

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

IV. UW REAL ESTATE ALUMNI ASSOCIATION

B. Reunions

1. 1977 - 1981 and 1983 Planning Materials and  
1980 Newsclipping of University of Wisconsin  
Award of Distinction for Contributions to  
Real Estate and Land Economics (First Award  
to Warner G. Baird, Sr.)

# UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

June 30, 1977

Dear Real Estate Alumnus:

Responding to your suggestions we have scheduled the first real estate seminar for Alumni of the University of Wisconsin-Madison Real Estate program. We have reserved the Wisconsin Center guest house, Lowell Hall, on the corner of Frances and Langdon Streets for Thursday, November 10, 1977 through Saturday, November 12. To provide as many options for participation as possible, we have designed the following schedule:

## Thursday Evening:

Registration, cocktails, and buffet supper - 5:00-7:15

Seminar Session - 7:30-9:00

(Review of present curriculum and course syllabi with full faculty participation)

## Friday Morning:

Registration - 8:30-9:00

New Appraisal Techniques - 9:00-12:00

- (1) Land Use Controls - Rod Matthews
- (2) Property Analysis: Front Door/Back Door - Jim Canestero
- (3) MR. CAP - Mike Robbins
- (4) Terminal Demonstration

## Friday Evening:

Cocktails - 6:00-7:00

Banquet in Lowell Hall dining room - 7:00

## Saturday Morning:

Bloody Mary Brunch

Alumni Business Meeting

Football Game - 1:00 kick-off, Iowa (bus transportation from Lowell Hall to Stadium)

## Saturday Evening - Open

Alumni welcome to stay at Lowell Hall till noon Sunday

The seminar is designed so that the Alumni can meet our five man faculty, gain a refresher on a variety of techniques and concepts and motivate the Alumni to talk about the kind of problems and techniques encountered on the job that should be discussed more in University classes.

Lowell Hall has been extensively remodeled so that each room has its own bath, carpeting, colored TV, and other modern motel amenities. There is a swimming pool in the basement and excellent classrooms and banquet facilities. Moreover, hotels in Madison are already well booked for a football weekend. We need your reservation immediately to guarantee you space in Lowell Hall and football tickets in the block we have reserved for real estate Alumni.

The only money you need send now is \$8.00 for each football ticket as we must pay for these the end of August in order to preserve our block reservation.

On Saturday morning following brunch and prior to the second round of Bloody Mary's, we wish to hold our first Alumni organization meeting so that the regional directors and officers can have your sense of instruction and objectives and can provide a report on operations to date.

Because of the complexities of charges for meals and rooms a registration form is enclosed. Carefully indicate which meals, nights, or other functions you plan to attend by putting the correct charge in the right hand column. If you have special requests for cots for the youngsters, or whatever, let us know at the bottom. This is a giant undertaking for us so please be considerate of Ken Levitas, our Alumni administrator, as he is also trying to do a master's degree and work in the Recreational Resources Center.

With great expectations,

A handwritten signature in cursive script, appearing to read "Donald Evans", written in dark ink.

Donald Evans

# UNIVERSITY of WISCONSIN Real Estate Alumni Association

6402 Odana Road

Madison, Wisconsin 53719

October 28, 1977

Dear Real Estate Alumnus,

All's on for the Alumni Seminar November 10-12. Doc DeHaven will be our featured performer for the banquet and bash Friday night. So far the turnout looks excellent. For those of you who have not returned the application, please do so as soon as possible.

We will be publishing a newsletter soon after the seminar. Mike Rooney will be the editor and welcomes all literary contributions. Mike's address is: 8822 Jackson Blvd., Wauwatosa, Wisconsin 53213.

As usual, Prof. Graaskamp is acting as a semi-placement service and has several job openings available. Anyone interested should contact him for further information.

Looking forward to seeing you at the banquet.

Sincerely,

*Ken Livadas*

Ken Livadas  
Program Administrator

CRITERIA FOR THE SELECTION OF RECIPIENT

UNIVERSITY OF WISCONSIN AWARD OF DISTINCTION  
FOR CONTRIBUTIONS TO REAL ESTATE AND LAND ECONOMICS

1. DISCIPLINE TO APPLY SYSTEMATIC RESEARCH AND ANALYSIS TO REAL ESTATE PROBLEMS
2. IMAGINATION TO VISUALIZE NEW AND BETTER SOLUTIONS TO CAREFULLY DEFINED PROBLEMS
3. CONCERN FOR THE CONSUMER, THE COMMUNITY, AND THE NATURAL ENVIRONMENT
4. COMMITMENT TO IMPLEMENT SOLUTIONS WITH PATIENCE AND STAMINA FOR THE LONG TERM
5. COURAGE TO PURSUE LONG TERM GOALS DESPITE SIGNIFICANT RISK TO FINANCIAL CREDIT AND PUBLIC CREDIBILITY
6. CREATION OF AN ENTREPRENEURIAL ENTERPRISE WHICH SERVES AS A ROLE MODEL FOR WISCONSIN REAL ESTATE STUDENTS AND ALUMNI

...AS DRAFTED BY THE UNIVERSITY OF WISCONSIN REAL ESTATE ALUMNI BOARD OF DIRECTORS

Serving Northern Illinois And Southern Wisconsin

**Fox Valley**



**REAL ESTATE**

30¢ per copy

**Digest**

VOLUME 8, NUMBER 4

JULY 1980

## Wisconsin U. Real Estate Alumni Honor Warner Baird, Jr.

Warner G. Baird Sr., chairman of the board of Baird & Warner Inc. and dean of the Chicagoland real estate industry, has been

presented the Inaugural Wisconsin Award by the University of Wisconsin Real Estate Alumni Association.

Baird helped establish the university's real estate program, among the first of its kind in the nation, in 1945 while he was chairman of the education committee of the National Association of Realtors.

Since the diversified real estate organization that is marking its 125th anniversary in 1980, Baird has been associated with the company since 1911. He has been one of the most influential members of the Chicago area real estate industry since becoming the company's third president in 1928. His sons, John and Warner G. Jr., are now the company's top executive officers. John is president and Warner is vice president and secretary.

The Wisconsin Award will henceforth be awarded on a bi-annual basis in recognition of outstanding achievement in real estate. The award itself is an original stainless steel design created by sculptor Lucio Savola.

At present the alumni association has 450 graduates/members who are active in real estate in 31 states and four foreign countries.



Warner G. Baird Sr. (center), chairman of the board of Baird & Warner Inc., holds the Inaugural Wisconsin Award presented by the University of Wisconsin Real

Estate Alumni Association. With him are club president Stephen Elper (left) and John W. Baird, president of Baird & Warner.

WARNER G. BAIRD

It is an inspiring experience for us to stand tonight in the presence of our Guest of Honor, Warner G. Baird, and to express respect and heartfelt gratitude for the accomplishments of one of the true statesmen of the real estate industry. We must go back to the early post-war period to set the stage for an account of his good works in the field of real estate education of which we are all the for tunate beneficiaries.

As World War II ground to a close, there were but a handful of real estate courses available at our universities and no degree programs whatsoever. But as the GIs returned from service, there emerged within the National Association of Real Estate Boards (NAREB, now NAR) a consciousness of the need for trained practitioners in real estate which was soon translated into pressures on colleges and universities to install real estate courses. In some States, the State Legislature was induced to urge the State universities to initiate a real estate degree program. In Wisconsin, political pressures of this kind were successfully exerted. Of course, there were virtually no available faculty who were trained to teach real estate subjects. As a consequence, the pioneer real estate professors of those days were fugitives from other fields - from marketing, finance, investments and economics. Industry efforts succeeded in a number of States including Wisconsin where the real estate field was opened up with the energetic and sympathetic backing of Dean Fayette Elwell of the School of Commerce. In 1944, Richard U. Ratcliff was appointed to the University of Wisconsin faculty to develop a real estate program.

At this early stage in real estate education, the industry was organized <sup>through</sup> the National Association of Real estate Boards ( NAREB ) with some 40,000 to 50,000 members. It was quite unsophisticated in educational matters. For example, the Executive Vice-president, Herbert U. Nelson, dreamed of a single, strong College of Real Estate to be associated with some major university, financed by the university but with its program directed and controlled by NAREB. This naive vision fell flat on its face for no self-respecting institution of higher learning would for a moment consider the delegation of its educational responsibilities to a trade association.

But active in the leadership of NAREB at this time was one who understood the educational needs of the industry and who had captured a realistic view of the role which university schools of business might play. I had become acquainted with Warner Baird in the course of my service as a member of the NAREB Education Committee. Over the years since that time, he has been a cherished and loyal friend. But in those early days, we exchanged ideas on real estate education in many serious discussions. We early agreed that the fastest progress toward professional real estate education would result from industry encouragement of a pilot program at one university which would serve as a model for other institutions and a demonstration of the potential in this field of learning. Would it surprise you to learn that the University of Wisconsin was best fitted to perform this function?

Warner Baird is an alumnus of Cornell University which awarded him an engineering degree some 70 years ago. He understands how universities operate and how jealously they guard academic freedom and independence. At no time has he questioned the principle that the real estate curriculum must be solely the responsibility of the university. This view was hardly the consensus of his early associates in NAREB.

In the year of our Lord 1945, Warner Baird passed a miracle. Almost single-handedly, by subtle salesmanship, irresistible drive, unflagging persistence, outstanding leadership, and who knows what forms of legerdemain, he succeeded in having the Wisconsin real estate program designated for special support, encouragement and promotion by NAREB. A first step was the publication of this descriptive bulletin as an issue of HEADLINES which <sup>was</sup> distributed to each of its 50,000 members. I wish that all of you could inspect and read it for the enormity of this accomplishment can hardly be overstated. It must be fully credited to Warner Baird. He and I drafted the bulletin. NAREB printed and distributed it nationwide, a promotional piece received by the very 50,000 Realtors who were demanding an expansion of real estate educational opportunities.

Consider but two of the obstacles which Warner Baird surmounted. First, he persuaded the governing body of NAREB that a university must retain control over its own curriculum. Strange as it may seem



today, in 1945 most Realtors were not college trained and the overwhelming majority believed that the practitioners knew better than the university what ought to be taught. A second barrier which Warner Baird broke down grew out of the national origin of the membership of NAREB. The representatives of each State strongly resisted the granting of national recognition and support to a university not of their own commonwealth.

But our Guest of Honor did not rest on his laurels once the educational program was launched. He set about the providing of financial assistance to the university in a fund, later named The Paul E. Stark Memorial Fund, on which the real estate program might draw for purposes outside the regular budgetary allocations. Single-handedly he raised a substantial fund from among the NAREB leadership. His understanding of our needs led to the making of the grant with no strings attached and with freedom to spend the principal as well as interest earned. I can well imagine that all of his considerable talents were called upon to overcome a general opposition to these provisions. And so, for many years, by dint of careful nursing, this treasure was an invaluable source for otherwise unfunded outlays for fellowships, travel, research, printing and a miscellany of most helpful items.

Warner Baird has never lost interest in the Wisconsin real estate program. During the developmental period, he paid visits to the Wisconsin campus, lectured to our classes, met with the students in social intercourse and inspired them with an insight into the challenging professional opportunities in real estate. Even today his company is keeping a number of our graduates off the relief rolls by taking them into the organization.

It is a matter of great regret that I am unable to be present tonight to pay tribute to a real estate statesman, a leader in the elevation of the industry toward professional status and sponsor of the Wisconsin Real Estate Program from its very inception. We are all the beneficiaries of his vision, his understanding of educational problems, his outstanding abilities, his drive and persistence in attaining our common goals. Warner Baird, we rise in respect and in gratitude for your contribution without compare to professional real estate education.

Speaker Schedule  
1981 Real Estate Alumni Seminar

Friday, September 25, 1981

8:45 - 9:00 a.m. - Faculty Update

9:00 - 10:30 a.m. - Pension Fund Real Estate  
Blake Eagle, Frank Russell Company

10:30 - 10:45 a.m. - Coffee Break

10:45 - 12:15 a.m. - Alternative Small Group Meetings

a. Question and Answer Period with Blake Eagle

b. Packaging Pension Fund Product

1. Jim Curtis
2. Steve Rosenberg, Smith Ritchie

c. The Condominium Conversion Innovation

1. Brian Thorsen, Condominium Properties, Ltd.
2. Alex Anagnost, Anagnost and Associates

12:15 - 1:30 p.m. - Lunch

1:30 - 3:00 p.m. - Money Market Games in '81-'82  
Robert Gilkison, Kahn Brothers Investment Management Corp.

3:00 - 3:15 p.m. - Coke Break

3:15 - 5:00 p.m. - Alternative Small Group Meetings

a. Question and Answer Period with Bob Gilkison

b. Selling Equities on the Street

1. Bob Connors, Underwood, Neuhaus & Company, Inc.
2. Mike Morey, Madsen Corporation

c. Real Estate Appraisal & Advisory Services

1. John Hoppe, Hoppe Real Property Consultants
2. Dick Shima, Morgan Guaranty Trust Co.
3. James Graaskamp, Landmark Research Inc.

5:30 - 6:30 p.m. - Cash Bar

6:30 - 7:30 p.m. - Banquet

7:30 - 9:30 p.m. - Presentation of Richard Ratcliff Scholarship Award  
Presentation of Wisconsin Award  
Guest Speaker - To be announced

9:30 - 11:00 p.m. - Cash Bar in Lounge

REUNION

REGISTRATION FORM

University of Wisconsin Real Estate Alumni Seminar

NAME OF ALUMNUS \_\_\_\_\_

ADDRESS \_\_\_\_\_

Saturday Morning:

Bloody Mary Brunch - \$7.50 x \_\_\_\_\_ = \_\_\_\_\_  
(# of persons)

Football Tickets - \$10.00 each x # of seats = \_\_\_\_\_

Busto the game - indicate number of seats = \_\_\_\_\_

Single room - \$22.00

Double room - \$26.00

Double room - roommate assigned - \$13.00 \_\_\_\_\_

Parking - \$2.10 a day (available only if staying in  
Lowell Hall) \_\_\_\_\_

TOTAL (please enclose check) \_\_\_\_\_

A 5% surcharge will be assessed for applications received after  
August 31.

Lodging is reserved on a first come first serve basis; we cannot  
guarantee lodging for late registrants.

SEMINAR REGISTRATION FORM  
University of Wisconsin Real Estate Alumni Seminar  
September 24 - 26, 1981

NAME OF ALUMNUS \_\_\_\_\_

ADDRESS \_\_\_\_\_

Please check the following items indicating participation:

SEMINAR & REGISTRATION FEE - Includes lunch on Friday

Individual - \$35.00

Company - \$100.00 total fee for 3 or more attending  
(Indicate Alumni attendees on the back of this form) \_\_\_\_\_

\_\_\_\_\_  
(Name of Company)

Thursday Evening:

Buffet dinner - \$8.25 x \_\_\_\_\_  
(# of persons)

Single room with bath - \$25.50  
(includes breakfast) \_\_\_\_\_

Double room with bath - \$33.00  
(includes 2 breakfasts) \_\_\_\_\_

Name of Roommate \_\_\_\_\_

Double room with bath - \$16.50  
(includes 1 breakfast - Roommate is assigned) \_\_\_\_\_

Parking - \$2.10 a day (available only if staying in  
Lowell Hall) \_\_\_\_\_

Friday:

Dinner banquet - \$10.00 x \_\_\_\_\_  
(# of persons)

Single room - \$22.00

Double room - \$26.00

Double room - roommate assigned - \$13.00 \_\_\_\_\_

Parking - \$2.10 a day (available only if staying in  
Lowell Hall) \_\_\_\_\_

Total

Check enclosed \_\_\_\_\_

Balance due at seminar \_\_\_\_\_

## ALUMNI SEMINAR

Dear Alumnus/Alumna:

Attached are the registration forms and speaker schedule for our 1983 UW Real Estate Alumni Seminar. As in the past, we've augmented our guest speaker Peter Aldrich of Aldrich, Eastman & Waltch with many alums.

This year's seminar is preceded on Thursday by a one-day workshop on microcomputer applications for the contemporary real estate office. Dr. Mike Robbins will conduct the day's activities, focusing on data management, spreadsheet analysis, and word processing. Enrollment is limited to 20, so sign up early. A personal computer lab will be set up in Lowell Hall.

A Thursday evening buffet is planned for those who wish to arrive late Thursday. Registration will begin at 5:00 p.m., accompanied by a cash bar. The buffet supper will be available from 6:00 - 7:00. After supper we will have a short report on the new look of the Real Estate Program, including faculty introductions.

The seminar begins at 8:45 with a full morning of speakers and panel discussions. Our luncheon speaker is Peter C. Aldrich. As the founder and president of The Boston Company's real estate investment subsidiary, he pioneered direct investment strategies for trustee funds. His inventions of alternative equity investing techniques, such as convertible and deep discount mortgages, have assisted tax-exempt institutional funds in achieving secure and profitable investment relationships with entrepreneurial property managers. Prior to venturing into this emerging field, Aldrich was a real estate developer, a mortgage broker and banker, a property syndicator, and an adviser to public funds, banks, and corporations on real estate investment matters.

For your convenience in collecting the program fee from your employer or Uncle Sam (may be one and the same because after tax it seems we work for Uncle), we have separated the social events from the seminar on the registration forms and speaker schedule. To encourage company backing, if three or more alumni from the same company are attending, the company will pay only one flat \$150 fee (does not include personal computer seminar).

Please be sure to return both the social and seminar registration forms. Accompanying your registration should be a check for the total cost at the bottom of the form. Lowell Hall rooms cannot be reserved without a deposit.

Obtain your reservations as soon as possible to secure both lodging and football tickets. Saturday's Homecoming game has generated a shortage of hotel/motel rooms in Madison. We have the last block of available housing--so, if you want a room, register early.

Mail your reservation to:

U.W. Real Estate Alumni Association  
Room 118, School of Business  
1155 Observatory Drive  
Madison, Wisconsin 53706

## **SPEAKER SCHEDULE**

### **1983 Real Estate Alumni Seminar**

#### Thursday, October 20

- 8:30 - 4:30 p.m. All day computer seminar on IBM Personal Computer operations and applications (optional enrollment).
- 6:00 - 9:00 p.m. Hospitality Room, Registration.

#### Friday, October 21

- 7:00 - 8:45 a.m. Breakfast, Registration.
- 8:45 - 9:45 a.m. Keynote Speaker - Mike Miles, North Carolina University.
- 10:00 - 11:45 a.m. Alternative Small Group Meetings
- a. Panel on Development: Jon Hammes, Trammell Crow, Milwaukee; Dan Cramer, Dyson Development, Tampa.
  - b. New Designs in Office Buildings: Panel being assembled by James Curtis.
- 12:00 - 1:30 p.m. Lunch - Peter Aldrich, Aldrich, Eastman & Waltch, Inc. Boston, MA - Guest Speaker.
- 1:30 - 2:30 p.m. Presentation on Grand Avenue Mall, Milwaukee.
- 2:45 - 4:30 p.m. Alternative Small Group Meetings
- a. The Detroit Renaissance Center Deal: Ted Netzke, Heitman Financial, Chicago.
  - b. Syndication Trends: Steve Jarchow, Lincoln Properties, San Francisco.
  - c. Computer Software Presentation: Dean Larkin, Milwaukee and Doug Wilson, Milwaukee.
- 5:30 - 6:30 p.m. Cash Bar.
- 6:30 - 8:30 p.m. Awards Dinner with comments on the status of the alumni group and the real estate program and awards presentations.
- 8:30 - 12:00 p.m. Dance and Cash Bar.

#### Saturday, October 22

- 10:00 a.m. - ?? Bloody Mary Brunch; Homecoming Football Game.

## SEMINAR REGISTRATION FORM

University of Wisconsin Real Estate Alumni Seminar  
October 19-22, 1983

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

HOME PHONE \_\_\_\_\_ BUSINESS PHONE \_\_\_\_\_

Please check the following items indicating participation:

Seminar & Registration Fee - includes lunch on Friday

Individual - \$50.00

Company - \$150.00 total fee for three or more  
attending (indicate alumni attendees  
on back of this form)

\_\_\_\_\_  
(Name of company)

### Thursday Evening

Buffet dinner - \$8.50 x \_\_\_\_\_  
(# of persons)

Single room with bath - \$29.25  
(includes breakfast)

Double room with bath - \$36.50  
(includes two breakfasts)

Name of roommate \_\_\_\_\_

Double room with bath - \$18.25  
(includes one breakfast - roommate is assigned)

### Friday

Dinner banquet - \$12.00 x \_\_\_\_\_  
(# of persons)

Single room - \$29.25

Double room - \$36.50

Double room - roommate assigned - \$15.00

Total

Check enclosed

## SEMINAR REGISTRATION FORM

October 20, 1983

### MICROCOMPUTER APPLICATIONS FOR THE CONTEMPORARY REAL ESTATE OFFICE

This one-day seminar will acquaint the practicing real estate analyst with microcomputer software available for office use. Attendees will evaluate alternative software packages during the seminar, including Wordstar, Proofwriter, 1-2-3 Spreadsheet, Supercalc, 1-2-3 Data Management, Market Comp, Palmer-Berg Finance and Investment Analysis Pacs, and in-house programs. The seminar is organized around three critical components of the electronic real estate office: data base management, spreadsheet analysis, and word processing.

-----  
NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

HOME PHONE \_\_\_\_\_ BUSINESS PHONE \_\_\_\_\_

#### Seminar & Registration Fee - includes lunch on Thursday

Individual - \$55.00 \_\_\_\_\_

Company - \$165.00 (total fee for three or more)  
(indicate alumni attendees on back of form) \_\_\_\_\_

\_\_\_\_\_  
(name of company)

#### Wednesday Evening

Dinner - \$8.50 \_\_\_\_\_

Single room (includes breakfast) - \$29.25 \_\_\_\_\_

Double room (includes two breakfasts) - \$36.50 \_\_\_\_\_

Roommate \_\_\_\_\_

Parking - \$3.15/day (available only if staying in Lowell Hall) \_\_\_\_\_

Total (please enclose check) \_\_\_\_\_



## REUNION

### REGISTRATION FORM

#### University of Wisconsin Real Estate Alumni Seminar

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

HOME PHONE \_\_\_\_\_ BUSINESS PHONE \_\_\_\_\_

Saturday:

Bloody Mary Brunch - \$8.00 x \_\_\_\_\_ = \_\_\_\_\_  
(# of persons)

Football tickets - \$12.00 each x # of seats = \_\_\_\_\_

Bus to the game (indicate # of seats) = \_\_\_\_\_

Single room - \$29.25

Double room - \$36.50

Double room - roommate assigned - \$15.00 \_\_\_\_\_

TOTAL (please enclose check) \_\_\_\_\_

A five percent surcharge will be assessed for applications received  
after August 31.

**Lodging is reserved on a first-come, first-served basis;  
we cannot guarantee lodging for late registrants. On  
Homecoming weekend (this year's game is with Indiana)  
all hotels are booked. So, register early because we  
have only a limited number of rooms reserved.**

# UNIVERSITY OF WISCONSIN-MADISON

## DIVISION OF INTERCOLLEGIATE ATHLETICS

Athletic Ticket Office, 1440 Monroe Street, Madison, WI 53706  
Area Code 608-262-1440



June 16, 1983

Jim Grasskamp  
School of Business  
Landmark Research

TO: 4610 University Ave., Suite 105  
Madison, WI 53705

FROM: Wayne L. Kuckkahn, Ticket Sales Manager

RE: Ticket Reservation Request ~~Realty Association~~ *uw Real Estate alumni*

DATE of Request: June 14, 1983

To formalize your request for tickets, please review the information noted below. Correct and complete. Your ticket reservation will be conveyed according to your instructions. Tickets will be mailed to the address provided after payment has been received. Tickets held at the Athletic Ticket Office may be picked up at the "Will Call" service counter during regular office hours on or after the date specified below. The individual designated to pick up your tickets must have proper identification and payment. Under no circumstances will tickets be released without payment. Any changes in the information contained on this reservation request should be directed to the Ticket Sales Manager, Athletic Ticket Office. Telephone (608) 262-1600. Please do not leave payment and/or information concerning your request with anyone except the Ticket Sales Manager or his secretary. Retain one copy of this memo for your records. Sign and return the original to the Athletic Ticket Office in the enclosed envelope.

Game Reservation and Date: INDIANA, October 22, 1983

PLEASE INFORM US IF THE ENTIRE  
RESERVATION IS CANCELLED.

Number of tickets requested: 100

Location preferred: ☐ Lower Deck or ☐ Upper Deck  
(Home Games Only)

Can reservation be split into smaller blocks of tickets? ☐ YES ☐ NO

Phone number where a representative of your group can be contacted between 9:00 a.m. and 4:40 p.m.:

262-6378 or 233-6400

Name of person to contact: \_\_\_\_\_

Date reservation must be finalized: Oct. 7, 1983 (Adjustments may be made until date specified)

Please include reservation deadline date in your information, so that your order can be finalized on the date specified above.

Date payment must be received: Oct. 7, 1983

Payments made by mail should be sent to the attention of the Ticket Manager with a note indicating the name of the group the tickets are being held for.

### DISPOSITION OF TICKETS

☐ MAIL tickets after payment is received to:

☐ HOLD tickets at Athletic Ticket Office for pick up by: J.A. GRASSKAMP  
(Name of person)

NOTE: All tickets will be held at the Athletic Ticket Office until two weeks prior to game. They will be released for sale to the general public at that time unless other arrangements have been made with Ticket Manager.

DATE 6/28/83

*James G. Grasskamp*  
(Signature of person making reservation)

October 21, 1983



AMERICAN FEDERATION OF MUSICIANS OF THE UNITED STATES AND CANADA  
(HEREIN CALLED "FEDERATION")

# CONTRACT

(Form C-1)

VOID IF NOT RETURNED WITHIN 7 DAYS

Whenever The Term "The Local Union" Is Used In This Contract, It Shall Mean The Local Union Of The Federation With Jurisdiction Over The Territory In Which The Engagement Covered By This Contract Is To Be Performed.

THIS CONTRACT for the personal services of musicians on the engagement described below is made this 28th day of June, 1983, between the undersigned purchaser of music (herein called "Purchaser") and the undersigned musician or musicians.

1. Name and Address of Place of Engagement: Lewell Hall, 610 Langdon Street, Madison, Wisconsin  
In Wisconsin Center Guest House

Name of Band or Group: DOC DeHAVEN COMBO

Number of Musicians: Six

2. Date(s), Starting and Finishing Time of Engagement: October 21, 1983  
From 9:00 to 12:00 P.M.

3. Type of Engagement (specify whether dance, stage show, banquet, etc.):  
School of Business - Real Estate Alumni

4. Compensation Agreed Upon: \$ 350.00 Three-hundred Fifty and 00/100. Deposit is forfeited  
(Amount and Terms)  
upon cancellation of this contract by purchaser. Payment of balance is demanded upon can-  
cancellation of this contract with less than 30 days written notice prior to contracted date.

5. Purchaser Will Make Payment As Follows: Deposit of \$50.00 with return of this contract.  
(Specify when payments are to be made)  
Doc DeHaven to receive balance of \$300.00 paid before performance on Oct. 21, 1983

IN WITNESS WHEREOF, the parties hereto have hereunto set their names and seals on the day and year first above written.

**Prof. James Graaskamp**

Print Purchaser's Full and Correct Name

(If Purchaser is Corporation, Full and Correct Corporate Name)

X [Signature]  
Signature of Purchaser (or Agent thereof)

202 Broese Terrace, # A

Madison, Wisconsin

City

238-8452

Telephone

DE HAVEN BOOKING AGENCY

Booking Agent

Agreement No.

**Doc DeHaven**

**166**

Print Name of Signatory Musician

Home Local Union No.

X [Signature]  
Signature of Signatory Musician

2010 Rae Lane

Madison, Wisconsin

City

Musician's Home Address

53711

State

Zip Code

271-4609

Telephone

2010 Rae Lane, Madison, Wisconsin 53711

Address

Name of All Musicians

Local Union No.

U.S. Social Security Nos.

Direct Pay

Doc DeHaven

Leader

166

391-26-9112

\$

Deposit of \$50 made  
by personal ck J.G.

