiles, new and used	29.8	14.7	0.0				
Drugs	66.7	25.5	9.2				
Family clothing stores	41.2	19.0	2.8				

1. The ratios of only those businesses with total assets under \$250,000 are quoted here.

2. The amount of net profit before taxes divided by tangible net worth. This ratio expresses the relationship between the owners' share of operations before taxes for the year and the capital already contributed by the owners.

3. These are not averages but rather are shown as the upper quartile, median and lower quartile figure. Ratios presented in this manner preclude the undue influence of extreme ratio values which would result if merely an average ratio figure were presented. Also, and more importantly, they give you some idea of the "spread" or range of ratio value in each case.

Source: Robert Morris Associates, Philadelphia National Bank Building, Philadelphia, Pa., 19107. Fiscal years ending 6/30/79 through 3/31/80.

**Bigger and Better
Business Financial
Planning Seminar**

**Above: Anita Hawks, financial analyst,
discusses investment strategies.**

**Left: President, George Robinson and Director
of Bigger and Better Business, J. Watkins with
Anita Hawks.**

Social Action

The Social Action Program has, from its beginning, concerned itself with improving the general well-being of minority groups. In keeping with the fraternity motto "**Culture for Service and Service for Humanity**," the Social Action Program has generated projects that will be carried out on an annual basis. We seek to strengthen the Sigma man's understanding of his particular responsibilities through which positive change can be achieved. The projects are as follows:

Food Shelf

Minority, low-income and other disadvantaged people urgently need food shelf service. It is recognized that the needs of all disadvantaged persons are equally serious, and this program is designed to provide the supportive service to agencies that cater to the needs of anyone who needs them. The program is further geared to citizens of all ages. By providing the service, this program will help eliminate the problems of hunger by black families. The program requested that all Phi Beta Sigma Inc. members and their guests be required to bring non-perishable food items at designated social events of Phi Beta Sigma Fraternity, Inc. This year, we collected during a June "Summer Madness" dance.

Totem Town

Totem Town is an institution designed to retain boys who have committed misdemeanor crimes against society. It also teaches them social values. Each year Zeta Nu Sigma Chapter presents a workshop for the benefits of the boys being retained at this institution. The workshop is presented so as to work within and with the guidelines of the institution. This is a one-day event that is presented in the form of group and one-on-one discussion of social values and mutual respect for mankind. This information and interaction provides an opportunity for these boys to get a realistic look at the real world and expose them to some of the tenets of our fraternity. Hopefully, by reaching a percentage of those boys confined, we will have assisted in the reforming of individuals, as well as assisted in the making of a better and safer community in which to live. This 1987 project took place on September 27.

United Negro College Fund Telethon

Believing the United Negro College Fund slogan, "a mind is a terrible thing to waste," Zeta Nu Sigma Chapter gave its support and talent to this year's annual telethon.

The telethon raises money for several private, historically black colleges and universities. Proceeds from the annual event help UNCF schools keep tuition low, because almost 90% of the students attending the schools require financial assistance. Zeta Nu Sigma believes the value at a college education cannot be understated. Education provides people with the skills necessary to cure illnesses, resolve conflicts and to understand the different cultures of the world. We believe if students are willing to put in the time and effort to earn a degree, then society should do its best to provide the opportunities for them to excel. This is what the telethon is all about. The 1987 telethon took place on December 26.

Special Olympics

The purpose of this annual (1987 marked the 8th year) and special affair is to allow the handicapped to participate in events that would be rewarding, and to build confidence and character (for both the Olympian as well as the volunteer).

This program is sponsored by the Minnesota Special Olympics, Inc. in conjunction with Honeywell Corp. Special Olympics was created by the Joseph P. Kennedy, Jr. Foundation.

Zeta Nu Sigma Chapter entered this program with the Pi Eta Chapter in 1987 as volunteers with the special olympians. The Chapter response from the brochures was good. The program for the day started at 7:45 a.m. and ended at 2:30 p.m.

The scheduled of events went as follows:

7:45 - 9:00 a.m.	Registration/friend for a day intro
8:30 - 9:45 a.m.	Opening ceremonies
10:00 - 2:45 p.m.	Olympics events/tent city*
11:00 - 1:30 p.m.	Lunch
2:00 - 2:15 p.m.	Presentation of commemorative family day medals

* Olympic events consisted of:

- | | |
|--------------------------|------------------|
| - Track and field events | - Softball Throw |
| - Bowling | - Frisbee Throw |
| - Soccer | - Others |
| - Wheel Chair race | |

These events were done by the Olympians with abilities that ranged from totally disabled to mildly handicapped. As a result, the volunteers (Brothers) as well as participants were inspired.

The Brothers who participated as volunteers are as follows:

Keith Anderson
Bill Butchee
Lonnie Coleman
Willard Hutt

Phil Walker
Noel Wheeler
*Several visiting Brothers

In summary, all of the Brothers who participated agreed that the Special Olympics' Day was a very sobering and educational experience when viewing people who are handicapped in action.

Social Action Totem Town

**Left: Brother Don McGee
interacts with juveniles
at Boys Totem Town.**

**Left: Brother Otis Clark
interacts with juveniles
during recreation
activities.**

**Left: Brother George
Robinson and Brother Ed
Robertson observe
recreation activities.**

Social Action The United Negro College Fund Telethon

**Top and Bottom: Graduate
and undergraduate members
answer phones during
telethon.**

**Center: Zeta Nu Sigma
members pictured at UNCF
office in Minneapolis.**

THE NEW LOU RAWLS PARADE OF STARS

To Benefit
The United Negro College Fund

1350 Nicollet Mall
Suite 104E
Minneapolis, MN 55403
(612) 871-3533

January 19, 1988

Dear Friend:

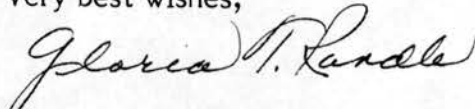
On behalf of the United Negro College Fund, I'd like to extend sincere thanks to you for your fine support of the UNCF Telethon December 26.

Your participation was very special, and helped immensely in putting this complex effort together. Though our toteboard figures did not reach as high as we might have wished, we are confident that next year the Mpls/St. Paul Telethon will exceed expectations. With a new Area Director appointed as of January 1, better publicity and organization, and concerted efforts by volunteers like you, how could it not?

Projections from New York indicate that the Telethon will exceed its national goal of \$10.5 million when all pledges are counted, and this is indeed great news.

We sincerely hope that you will work with UNCF again in 1988, and thank you again so much for your invaluable assistance on the 1987 Telethon.

Very best wishes,



Gloria T. Randle
1987 Telethon Consultant

GTR/ss

Social Action

SPECIAL OLYMPICS

**Brother Phil Walker and undergraduate Brother Tim Wilson
take a minute to be photographed with Special Olympic
participants.**

Education

The Education program for Zeta Nu Sigma Chapter in 1987 focused on using the membership as role models for minority youth. Zeta Nu Sigma promoted scholarship and post high school education to all students involved with chapter education activities.

Career Day

The Chapter, in conjunction with St. Paul's Central High and the Martin Luther King Center, developed a Career Day for the freshman and sophomore classes. The objective was to introduce career choices early in the students' lives. Brothers from the Chapter volunteered, with their management's approval, a portion of their normal workday to this effort. Sigmas from the fields of engineering, communications and business explained their job functions and the educational requirements required to pursue these professional areas.

Participating Brothers were:

E Robertson	J Mitchell	J Cheetham
S Nero	J Price	M Beecham
L Porter II	A McCarty	M Branch

UNCF Scholarship

The Chapter donated funds from past scholarship drives to promote a return to black colleges among Twin Cities black students. A total of \$500 was donated to the Director of the UNCF-St. Paul/Minneapolis office from Zeta Nu Sigma Chapter. Scholarship Fund and UNCF Fundraiser dollars were used.

Annual Scholarship

An on-going project with St. Cloud State University to increase minority enrollment was again instituted. St. Cloud State, in the past, has had a concentrated effort to recruit and graduate Twin Cities black students. Zeta Nu Sigma feels students attending this program are given the needed special attention to be successful in this setting. A matching scholarship of \$1,000 was awarded to a St. Paul Central High student. The scholarship award was based on an achievement point system developed by Brother J. Randle, a recruiter for the university. The scholarship selection committee members were Brothers:

J Randle	E Robertson
G Robinson	W Hutt



SAINT PAUL PUBLIC SCHOOLS

CENTRAL HIGH SCHOOL

CENTRAL MINORITY EDUCATION PROGRAM

275 N. Lexington Parkway St. Paul, Minnesota 55104 Telephone (612) 645-9217

December 10, 1987

Dear Ed,

This is an over due thank you note for your work in the planning and implementation of our Career Rap Program last April. The men of Phi Beta Sigma deserve a special thank you for their dedication, dependability and concern that made the session so valuable for our students.

The brothers of Phi Beta Sigma made fine presentations at the event and managed to keep the attention of the students....not always an easy task. They are to be complimented.

We will be cooperating with The Loft Teen Center in January to present a Black College Mini-Fair. I hope you will be able to lend your assistance to this program too. Stacy Williams will be in touch with you and the fraternity.

Let me thank you and the men of Phi Beta Sigma again for the interest and help.

Sincerely,

Katie McWatt, Director
Central Minority Education Program

kmcw/le

CAREER PANELS

Business

Abraham McCarty	St Paul Companies
John Price	Control Data
Jim Mitchel	TM Enterprise

Communications

Carolyn Brookter	KSTP Television
Louis Porter	St Paul Dispatch/ Pioneer Press
Mark Beecham	Technical Writer

Engineering

Sam Nero	Control Data
Michael Branch	Magnetic Corp.
James Cheet	Dept./Transportation
Edward Robertson	Northern States Power

Human Services

Melvin Carter	St Paul Police Dept.
Kim White	Ramsey County Human Services
Willie Nesbit	Lakewood Community College

Keynote Speaker Yusef Mgeni

Program Officer
Norwest Foundation

Planning Committee

Edward Robertson

Co-founder of Zeta Nu Chapter
Phi Beta Sigma Fraternity, Educa-
tion Chairperson

Mildred Brunson

Staff person, Hallie Q. Brown, Inc.

Katie McWatt

Staff person, Central Minority Ed
Program, Central High School

Sponsoring Organizations

Phi Beta Sigma Fraternity, Inc.

Founded in 1914 at Howard University in Washington D.C. This is a predominately Black male fraternity and has a total membership of 65,000 men, nationally and internationally. The organization is committed to academic excellence and provides academic scholarships to students through the Educational Foundation.

Hallie Q. Brown, Inc.

Now operating the Martin Luther King Center, Hallie is one of the pioneer social work community centers in the Black community. A variety of programs are offered at the Center and many agencies are housed in the building. HQB also offers a day care facility to families.

Central Minority Education Program

CMEP is a program designed to increase and improve the educational and career opportunities for Black, and other non- white students at Central High School. The program was started with a grant from the St. Paul Foundation and is now funded from District funds.

JOINT PAUL CRISTIAN HIGH

PRESENTS:

CAREER

RAP

"TALK TO PROFESSIONALS ABOUT
THE FUTURE"

April 29th MARTIN LUTHER KING CENTER

— SPONSORED BY —
PHI BETA SIGMA FRATERNITY
HALLIE Q. BROWN CENTER
C.M.E.P

ST. CLOUD STATE UNIVERSITY



Office of Admissions

St. Cloud, Minnesota 56301
612/255-2243

June 15, 1987

Ed. Robertson
325 St. Albans
St. Paul, MN 55104

Ed:

Enclosed is the outline of criteria for awarding the Phi Beta Sigma Scholarship. Note the point breakdowns...this should ensure that it will be awarded on a consistent basis each year. If you have any questions, please let me know.

Also, I have identified the student to receive the award this year; James White, he is from Robbinsdale Cooper High School. The point breakdown is as follows:

4	points	G.P.A. (Rank)
3	points	Twin Cities Area
5	points	Afro-American
3	points	Participation
2	points	Financial Need
<u>17</u>	points	Total

I will be contacting you regarding the reception that we spoke about. Take care.

Sincerely,

A handwritten signature in cursive script, likely belonging to James A. Randle.

James A. Randle
Admissions Representative

JAR:ss
Enclosures

CRITERIA FOR AWARDING PHI BETA SIGMA SCHOLARSHIPS

1. Minimum G.P.A. = 2.30 or top 50% of graduating class

1 point = 2.30-2.63 G.P.A. or 50-59 percentile
2 points = 2.64-2.97 G.P.A. or 60-69 percentile
3 points = 2.98-3.31 G.P.A. or 70-79 percentile
4 points = 3.32-3.65 G.P.A. or 80-89 percentile
5 points = 3.66-4.00 G.P.A. or 90-99 percentile

2. Student should graduate from Twin Cities area high school

3 points

3. Student must be Afro-American or third world student who has American

citizenship status

5 points

4. Demonstrate Leadership through civil, community, or extra-curricular activities

1 point = participation in one activity
2 points = participation in one activity and has held office
3 points = participation in two activities
4 points = participation in two activities and has held office
5 points = participation in more than two activities and has held office

5. Demonstrate a financial need

1 point = has very little need
2 points = has need but will survive
3 points = will need every source of assistance possible

Founder's Day Banquet and Blue and White Ball

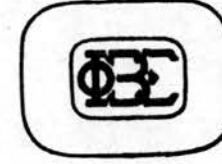
On January 16, 1987, Zeta Nu Sigma had the pleasure of hosting their very first Blue and White Ball. This ball was held in conjunction with our annual Founder's Day Banquet.

This formal occasion was held in downtown Minneapolis at the Holiday Inn Crowne Plaza. The evening began with a formal reception from 6:00 - 6:30 p.m.; dinner from 6:30 - 7:30; banquet from 7:30 - 9:00 and concluded with the Blue and White Ball from 9:00 - 1:00 a.m.

Our keynote address was presented by Brother Frank Wilderson. Brother Wilderson is currently Vice President of Student Affairs at the University of Minnesota. His message included many positive aspects of our fraternity purpose. He also shared with us his insight on our future as black people and how we must come together and build on each other.

The Blue and White Ball was very successful. Each member was presented with the fraternity flower and, at midnight, our guests were enlightened with our traditional grand march and the singing of the fraternity hymn. Entertainment was provided by pianist Billy Washington and our fraternity DJ, Brother Percy Wade.

Zeta Nu Sigma feels privileged to have had the opportunity to celebrate Founder's Day by saying thank you to members and friends who dedicated their personal time and effort in supporting our Chapter's cause. This occasion also kicked off the beginning of a new year of programs and projects for the Chapter. The 1987 theme for our Chapter was presented on this occasion as: **PHI BETA SIGMA - THE BEST THAT WE CAN BE.**



PSI BETA SIGMA FRATERNITY, INC.

Founder's Day Banquet

January 16, 1987

PROGRAM

WELCOME *Bro. Robert Jones*
Vice President

HISTORY *Bro. Bill Butchee*

**INTRODUCTION
OF SPEAKER** *Bro. Wilbert Hutt*

SPEAKER *Bro. Frank Wilderson*
V.P. of Student Affairs
University of Minnesota

AWARDS & RECOGNITION *Bro. David Mimms*
Bro. Jerry Blakey

REMARKS *Bro. George Robinson*
President

**EXECUTIVE BOARD
FOR THE 1987 ADMINISTRATION**

President *Bro. George Robinson*

Vice President *Bro. Phil Walker*

Secretary *Bro. Mike Branch*

Treasurer *Bro. Joe Richburg*

Recording Treasurer *Bro. Lonnie Coleman*

FOUNDER'S DAY COMMITTEE

Bro. Robert Jones - Chairman

Bro. Bill Butchee

Bro. Ed Robertson

Bro. Jay Watkins

Bro. Lee Butcher

Bro. Jerry Blakey

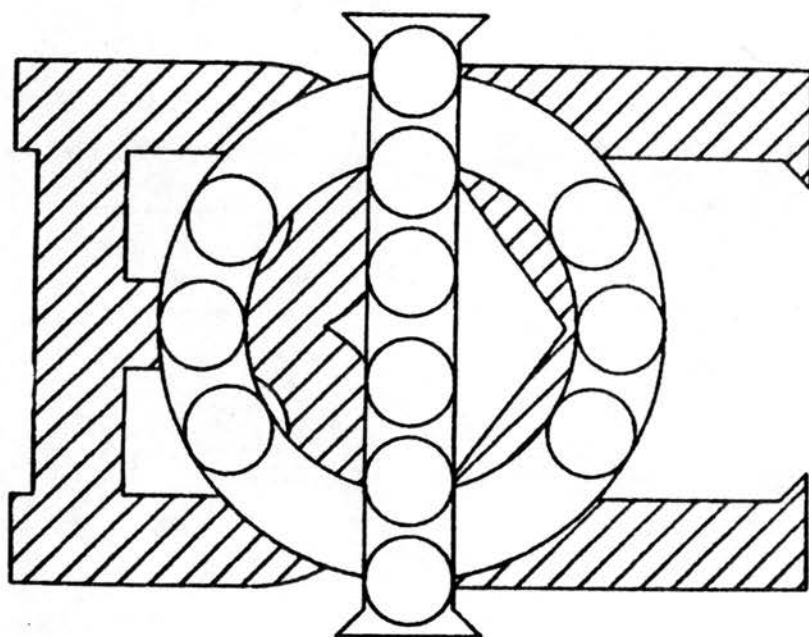
Bro. Hillary Thompson

Bro. Ronald Collier

Bro. Mark Beechham

**"CULTURE FOR SERVICE
AND SERVICE FOR HUMANITY"**

**ZETA NU SIGMA CHAPTER
OF
PHI BETA SIGMA FRATERNITY, INC.**



"Our Cause Speeds On It's Way"



*Founder's Day Banquet
January 16, 1987*

Founder Day Banquet and Blue and White Ball

**Above: Keynote speaker, Brother Frank Wilderson
gives Founders Day Message.**

**Above: President of Panhellenic Council presents
the overall winning fraternity trophy
to Phi Beta Sigma**

Founder Day Banquet and Blue and White Ball

**Above: Zeta Nu Sigma members and guest
at Blue and White Ball**

**Above: 1986 Sigma Man of the Year, Brother Ed Robertson,
keynote speaker, Brother Frank Wilderson and
President, George Robinson.**

SIGMA MAN OF THE YEAR

Annually Zeta Nu Sigma awards the Brother or Brothers who in the past year exemplified excellence in overall Chapter activity. During the 1987 Founder's Day celebration, Brother Edward "Ed" Robertson was given recognition as the Chapter's 1986 SIGMA MAN OF THE YEAR.

Brother Robertson in 1986 served as the Chapter's Director of Education. A major association between Zeta Nu Sigma and St. Cloud State is attributed to Brother Robertson's efforts.

His profile is as follows:

Home:	Houston, Texas
Education:	Prairie View University 1972
Married:	Mrs. Juanita Robertson
	Two children; Angela 15 and Marcus 7
Profession:	Marketing Engineer
	Northern States Power Company
Chapter	
Accomplishments:	<ul style="list-style-type: none">- Cofounder Zeta Nu Sigma Chapter- Past State Director Minnesota/Wisconsin- Chapter President 1977-79- Active member of Phi Beta Sigma 16 years

Zeta Nu Sigma salutes Ed!!!

SIGMA
MAN OF THE YEAR AWARD

Annually brothers of Zeta NU Sigma Chapter will award the brother or brothers who in the past year who has exemplified excellence in overall Chapter Activity.

The award will be given in conjunction with Founders Day Activities. Brother's eligible for this award must be a minimum financial on the local level. No brothers will be allowed to win this award in consecutive years.

SELECTION PROCESS

The President of the Chapter will appoint a Director for this Ad Hoc Committee. The Committee will consist of all board members. The Director will call meeting or at a regular board meeting distribute a selection and tally sheet showing eligible brothers and the criteria for man of the year award. Each member of the Committee will review the sheet giving one point in each are of worthy of mention involvement for qualifing brother.

The points will be totaled and the winner announced per the highest score.

St. Paul/Minneapolis Panhellenic Council Competition

Since 1980, the local Black Greek Panhellenic Council has sponsored an all Greek competition. All Black Greek fraternities and sororities in the Twin Cities were eligible to enter. The events included bowling, volleyball, basketball and parlor games.

Phi Beta Sigma was well represented in each event. Zeta Nu Sigma Chapter placed first in bowling, first in basketball, second in volleyball and third in parlor games.

The purpose of these events were to give Greek letter organizations the opportunity to network and experience competitive unity. The Panhellenic Council consists of two representatives from each fraternity and sorority within the Twin Cities.

Fraternity Picnic

Every summer, members of Zeta Nu Sigma and their families enjoy a summer day in the sun. The annual fraternity picnic was held in June. This event gave members the opportunity to interact with other members and their families. The day consisted of many fun games, music and, of course, FOOD!

Panhellenic Council Fraternity/Sorority Competition

**Top: Basketball action
between Phi Beta Sigma
and Kappa Alpha Psi.**

**Center: Phi Beta Sigma
team and members pose for
a picture after winning the
basketball championship
by a score of 87-61.**

**Bottom: Team members
take time out during
basketball game to discuss
strategy.**

Fraternity Picnic

Above: Fraternity members and guests
enjoy summer sun.

Above: Fraternity members children enjoy
sun as well.

UNCF Fundraiser Dance

The purpose of our Third Annual UNCF Fundraiser Dance was to continue our commitment to serving the community. On August 14, 1987, Zeta Nu Sigma held their annual fundraiser for the second year in a row at Spazzo Restaurant located in downtown St. Paul.

As usual, the men of Sigma acted as good hosts by providing a variety of entertainment for our guests. The evening included Casino games, dancing, several raffles and a high stepping step show by our undergraduate chapter.

During the course of the evening, Area Director of UNCF, Gloria Randle took a moment to thank Zeta Nu Sigma for their continuing support of the United Negro College Fund.

Many of Zeta Nu Sigma's members attended black colleges such as Morris Brown College, Tuskegee University, North Carolina A&T, Prairie View A&M, Southern University and Grambling. As we continue to realize and appreciate the educational opportunities extended to our youth through the United Negro College Fund, it becomes more and more important for us to continue the support of black colleges.

One of Phi Beta Sigma's major programs is education. Therefore, it is very much appropriate for Zeta Nu Sigma to play an active role in promoting such a positive program developed for educating our youth.

A portion of the proceeds generated from this event was donated to UNCF during the live local broadcast of the Lou Rawls Parade of Stars UNCF telethon.



PHI BETA SIGMA FRATERNITY, INC.

PRESENTS

**THE 3rd ANNUAL
FUTURE IS YOURS DANCE!!**

**Friday, August 14th, 1987
8:00PM — 1:00AM**

**PHI SIGMA FRATERNITY, INC.
in Conjunction With
THE UNITED NEGRO COLLEGE FUND
&**

**SPAZZO CAFE and RESTAURANT
214 E. 4th Street
St. Paul, MN 221-1983**

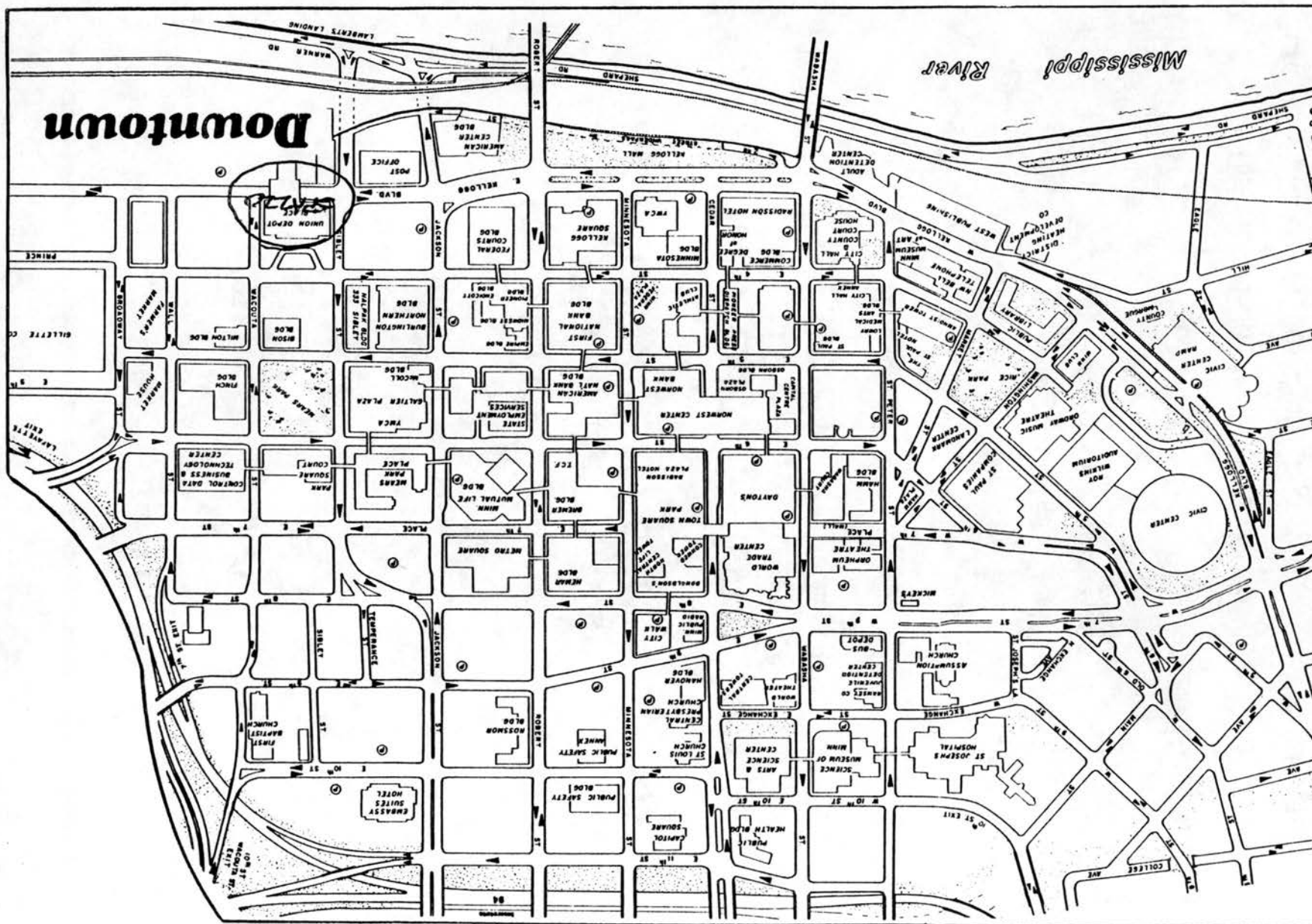
FEATURING: Hot Rhythm & Soul!!
Soulful Step Show!!
Casino Games

Black Jack—Roulette—Craps Table

PRIZES!!

REMEMBER: "A Mind is a Terrible Thing to Waste."

Tickets \$5.00 Advance/\$6.00 at the Door
Purchase Tickets at Northern Lights or Sensational Records
Information: 221-1983/871-3533



United Negro College Fund Fundraiser Dance

Left: Patrons enjoying
themselves at the dance.

Left: Director of UNCF,
Goria Randle, gives a few
words of thanks.

United Negro College Fund Fundraiser Dance

Above: More scenes from UNCF dance.

Above: Undergraduate members entertained patrons at UNCF dance by delivering a Blue and White step show!

Reactivation 1987

Zeta Nu Sigma Chapter has a membership roster of over 51 Brothers located in Minneapolis/St. Paul area. As a commitment to Phi Beta Sigma, our Chapter annually promotes reactivation for Brothers. We understand that a Chapter, without financial members, cannot promote the national headquarter's goals. The Reactivation Committee for 1987 included Brothers Lee Butcher and Ed Robertson. The goal for 1987 was 10% increase in active members over the 1986 numbers. The campaign was successful, a total of 37 Brothers were financial for local activities and ten Brothers participated in national/regional activities.

ZETA NU SIGMA
CHAPTER

P.O. BOX 263
MPLS., MN 55440

Subject: 1987 Chapter Membership Campaign

Dear Brothers:

Zeta Nu Sigma and the national body needs your membership contribution. Your membership payment for 1987 is due December 31. The fees for this year are:

Reinstatement	- \$12.50 (1986 non financial members only)
National	- \$50.00
Regional	- \$20.00
Local	- \$30.00

Your becoming financial nationally will give us the voting power at the 87 Ohio regional meeting for the chance to host the 88 regional. Those of you who were with us in 83 remember the fun and financial reward this chapter gained from hosting the regional meeting that year.

Locally we are closing a great year and planning a better than ever upcoming one. This year we made major steps in all programs. We have a pledge program in full gear with six new Brothers about to cross the sands into Sigma. Donations to sickle cell, U.N.C.F. and to a young man's college education were made. When Brothers had emergency financial needs, Sigma even helped. To maintain this momentum next year, Zeta Nu Sigma Chapter needs you and your financial backing. A mear \$30.00 locally brothers is a small fee for what your chapter does to help external and internal causes.

Your directors intend that you get something for your membership, so dig in and invest in Sigma. Locally and nationally. A special next year to all local members in 87 will be a copy of the regional report, a verbal and pictorial account of the past years events. "Maybe even a picture of you in action." Also, all financial brothers will be exempt from charges at chapter sponsored frat activities. Nationally, mailing of information has been upgraded excellently.

Don't miss this opportunity to have a voice in chapter issues. The November 7th regular meeting will be a good time to initiate your payment.

The campaign director for this year's membership drive will be Brother Ed Robertson with Brother Lee Butcher assisting. Please be prepared to discuss with us your payment plans when we contact you. Don't miss any part of this 87 year of excitement. Get involved, become financial, redicate yourself.

Fraternally,



Brother Ed Robertson
Campaign Director
330-5921

Delegates at Sigma Conventions

**Left: Delegate Brother
Michael Branch meets
National President, Moses
McClendon at National
Convention in Kansas City.**

**Left: Delegate Brother
Louis Porter poses with
Regional Director, Curtis
Clingman at State Cluster
meeting in Milwaukee,
Wisconsin.**

Chapter Statement

Since the founding of Zeta Nu Sigma Chapter in June 1977, membership has grown from seven Brothers in 1977 to fifty-one Brothers in 1987. As our membership has grown, so has our objective to support and exemplify the fraternity's high ideals of *Brotherhood, Scholarship and Service*.

Our year began with a strong effort to increase membership. This effort brought on a local financial membership of 37 Brothers. This count was the highest in our Chapter's history. Because of this strong financial base, we were able to host our first annual Blue and White Ball.

The Blue and White Ball's theme was linked to our Founder's Day celebration. Each financial member was able to invite ten guests free of charge. This served as our expression of saying "thank you" to many of our friends and associates who supported Zeta Nu Sigma throughout the years.

All of our Chapter's efforts for the past ten years has been centered around our national programs of Education, Bigger and Better Business and Social Action. In 1987, we continued to support these programs.

In Education, Zeta Nu Sigma hosted a Career Day at one of the Twin Cities predominantly minority high schools. This program was well attended and accepted by the students and faculty. Also, annually, Zeta Nu Sigma gives a scholarship grant to an area high school student. This year's grant was \$1,000.

In Bigger and Better Business, Zeta Nu Sigma offered its members two workshops. These workshops were selected based on the member's interest. Topics presented were "Entrepreneurship" and "Financial Planning."

The majority of our efforts were placed in Social Action. Zeta Nu Sigma was involved with several community projects. We continued to support our major projects with the United Negro College Fund and Boy's Totem Town (detention school for juveniles). A new project supported by Zeta Nu Sigma and Pi Eta (undergraduate chapter) was the Minnesota Special Olympics. Members of both chapters served as chaperones and buddies to the handicapped participants. This experience was both rewarding and touching.

For ten years, our Chapter has grown and prospered in many ways. However, strong participation from the entire membership is needed. Our Chapter needs more leaders to stand out and volunteer for leadership roles. Our Chapter must also take an active role on both the regional and national levels. To date, this has not been accomplished.

Even though our programs and objectives were accomplished in 1987, participation and leadership were not so evident. In order for ideas and objectives to grow, we must become involved individually and share our strengths. Consistently, the same few Brothers took leadership roles. Zeta Nu Sigma needs everyone! Phi Beta Sigma needs everyone! This will be the only way we can continue to grow for the future.

Fraternally submitted,

George W. Robinson
1987 President

TO: MEMBERS OF ZETA NU SIGMA

FROM: GEORGE ROBINSON
PRESIDENT

DATE: JUNE 4, 1987

RE: STATUS OF CHAPTER

Brothers! We are heading into the second half of our calender year 1987.

During the first six months, we hosted three successful activities.

However, I am concern about our chapters future. I am not seeing the consistent participation from members of our chapter. We started the year on a high note with our Founder's Day Dinner and our First Blue and White Ball. This occassion brought Zeta Nu Sigma together in numbers like never before. Unfortunately, this reunion did not last long. Another successful event was our Career Day program held in April. This activity was chaired by Bro. Ed Robertson. Many brothers played an active role with this program.

Again, because we participated in numbers, this activity was a great success!

I would like to take this time to thank all the brothers you have played an active role in projecting our theme, "Phi Beta Sigma-The Best That We Can Be."

Attendance at monthly meetings have been low. Brothers, our monthly meetings are held in order to give our chapter direction. Let's take this opportunity to commit ourselves to fulfilling our obligation not only as members but as active members who are concerned about the welfare of Phi Beta Sigma. We have six months remaining in this year. There are several programs remaining on our 1987 calender. ZETA NU SIGMA NEEDS YOU!!

"PHI BETA SIGMA - THE BEST THAT WE CAN BE"

ZETA NU SIGMA CHAPTER
PHI BETA SIGMA FRATERNITY, INC.

Membership Roster

<u>Name</u>	<u>Address</u>	<u>Phone/Home/Work</u>
William Ackre Educator		
Pearl Barner II Psychologist	1167 Juliet Avenue St. Paul, MN 55104	698-9429/
* Mark Beecham Entrepreneur	547 Central Street St. Paul, MN 55401	298-1301/542-6106
* Jerry Blakey Coordinator	2799 Rustic Place Little Canada, MN 55117	483-8840/636-6833
Anthony Bowling Engineer	3828 Westbury Lane Eagan, MN 55123	452-1100/221-5278
* Mike Branch Engineer	5531 Oak Glen Road Edina, MN 55435	944-1522/830-6325
Kay Brown Engineer	9401 Larkspur Lane Eden Prairie, MN 55344	941-9068/931-5424
* Bill Butchee Materials Tech	1419 Hall Curve Minneapolis, MN 55411	529-3718/545-1475
* Leondias "Lee" Butcher Engineer	612 Hall Lane Minneapolis, MN 55411	529-1848/932-8746
Mike Carter Marketing	1627B Upper Afton Road St. Paul, MN 55106	776-7474/736-5643
James Cheetham Engineer	9433 Knighton Road Woodbury, MN	731-6259
* Otis Clark Technician	2051 Suburban Avenue St. Paul, MN 55119	739-6123/733-3862
* Lonnie Coleman Accountant	2272 Hazel Street St. Paul, MN 55109	770-6815/221-7217
* Ronald Collier Engineer	455 Market St, #405 Hamilton, Ontario L84-345	(416)528-6819
Robert Doty, Jr. Accountant	1086 16th Avenue SE Minneapolis, MN 55419	623-9126/339-0771

Membership Roster (continued)

<u>Name</u>	<u>Address</u>	<u>Phone/Home/Work</u>
Dwight Ferandez Architect	446 Carroll St. Paul, MN 55417	228-9510/332-3944
Harold Finch, Sr. I.R.S. Agent	5308 15th Avenue S Minneapolis, MN 55417	824-1278
Daryl Gibson	16600 Bowod Lane Minnetonka, MN	
Craig Grahm Coordinator	2030 South 1st Street Minnesota, MN 55454	333-6498/372-5395
Willard Griggs		
Amos Haynes Marketeer	1625 E. County Road B Maplewood, MN 55109	777-4806/687-2393
Oscar Howard Retired	4317 Oakland Avenue S. Minneapolis, MN 55407	
* Willard "D.C." Hutt Sales	P.O. 25162 Minneapolis, MN 55440	333-5743/688-3600 x6160
Rick Jenkins Computer Engineer	712 Prentice Lane Minneapolis, MN 55411	
Ed Johnson		
* Robert Jones, Dr. Educator	1935 Washburn Minneapolis, MN 55411	521-1302/625-1267
Robert Lewis Chemist	699 Guthrie Avenue N Oakdale, MN 55119	739-3587/458-2176
Ted Lockett Entrepreneur	Queens Avenue North Minneapolis, MN	377-1385/222-2531
Gregory Lucas		
* Rex Marshall Corrections	1501 LaSalle Ave A511 Minneapolis, MN 55403	871-5915/348-7705
Duane Martin Engineer	3910 Brooklyn Circle Brooklyn Center, MN 55443	337-3002/572-6747
* Donald McGee Engineer	1372 Gurdy Road Eagan, MN 55125	452-6947
* Hayward McKerson Entrepreneur	5729 France Avenue S Minnesota, MN 55401	927-6297/936-2910 645-0107(Lab)
* Active 1987		

Membership Roster (continued)

Name	Address	Phone/Home/Work
Capt Christopher McKinnie U.S.A.F.R.	2000 Fort Road West Apartment 210 St. Paul, MN 55116	699-5105/725-5328
* Davie Mims Sales Rep	961 Hague Avenue St. Paul, MN 55104	641-1966/452-5300
Earl Mims	843 Aurora Avenue St. Paul, MN 55104	291-7623
Bernard Mitchell		
* Jim Mitchell Entrepreneur	4393 Bearpath Trail Eagan, MN 55122	688-0267/222-2534
Sam Nero Engineer	9227 West 22nd Street St. Louis Park, MN 55426	545-3948/935-0366
Eugene M. Nichols SLS Trainer		/733-2989
* Louis Porter II Reporter	753 Hall Avenue St. Paul, MN 55107	227-1269/228-5456
Emeric Pratt Personnel	2214 Russell Avenue N Minneapolis, MN 55411	522-5698/624-8096
Jonathan Price Procurement	1561 N Western Ave St. Paul, MN 55117	489-1540/482-2386
* James Randle Recruiter	942 Ranae Lane - A2 St. Cloud, MN 55301	253-7497/626-0001 x6045
* Joseph "Joe" Richburg Computer Analyst	1421 Lark Maplewood, MN 55109	777-7677/736-3306
* Edward "Ed" Robertson Engineer	325 St. Alban North St. Paul, MN 55104	228-9699/458-1238
* George Robinson Insurance Officer	8524 Washburn Ave S Bloomington, MN 55431	881-3406/298-3548
Aaron Rupert Educator	649 Hillwood Court St. Paul, MN 551__	739-2153
Oliver Singleton Personnel	1985 Desota Street Maplewood, MN 55117	774-5130/292-2107
Terrance Smith	4701 First Avenue S. Minneapolis, MN 55411	

Membership Roster (continued)

<u>Name</u>	<u>Address</u>	<u>Phone/Home/Work</u>
* Derick Stittiam Computer Engineer	P.O. 497 Minnesota, MN	529-7082
* James "JT" Thomas Engineer	21630 Homestead Trail Corcoran, MN 55340	478-6972/574-4143
* Hillary Thomas Entrepreneur	1701 Vincent Avenue N Minneapolis, MN 55411	529-8634/529-2919
* Vant Washington Retail Sales	631 Hall Lane Minneapolis, MN 55411	521-5844/332-6378
* Percy E. Wade Youth Director	549 Asbury St. Paul, MN 55104	649-1138/827-5401
* Phil Walker Designer Engineer	310 W. County Road B2 Roseville, MN 55113	481-9583/778-4943
* J. C. Watkins Public Relations	633 Harry Davis Lane Minneapolis, MN 55411	588-7996/854-2372
* McClinton Webb Personnel	3332 5th Avenue S Minneapolis, MN 55408	823-0742/733-6536
* Martin Weddington Retired	714 Central Avenue St. Paul, MN 55104	222-0295
* Noel Wheeler Procurement	2401 Clinton Ave So, #308 Minneapolis, MN 55404	871-5826/931-6325
* Frank Wilderson, Dr. Educator	1717 James Avenue S Minnesota, MN	377-0491
Louis Wilson Engineer	7140 Coachwood Circle Woodbury, MN 55125	739-2602/931-5360