

**INTERNATIONAL FRATERNITY OF DELTA SIGMA PI, INC.**  
**MINUTES**  
**NORTHEASTERN PROVINCIAL COUNCIL MEETING**  
**FEBRUARY 11, 2017**  
**PITTSBURGH, PA**

The Northeastern Provincial Council Meeting of the International Fraternity of Delta Sigma Pi, Inc. was called to order according to Ritual at 1:41 pm on Saturday, February 11, 2017 by Northeastern Provincial Vice President Tricia Smith at the Pittsburgh Marriott City Center in Pittsburgh, PA.

Present and in person at this meeting were the following officers of the Northeastern Province:

Josh Panwala	Capital Regional Vice President
Monica Ramey	East Central Regional Vice President
Tom Calloway	Eastern Regional Vice President
Jackie Napalan	Empire Regional Vice President
Daniel Collins	New England Regional Vice President
Kristen Kralik	Steel Valley Regional Vice President

Absent officers of the Northeastern Province were:

Rich Garber	Niagara Regional Vice President
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Other positions were as follows:

Mark Chiacchiari	Chancellor
Renee Stewart	Recording Secretary

At this time, Smith relinquished the chair to Chancellor Chiacchiari, who introduced Secretary Stewart. Stewart then conducted the Roll Call of Delegates and announced 54 delegates present and eligible to vote. **See Addendum A.**

Theta Pi then moved to adopt the Agenda, as presented. The motion was seconded by Cincinnati and approved.

Zeta Eta moved to dispense with the reading of the minutes of the 2016 Northeastern Provincial Council Meeting and to approve the minutes as previously distributed. Seconded by Jersey City-New Jersey Area Alumni and approved.

There were no votes taken since the last council meeting.

DC Metro moved to receive the printed Official Reports as distributed to the delegates. Beta Xi seconded and the motion was adopted. **See Addendum B.**

Alpha Upsilon moved to receive the report of the Provincial Vice President. The motion was seconded by Nu and approved.

### OLD & NEW BUSINESS

Chancellor Chiacchiari then noted there was no old business and moved into new business.

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Gamma Upsilon then moved to rescind the previous action of the Northeastern Provincial Council to send to Grand Chapter Congress, for consideration, a bylaw amendment to Change the Procedure of Election of Pledges. The motion was seconded by New England RVP. Motion passes.

Under legislative review, the council reviewed the board resolution regarding membership voting. No other proposals were moved.

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Smith proposed that \$250 in excess conference funds be put towards the Mark Chiacchiari Scholarship fund. Seconded by Xi Phi. Motion passes.

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Omicron Chi then moved **the 2017-2018 Provincial Budget**. The motion was seconded by Theta Kappa.

**The 2017-2018 Provincial Budget** was then **adopted**. **See Addendum C.**

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Omicron Omega then moved **the Location and Date of the 2019 Provincial Conference and Council Meeting**. The motion was seconded by Epsilon Lambda.

**The Listing of Preference for the 2019 Provincial Conference and Council Meeting** was then **adopted**.

Location Preferences		Date Preferences	
Location 1	Philadelphia, PA	Date 1	February 8-10, 2019
Location 2	Providence, RI	Date 2	February 15-17, 2019
Location 3	Woodbridge, NJ	Date 3	February 22-24, 2019

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Motion to suspend standing rules for 30 minutes to discuss ritual changes in a town hall format. Beta Xi motioned. The motion was seconded by Pi Rho.

Standing rules were suspended for 30 minutes beginning at 2:03 pm.

Motion to extend discussion and standing rules an additional 15 minutes. Alpha Theta motioned. The motion was seconded by Mu Tau.

Upsilon Tau stepped out of the council meeting at 2:37 pm. There were 53 seated delegates at this time.

Upsilon Tau returned at 2:40 pm. Also DC Metro had a delegate swap at this time. There were 54 seated delegates at this time.

Chancellor Chiacchiari announced that straw polls (nonbinding unofficial votes) would be taken on the following legislation:

Proposal #1 by Ritual Review Team. Summary of Proposal: Add the Preamble to the Bylaws to the beginning of the Honorary Initiation ceremony. Straw Poll – Passed

Proposal #2 by Ritual Review Team. Summary of Proposal: Standardize language throughout ritual to make language gender neutral. Straw Poll – Passed

Proposal #3 by Board of Directors. Summary of Proposal: Review of Part 1 of Ritual. Straw Poll – Failed

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At 3:10 pm Standing rules were again in place at the Northeastern Provincial Council meeting.

Smith reviewed schedule of upcoming meetings and made announcements. Chiacchiari then invited others to make announcements.

Chiacchiari then adjourned the Northeastern Provincial Council Meeting at 3:23 pm after a motion by Lambda, Kappa Lambda second, was approved by consensus. Smith then closed the meeting according to Ritual.



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Tricia Smith, Provincial Vice President



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Renee Stewart, Recording Secretary

ADDENDUM A

## COLLEGIATE CHAPTERS

Gamma	Kira Kilstein	Lambda	Matthew Smith
Nu	Steven Takacs	Alpha Gamma	Madison Takoushian
Alpha Theta	Meghan Pope	Alpha Kappa	Adam Karabinos
Alpha Omicron	<b>ABSENT</b>	Alpha Upsilon	William Rice
Beta Nu	<b>ABSENT</b>	Beta Xi	Larlane Vargas
Beta Pi	Darian Bennett	Gamma Sigma	Kevin Yosez
Gamma Upsilon	Christopher Brunell	Epsilon Kappa	Dakota Luttrell
Epsilon Lambda	Andrew Greene	Epsilon Sigma	Lan Pham
Epsilon Tau	Heather Axton	Zeta Eta	Nicholas Brown
Zeta Pi	<b>ABSENT</b>	Zeta Psi	Paul Vita
Eta Xi	Maura Watts	Theta Iota	Angel Vicioso
Theta Kappa	Ashley Baker	Theta Lambda	Mark Green
Theta Pi	Allen Jenkins	Theta Rho	Kevin Scott
Theta Upsilon	Patrick Talbert	Iota Kappa	Kelsey Druggan
Iota Rho	Jasmine Schenek	Kappa Lambda	Daisy Li
Kappa Rho	Polina Sorokina	Lambda Tau	Julia Cybzik
Mu Pi	Connor Combs	Mu Tau	Sadaf Islamzada
Mu Omega	Michal Kedzierski	Nu Sigma	Brianna Daybre
Nu Upsilon	Christopher Luzader	Xi Rho	Elise Bell
Xi Tau	Logan Margolis	Xi Upsilon	Grace Rogers
Xi Phi	Edward Diggin	Xi Psi	Spencer Polsgrove
Omicron Rho	Kimberly Letzler	Omicron Chi	Lucas Schettini Da Costa
Pi Rho	Nicole Grabowski	Pi Phi	<b>ABSENT</b>
Pi Psi	<b>ABSENT</b>	Rho Tau	<b>ABSENT</b>
Sigma Omega	Scott Breece	Upsilon Omega	Mary Zhen

## ALUMNI CHAPTERS

Boston	Paul Carpinella
Cincinnati	James Gerhardt
Cleveland-Akron	Ceola Eastwood
Jersery City-NJ Area	Charles Weening
DC Metro	Jessica Boucher
New York City	<b>ABSENT</b>
Shepherdstown	<b>ABSENT</b>

## OFFICERS

Northeastern Provincial Vice President	Tricia Smith
Capital Area Regional Vice President	Josh Panwala
East Central Regional Vice President	Monica Ramey
Eastern Regional Vice President	Thomas Calloway
Empire Regional Vice President	Jackie Napalan
New England Regional Vice President	Dan Collins
Niagara Regional Vice President	<b>ABSENT</b>
Steel Valley Regional Vice President	Kristen Kralik

## ADDENDUM B

## Report for Northeastern Provincial Vice President, Tricia Smith

### Fall 2016 Travel

Date	Event	Location
8/12-14	Board Meeting and Leadership Retreat	St Louis, MI
10/8	Grand Rapid LEAD	Grand Rapids, IN
10/31	Denver LEAD	Denver, CO
11/4	Syracuse LEAD	Syracuse, NY
11/10	Cleveland-Akron Alumni Meeting	Cleveland, OH
11/19	Beta Pi Initiation	Kent, OH
12/3	Stonybrook Colony Installation	Stonybrook, NY

### Spring 2017 Planned Travel

Date	Event	Location
1/14-15	Provincial Leadership Retreat	Cuyahoga Falls, OH
1/27-29	Board Meeting	Oxford, OH
2/10-12	Northeastern Provincial Conference	Pittsburgh, PA
	Beta Pi Anniversary Banquet	Kent, OH

### **Northeastern Provincial Committees**

- Professional Development Chair – Dan Kyung
  - Committee Members: Kathryn Proper
- Scholastic and Awards Chair – Hillary Carpinella
  - Committee Members: Jason Kraus, Sean Rosney, Maria Roth, Antonio Watson
- Community Service Chair – Jessica Boucher
  - Committee Members: Ginny Collins
- Alumni Development Chair – David Mazur
  - Committee Members – Karla Edwards

### **2016-2017 Provincial Goals**

*Leadership Development:* We have continued to see a transition of leaders throughout the province, including appointing the new Niagara RVP, due to Kayleigh Lot's move out of the Northeastern Province. We welcome Rich Garber back to Team Northeast as Niagara RVP, and wish Kayleigh well in her new job opportunity!

The Northeastern leadership team will be continuing education in areas of policy, bylaws, and ritual heading into the spring, to ensure chapters are educated and help create more consistency throughout the province. Due to recent chapter actions, there is an increase in risk management education throughout the province as well.

*Awards and Scholarships:* Nominations for the Collegian of the Year awards remained consistent again this year. Even with promotion of the program, and inviting chapter COY nominees to participate in two webinars on the process, we are only seeing a portion of nominees submit a completed application. Education on the COY program will continue in the next year. In addition, we are increasing education on chapter awards and leadership foundation scholarships this spring.

*Improve CMP Performance:* The provincial leadership team continues to place an emphasis on improving CMP performance for chapters throughout the province. We consistently see chapters holding events that are either not submitted for CMP credit or are not submitted on time, most of the time this is during the pledge process.

*Committee Goals:* The provincial committees are working with the national committee chairs to enforce national goals and implement provincial goals.

- Awards Committee - increasing awareness and quality of award and scholarship applications.
  - We will be holding specific sessions during the provincial LEAD on applying for chapter awards and scholarship application.
  - This fall, chapter COY nominees were invited and encouraged to participate in a webinar lead by 2015 National Collegian of the Year.
- Professional Development - maintain the newly developed Northeastern Province LinkedIn group and offer presentation opportunities for collegiate brothers at the Northeastern Provincial Conference.
  - This will now be our second year providing opportunities for presentations at the Northeastern Provincial Conference.
  - Our Professional Development team held a resume table at Syracuse LEAD, which provided attendees to drop off their LinkedIn profiles and resumes to be reviewed throughout the day.
- Community Service - communicate the National Community Service initiatives to chapters within the province and lead these initiatives at provincial events.
  - Our primary focus is the national initiative with Ronald McDonald House, and we continue our Pop Tab collections.
  - This fall we also held onsite activities for attendees to participate in, including signing a get well card for the son of two brothers.
- Alumni Development - increase awareness of participation in alumni chapters and member retention.
  - Alumni Forum discussions are held at LEAD to gain feedback from collegiate and alumni members.

## **Provincial Highlights**

*Chapter presentations at LEAD:* After the success of chapter presentations at the Provincial LEAD Conference in Washington, we offered chapters the opportunity to present again at the Provincial LEAD Conference in Pittsburgh, PA. Chapters and/or brothers, were given a time frame to submit ideas with a general outline of the session, including presenters, title, and overview. Collegiate members from two chapters will be presenting during breakout sessions.

*Syracuse LEAD:* The province had many chapters attend various LEAD events this fall, and we welcomed brothers and chapters from across the country to Syracuse. Many new presenters lead breakout sessions throughout the day, receiving positive feedback. Unfortunately we did receive hotel complaints due to noise violations and inappropriate behavior, chapters involved were notified.

### **Expansion**

*Stonybrook University* – The new chapter, Upsilon Omega, at Stonybrook University was installed on December 3<sup>rd</sup>. Volunteers from local chapters as well as alumni volunteers attended and assisted with the successful installation, which include two faculty members and Dean of the college.

*Rhode Island Colony (University of Rhode Island)* – the colony is making progress toward plans for a spring 2017 installation. They had a consultation visit this past fall, and are developing plans for their petition during the spring semester.

## **Capital Region - Fall 2016 Mid-Year Reviews**

Chapter: *Epsilon Kappa*

District Director: *Christopher Pitzer*

# of Collegiate Brothers: 25

# of Active Brothers: 25

# of Brothers graduating this semester: 2

# of Brothers initiated this semester: 6

# of Brothers who attended LEAD: 2

### **Strengths:**

Overall, the chapter is doing well. The Brothers initiated last semester (Spring 2016) played a very large role this semester and made huge strides in their development. With many Brothers who graduated last semester, the newly initiated Brothers from the Spring had to take on leadership roles.

A major factor to the success of the chapter is former President, Denise. With the recent election, she is no longer the president, but still is an active brother and provides a strong positive influence. She will surely be able to help ensure a smooth transition for next semester.

The chapter is making a concerted effort to raise funds so they can send members to provincial / national events. LEAD was further away this semester, but the two Brothers who did go had a good time and spoke highly of the event upon their return.

### **Weaknesses:**

The Chapter has a decent reputation with the business faculty. The chapter needs to do more with the business faculty and get them more involved with chapter events, especially recruitment.

Attendance at chapter events does come up often. The chapter is reviewing some ideas to increase attendance at events (possibly even reducing dues).

I recommend discussing the 20:45 meeting start time. This is really late in the evening and the DD says he can see some apathy toward the meeting when he has been in attendance (his opinion).

While the chapter is making head way, I would still like to see more fundraising being done not only for their travel budget, but to spend for their events as well.

### **Opportunities (financially, recruitment, operational improvement, etc):**

Shepherd University is establishing a new School of Business. This should lead to easier recruiting and possibly an increased chapter size. Dr. Martz (Dean) is a DeltaSig and is very excited to working with the Alumni Chapter and the Undergrads.

This can be a great opportunity to get the current business faculty involved with the chapter and also promote the chapter to the university as a whole.

### **Threats/Concerns:**

I do not see any major threats to the chapter, other than natural attrition of members. I do not see this as a concern though because the incoming members this Fall are showing to be a strong group.

Shepherd has traditionally been a commuter campus. I still believe this is case with the current breakdown and I believe the chapter also follows this average. I also noted that many of the undergrads work lots of hours during the school year. This does have some potential to pull attendance and possibly even cause some issues with performance.

**Goals:**

Strive to obtain Chapter of Excellence. – Epsilon Kappa District Director

**Additional Comments / Notes of Importance from the District Director:**

As noted, the School of Business has the potential to greatly influence the chapter and the chapter has the opportunity to help promote and grow within the School. I had the opportunity to talk with Dr. Martz at one of our alumni meetings and I was deeply impressed with his commitment to the School of Business (which at the time was not even funded). He did meet with Denise and was impressed with her and some the officers that he met. I think this transformation will only lead to good things in the future for this chapter and for Shepherd as a whole.

Chapter: *Gamma Sigma*

District Director: *Neda Delavarpour*

# of Collegiate Brothers: 55

# of Active Brothers: 54

# of Brothers graduating this semester: 4

# of Brothers initiated this semester: 14

# of Brothers who attended LEAD: 4

**Strengths:**

- Efficient meetings. Everyone is attentive and runs smoothly.
- Collaboration with other organizations on campus especially within the business school.
- Promoting Brotherhood. Having fun during and outside of meetings.
- Creative processes (ex: envelope reveal for Bigs, positive use of social media).

**Weaknesses:**

- Generally unorganized operationally, particularly with CMP and logistics for ceremonies.
- Lacking knowledge of National policies and procedures, as well as ritual.
- LEAD attendance.
- Not communicative with DD. DD had to contact the chapter for ceremony details, and doesn't hear from them unless prompted.

**Opportunities** (financially, recruitment, operational improvement, etc):

- Alumni involvement and networking
- Young chapter with young leadership, so they have an opportunity to build a solid foundation.

**Threats/Concerns:**

-Concerned they may pick up bad habits or not following National policies because of unsure practices; however, this is not communicated.

**Goals:**

- Familiarize chapter with ritual book and bylaws.
- Establish alumni involvement practices.
- Become proficient in rituals and ceremonies including memorization and logistics.

**Additional Comments / Notes of Importance:**

Gamma Sigma has had a high turnover in leadership this semester. There has been an obvious decrease in communication with the DD and "strictness" with how chapter is run. However, the alternative is that they are operating in a more friendly and fun manner which will be helpful in preventing burnout. They are always open to suggestions and feedback, and appreciated having the consultant visit this semester.

Chapter: *Iota Kappa*

District Director: *Courtney Carroll*

# of Collegiate Brothers: 101

# of Active Brothers: 101

# of Brothers graduating this semester: 31

# of Brothers initiated this semester: 19

# of Brothers who attended LEAD: 13

**Strengths:**

- Professional culture,
- respected organization on campus,
- organization of chapter,
- active brothers,
- solid leadership,
- following DSP guidelines, policies & procedures,
- healthy brotherhood,

**Weaknesses:**

- Initiation not memorized or properly executed,
- attendance at Grand Chapter Congress,
- understanding ritual,
- lack of diversity (some progress since last year).

**Opportunities** (financially, recruitment, operational improvement, etc):

- New Faculty Advisor should be a great asset for the chapter
  - Member of the career services team
  - Her role could open doors for continued involvement of Brothers in key positions on campus

- Her sister is an alumnus of DSP which could bridge the gap between students and alumni at JMU
- Recruiting to add diversity to their chapter
  - Attempt to target different student groups

**Threats/Concerns:**

Understanding of Robert's Rule of Order, and Ritual

**Goals:**

- Memorize initiation and work on better execution,
- Understand ritual better by reading the ritual book and rehearsing.

**Additional Comments / Notes of Importance:**

This is a fantastic chapter. They are exceptional representatives of Delta Sigma Pi, but need to improve on their weaknesses.

Chapter: *Iota Rho*

District Director: *Marvin Boone / Kevin Lloyd*

# of Collegiate Brothers: 58 Collegiate Brothers

# of Active Brothers: 58 Brothers in "Good Standing"

# of Brothers graduating this semester: 2 Brothers graduated this semester. 29 Collegiate Brothers scheduled to graduate in Spring of 2017

# of Brothers initiated this semester: 14 new Brothers in the Fall 2016

# of Brothers who attended LEAD: 3 Brothers from Iota Rho attended Lead this Fall

**Strengths:**

Iota Rho Chapters has a very strong sense of community. The chapter has done an amazing job reaching out to Alumni Brothers to assist with various programming and general operations support.

**Weaknesses:**

Iota Rho lacks dedicated programming focused on year round fundraising and partnerships; both internally (Alumni & University Community) and externally (Non University Related).

**Opportunities** (financially, recruitment, operational improvement, etc):

This past semester Iota Rho, at the direction of the DD, explored new ways to fundraise with a centered focus on building budgeted / accumulative accounts. These funds would mainly serve for annual chapter/fraternity items (such as ceremonies, conferences (i.e. initiation, Lead & Grand Chapter Congress)).

This last year Iota Rho, at the suggestion of the DD, began to hold semester workshops for Roberts Rules of Order. This workshop will appear on the chancellors' calendar as a staple item moving forward. This item is designed to continue the consistency with new Brothers to become familiar with operational aspects of meeting and organizing. The chapter is expected to vote on this item in the Spring of 2017.

**Threats/Concerns:**

One concern is continued decline of fraternity conference participation by collegiate members. If the yearly planning doesn't produce a more interesting variety of workshop content (that is both entertaining and sustaining) the numbers will continue to decline.

**Goals:**

- To increase its fundraising efforts for Lead School & Grand Chapter Congress.
- Practice ritual and rehearse initiation for memorization credit
- Become more knowledgeable in National Bylaws

**Additional Comments / Notes of Importance:**

None

Chapter: *Mu Tau*

District Director: *Gayatachew Dorsainville*

# of Collegiate Brothers: 36

# of Active Brothers: 20

# of Brothers graduating this semester: 2

# of Brothers initiated this semester: 12

# of Brothers who attended LEAD: 3

**Strengths:**

- Strong brotherhood
- Efficient in time management of meetings
- Organized and productive events
- Transparent communication between membership

**Weaknesses:**

- Chapter focus on trials, while done well, weakens the bond of fraternity
- Focus on quantity of pledges
  - greater concentration on commitment should be measured

**Opportunities** (financially, recruitment, operational improvement, etc):

- Partner with the School of Business and Regional Chapters to develop relationships
- Participate more at least 10 - 15 members to 2017 Pittsburgh Provincial LEAD Conference.
- Focus more on intra-relationships and less on trials to motivate brothers and to encourage accountability.

**Threats/Concerns:**

- A lack of business school partnership may have future impact.
- Overly active calendar tires the membership
  - Too many events requiring participation could lead to burnouts
- National and Regional presence

**Goals:**

- Chapter of Excellence this year.
- Getting more involved in the School of Business by cosponsoring events with them.
- Increasing faculty relations on campus and in the School of Business
- Initiating at least 1-2 faculty members annually.
- Building relationships with nearby chapters and having better attendance at LEAD events

Chapter: *Omicron Chi*

District Director: *Phylicia Jackson*

# of Collegiate Brothers: 19

# of Active Brothers: 19

# of Brothers graduating this semester: 8

# of Brothers initiated this semester: 4

# of Brothers who attended LEAD: 4

**Strengths:**

- Willingness to learn and grow
- Open to change
- Replacing the previous DD with Phylcia has been a great change. Her efforts will be very beneficial to the chapter's growth.

**Weaknesses:**

- Organization: Not properly reporting events and finances
- More reactive and unprepared as opposed to being proactive
- CMP entry timeliness: Although, this is getting better
- Effective communication amongst members within the chapter, as well as to their District Director
- Attendance in every aspect is low

**Opportunities (financially, recruitment, operational improvement, etc):**

- Recruitment is tremendously poor. This should have high focus on improvement
- Educational and operational improvements
- Finances
- Membership commitment
- Fraternal Bonding

**Threats/Concerns:**

- Recruitment has consistently been low: This could result in a membership too low for functionality
- Campus Presence is very low as brothers do not promote the Fraternity on campus
  - Phylcia has recommended that they should dedicate time every week to talk to at least 1 new person about their chapter and the fraternity as a whole

**Goals:**

- Focus on Recruiting; much greater emphasis will be placed on recruitment in the spring semester.
- Team Bonding – adding more social/bonding events for the brothers
- Fundraising – they had many missed opportunities in the past years.
  - Taking advantage of financial opportunities could have put them in a better financial situation going into break.
- Planning – more planning before the semester starts.
- CMP Training for all the officers’ especially new ones.

**Note from the District Director:**

Most recently I attended the “transition meeting” for the spring semester. I put quotes around because it was more of a planning than transition. Brothers who formerly held positions were not in attendance and brothers who were recently elected were not there which tells me that the newly elected officers will be starting from scratch. However, in this case I believe this is a good thing as we will be able to mold them into the leaders we need them to be.

There was a lot of good that came out of the meeting, planning and organization was probably the biggest thing. They have a lot of ideas and I felt they were able to voice them more than I had ever seen them do before.

There seems to be an eagerness from the new brothers who were initiated this fall, they have each taken an office and had great ideas for improvement and growth.

**Eastern Region RVP Report**  
**Thomas Calloway**

- Goals Progress related to your position
  - *(Slight Improvement)* **Increase the leadership pool within the region**

The region enjoyed a moderate uptick this past semester with regards to Brothers interested in stepping into volunteer positions with the Fraternity. Three first time volunteers stepped into District Director roles and two first time volunteers stepped into roles within the Regional Committees. Further improvement in the number of volunteers are still needed as a number of long serving alumni volunteers will likely be stepping down soon and vacant positions still exist throughout the region. The search for new volunteers is an on-going process to ensure qualified volunteers.
  - *(Improving)* **Promote Delta Sigma Pi Awards and Leadership Foundation Scholarships**

Only six chapters submitted a nominee for the Collegian of the Year award leaving three chapters that did not submit a nominee during the most recent nomination process. Those numbers are up from last year (2015-2016) but they still represent only a small number of chapters within our region that still need to submit nominees. The same can be said of chapter awards, where only five chapters submitted chapter awards last year. Chapters cannot win if they do not submit for an award despite how successful a program is conducted. Leadership from the region needs to do a better job of reminding chapters that they should submit to show off their chapter. Promoting Delta Sigma Pi awards has been a struggle over the past few years as most chapters are not seeing the overall value for the work, but we have seen some progress.
  - *(Work in Progress)* **Increase attendance at national events**

The chapters from the region continue to regularly send representatives from each chapter and in many cases a high number of brothers to Regional and Provincial events. Some chapters recognize the importance and fun that comes from attending these events and send a high number of representatives as a result. Other chapters, unfortunately, typically send the minimum number and not on a regular basis. The next phase is to get the same level of energy from all chapters to ensure high numbers of representatives from each chapter.
- Identification of potential leaders and/or update on your own succession-planning

This year has seen a modest up swing with the number of alumni volunteers. Eager volunteers stepped into roles as a District Director, but there are still two chapters that are still without a District Director. As the new calendar year begins I have been reaching out to a handful of individuals to see if they would be interested in becoming a District Director. I really want to get every chapter placed with a District Director to ensure closer response to each chapter. I also need to impart a request on each current District Director to work on finding at least one successor.

### District Directors (Fall 2016)

Alpha Gamma	- Jennifer McCanty
Beta Nu	- Hennah Iqbal
Beta Xi	- Linda Fritch Oakes
Epsilon Sigma	- Julie Hermes *
Zeta Pi	- Jim Kantor
Eta Xi	- Christina Wilson *
Mu Omega	- <i>vacant</i>
Omicron Omega	- <i>vacant</i>
Rho Tau	- Marina Tropeano *

\* Denotes new District Director

- General Comments regarding the operational status of the region/province and the fraternity

Despite operating the start of the year shorthanded, the region enjoyed a moderate level of success with a few areas to build from. We have had memorable moments to look back on and enjoy the successes including a very successful Regional Conference held in October at St Joseph's University. As has been the case for the past few years, the biggest obstacle remains late CMP submissions. There needs to be a new emphasis placed on deadlines and due dates in the new fiscal year. Otherwise, chapter operations do have strong foundation for most chapters in the region.

### Chapters

- Alpha Gamma - Penn State University (Jennifer Morelli McCanty)
  - Strengths
    - Chapter has a great sense of self and are excited about the chapter
    - National events attendance remains high
    - Community Service (particular involvement in THON)
    - Solid recruiting efforts
  - Weaknesses/Concerns

Ritual memorization is an area for improvement

Over emphasis of major event results in perceived lack of support for other events

Fundraising is a regular labor

- Opportunities

- Working with school faculty to improve image on campus

- Award submissions

- Threats

- The size of the chapter has become a double edged sword. The large size allows the chapter to be more ambitious and work on more things, but also results in large groups of brothers falling through the cracks. Chapter leadership is working to utilize a committee structure better to include more people and help better prepare brothers for stepping up in the future.

- Beta Nu – University of Pennsylvania (Hennah Iqbal)

- Strengths

- Chapter leadership remains internally strong for Beta Nu's goals

- Improving communication with volunteers

- Good relationship with Chapter alumni

- Weaknesses/Concerns

- National Event attendance (Continue to only send the minimum number of brothers)

- Practices and operations consistent with those of the national fraternity

- Awards... Awards....

- Opportunities

- Chapter morale has greatly improved

- Threats

- They seem to have a good relationship with their District Director, so I am hoping to build some momentum in the right direction.

- Beta Xi – Rider University (Linda Fritchey Oakes)

- Strengths

- Continued focus on the chapter and brotherhood

Very Service oriented chapter that takes pride in their program

Rebuilding efforts are showing the results

- Weaknesses/Concerns
  - Alumni relations have been strained but have an opportunity to redevelop
- Opportunities
  - Desire to improve the chapter perception and success
  - Continued increase in participation across the board
- Threats
  - The chapter is continuing to work with the school of business, Rider University and the Office of Greek Life to ensure the best place for the chapter to operate.
  
- Epsilon Sigma – La Salle University (Julie Hermes)
  - Strengths
    - Solid recruiting with a good retention rate
    - Working closely with their District Director
  - Weaknesses
    - Still working to find their identity
    - CMP Deadlines
    - National Event attendance (Continue to only send low numbers of brothers) – missing opportunities for growth
  - Opportunities
    - Have the desire for what they want, now just need to achieve it
  - Threats
    - Transition remains a challenge as the chapter is still generally new. A good alumni presence to help guide the direction will be a major step forward.
  
- Zeta Pi – St Joseph’s University (Jim Kantor)
  - Strengths
    - Off to an exceptional start
    - Solid recruiting with a great retention (100%)
    - Delta Sigma Pi is highly regarded on campus

## High expectations for themselves

- Weaknesses  
Awards... Awards....
- Opportunities  
Working on strengthening their inter-chapter opportunities
- Threats  
Chapter cannot get lazy in operations or relationships. The chapter has built a great track record that they must continue to work at moving themselves to the next level.

- Eta Xi – Philadelphia University (Christina Wilson)
  - Strengths
    - Executive Committee is working hard to build the chapter
    - Working closely with their District Director
  - Weaknesses/Concerns
    - A lot of running in place with regards to building the chapter
    - Just getting by as a chapter
  - Opportunities
    - Keep climbing little by little
  - Threats
    - Needs continued alumni influence to ensure continued development and to experience a level of success just once rather than constantly fighting for survival to feel the accomplishment that will propel the chapter forward
  
- Mu Omega – The College of New Jersey (*vacant*)
  - Strengths
    - Confident chapter with strong goals
    - Professional and Service event programming is diverse and well thought through
  - Weaknesses
    - Ritual memorization and appreciation
  - Opportunities
    - Additional guidance/support would be positive during any transition
  - Threat
    - This is a strong chapter without a distinctive personality so they are easily forgotten or overlooked.
  
- Omicron Omega – University of Delaware (*vacant*)
  - Strengths
    - Relationship with the Business School remains strong
  - Weaknesses
    - Coordination with the Business School to earn some return on the relationship
    - Ritual memorization and understanding

Underutilized alumni network

- Opportunities  
Ritual

Large chapter where brothers can be lost in the background

Increase campus and community awareness

- Threats  
Attendance at national events is regularly low. Confident chapter that has a good understanding of Fraternity goals, but lacks identity

- Rho Tau – Rutgers University, New Brunswick (Marina Tropeano)

- Strengths  
Good reputation on campus

Organized approach to their operation

- Weaknesses  
Still learning chapter best practices

Must enhance transition to ensure all aspects are conveyed

Too many great events are restricted to the chapter rather than opening to entire business school

- Opportunities  
Very ambitious chapter and the potential is high

Strong fund raising should bring many Brothers to national events.

- Threats  
Opportunity to still establish the foundation of a great chapter

### **Colonies**

- None

### **Alumni**

- None

**Report of East Central Regional Vice President: Monica Ramey  
Fall 2016**

**Summary**

- Chapter Operations and CMP seem to be at a good state for most chapters. We had a few problems with a few of the chapters over the past few semesters that have resulted in lower than normal CMP. The focus this coming semester is to increase CMP participation.
- The thing that I am seeing more and more of is the chapters in the region memorizing Ritual for Initiations.

**Fall 2015 Travel**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
08/25	Ohio Dominican	Meeting with Advisor	Columbus, Ohio
09/06	Ohio Dominican	Meeting	Columbus, Ohio
09/10	Ohio State	Housing Foundation	Columbus, Ohio
09/15	Ohio Dominican	Meeting	Columbus, Ohio
11/4	Syracuse LEAD	LEAD	Syracuse, New York
11/12	Dayton	Initiation	Dayton, Ohio
11/12	Cincinnati Alumni Chapter	Open House at Central Office	Oxford, Ohio
11/19	Ohio State	Initiation	Columbus, Ohio
11/21	Miami	Initiation	Oxford, Ohio
12/3	Theta Pi	Initiation	Bowling Green, Ohio

**Fall 2015 East Central Leadership Team**

<b>Role</b>	<b>Name</b>	<b>School</b>	
District Director's		Nu	Ohio State University
	Alex	Alpha Upsilon	Miami University
	Sammy	Alpha Theta	University of Cincinnati
	Mary	Alpha Omicron	Ohio University
	Ollie	Xi Upsilon	Marshall University
	Ted	Epsilon Tau	Dayton University
	James	Theta Pi	Bowling Green
	Kyle	Theta Lambda	Xavier University
Committee Chair's	Sam	Awards Committee	N/A

## **Regional Goal Summary**

- *Focus on proper initiation including standardizing throughout the Region- In Progress*
  - This is one of the Goals that I have used in past, however, this is still relevant with this region. It still continues to improve but there are still many things that are different with the region. By attending initiations, I have been able to improve the results of how a proper initiation is done.
    - Continue to educate
    - Support from District Directors
  
- *Future Goals*
  - Get graduating seniors interested in becoming alumni and keeping them involved once they graduate
  - Hold Exec Committee meeting at Central Office in the Spring
  - Have better awards submission with a greater turn out of chapter participation

## **Chapter Overview**

### **Nu- Ohio State University**

#### **Strengths:**

- Involved with other chapters
- Membership is actively involved in other organizations on campus , which creates a potential for more new members and new ideas of community service, Professional activities
- Desire to do well and get involved
- Community Service Events

#### **Opportunities:**

- To take risks and expand and try new Professional and Community Service events
- Minimal involvement in national events (though this is improving)
- Keep brothers involved even after college

#### **Notes of Importance:**

The Nu chapter has improved so much over the past few years, they are driven, determined and very hard working. They care about each of the brothers and want to be the best. They work with other chapters in the region to keep ideas fresh and new. They could benefit by sending more brothers to LEAD and Provincials. The Nu chapter has a very strong leadership team and the Exec Committee has done a great job getting the chapter involved in new activities.

### **Alpha Theta- University of Cincinnati**

#### **Strengths:**

- Professional and Service Events
- Involvement of brothers- Brotherhood
- Desire to achieve and do great in the community and Delta Sigma Pi
- The amount of brothers that travel to events

**Opportunities:**

- Proximity to other chapters in Delta Sigma Pi
- Proximity to Cincinnati Alumni chapter

**Notes of Importance:**

The Alpha Theta chapter is a very strong chapter in the East Central Region. They operate at a very high level and they are able to bring in a lot of money through fundraising and send a lot of brothers to conferences using the housing foundation money. They consistently send multiple brothers to Lead school and how they offer everyone the opportunity to participate. This chapter also has a very strong backing of Alumni and they have a lot of support for their chapter advisor and other facility initiatives. They have a great ritual team and continuously produce great initiations for the new brothers.

### Alpha Omicron- Ohio University

**Strengths:**

- Was unable to work with the Chapter this semester

**Opportunities:**

- Focus on working to improve reputation on campus
- Focus on improving CMP with Delta Sigma Pi
- Focus on team building in another way

**Notes of Importance:**

The Alpha Omicron chapter had many problems this semester, once we are able to work with the chapter again we will walk through policies and have them check all the boxes to ensure they are making steps to improve.

### Alpha Upsilon- Miami University

**Strengths:**

- Passing information from one Exec Committee to the next
- Community Service and Professional events

**Opportunities:**

- Improving Ritual
- Not taking "attendance" at ritual
- Attendance at events
- Working with the Cincinnati Alumni Chapter

**Notes of Importance:**

The Alpha Upsilon chapter has great professional and community service events that make this chapter one of the best in the region. They lack the commitment to Central Office and other chapters in the region, the Cincinnati Alumni chapter hosted an event at Central Office and not a single brother showed up for the event from the chapter. They do not send many brothers to Lead or Provincial events. The memorization of ritual this semester was not the best, it did not seem that they had practiced that much, they got the point across but recommend that if they do not have it down they should not try to memorize in the future.

### **Epsilon Tau- University of Dayton**

#### **Strengths:**

- New DD that has a different experience from another region
- Improvement from semester to semester

#### **Opportunities:**

- Create a Committee that does not change positions every semester
- Keep improving upon ritual, it was great this last semester would recommend maybe memorizing next

#### **Notes of Importance:**

Last semester ritual was not very good, borderline hazing and did not flow very well. With working with the chapter, they have improved and had a smooth initiation this semester. If I had a most improved award, it would go to the Epsilon Tau chapter for their hard work with initiation this past year. I would still encourage the chapter to send members to Lead and provincial, they have been better at doing it but want to encourage them to keep sending brothers so they can learn and talk to other brothers about what they do as well. This chapter does have a first year DD but Ted has done a great job with the chapter so far and can help them in ways that other DDs have not been able to help in the past.

### **Theta Lambda- Xavier University**

#### **Strengths:**

- Member inclusion
- Willingness to improve

#### **Opportunities:**

- Desire to improve and engage the chapter amongst membership
- Increasing chapter morale/motivation/attendance
- Proximity to other chapters should assist with inter-chapter engagement

#### **Notes of Importance:**

The Theta Lambda chapter has been a chapter that has been improving semester over semester. They still are improving and gaining knowledge that comes with being able to pass information down from semester to semester. They have a new DD as well, Kyle that was a Leadership Consultant which can help take this chapter from being good to being great. He has the experience and understanding of how chapters are run and can help improve the knowledge of this chapter. I recommend that they work with the Cincinnati Alumni Chapter as well as the chapter over at University of Cincinnati on professional and community service events.

### **Theta Pi- Bowling Green State University**

#### **Strengths:**

- Strong brotherhood
- Consistent ability to reach Accredited chapter or better
- Great Initiation

#### **Opportunities:**

- New DD, new ideas

- Think outside of the box
- Focus on Risk Management with member on a semester basis

**Notes of Importance:**

The Theta Pi chapter is always doing well, being in a small town with no other chapters near them, they are always doing well. The problems that we are having is that they need to focus on risk management more. We do tend to see a lot of inactive requests come from the chapter as well, I would request that they work with the members to find a good time for everyone to meet so that they can keep each of the members involved and gaining new ideas. They do have a new DD as well that was president at the Xi Upsilon chapter at Marshall, James brings a great sense of optimism and is great at bringing people together. I would like this chapter to think of new things that follow risk management and keep building on what they have done in the past.

**Xi Upsilon- Marshall University**

**Strengths:**

- Strong Brotherhood for a small chapter
- District Director

**Opportunities:**

- Openness to improve
- Sending most of the chapter to National events
- Recruitment

**Notes of Importance:**

The Xi Upsilon Chapter has a great brotherhood, they do a lot of things outside the chapter together. They have the ability to reach out to alumni brothers and get involved. They have a past RVP as a DD and Ollie is able to bring new ideas to the chapter. The community in Huntington is very small, but if the chapter has the ability to reach out and do more community service events in Huntington it could make a bigger impact. I would request that the chapter focuses on recruitment over the next few semesters and increase the amount brothers that they bring in. They are always open to improvement ideas and willing to work together to succeed.

**Omicron Tau-Ohio Dominican – Charter Revoked**

Unfortunately, for 4 consecutive years, the chapter had less than 15 members and after several terms of guidance and support from local volunteer leaders, nearby chapters, and Central Office, the chapter was still unable to support minimum requirements. Based on the chapter's recruitment efforts and the graduation times of both brothers and pledges this fall, and due to lower student enrollment within the college of business, they would continue in a downward cycle. By vote of the board of directors, the chapter's charter was revoked and they have returned all of their chapter banners, charter etc. to Central Office.

# Report of Empire Regional Vice President: Jackie Napalan 2016-2017

## Regional Goal Progress

- ***(Concerning) Improve chapter operations***

The most of my chapters are the top performing business organizations at their university. However, the chapters have difficulty keeping up with the requirements of the HUB and managing their deadlines. I anticipate this is due to them not understanding their responsibility to submit specific items on the HUB. The VPCO should sent updates and reminders and ask the President to step in if no response. I keep my DDs updated on the deadlines, but I think the root of it having multiple contacts involved to create more accountability.

- ***(Improving) Identify and train next generation of volunteer leaders***

The alumni have become more hands-on with the local chapters, which enabled us to get to know potential leaders on a deeper level. The integration of the NYC Alumni Chapter has helped students understand the benefit of stay involved post graduation.

- ***(Completed) Explore potential growth opportunities in region***

The Upsilon Omega Chapter was installed at the Stony Brook University on Saturday, December 3. There was some interest from New Jersey Institute of Technology, but we have not received a dean's letter or list of interested students since the initial inquiry.

- ***(Completed) Promote better affiliation between the collegiate chapters and the local alumni chapter***

Overall all of my chapters have participated in some sort of intercollegiate event this year, which is an incredible improvement from last semester. Alumni involvement has also improved as most of my DDs are from alumni brothers of local chapters and help generate awareness of both collegiate and alumni chapter events.

- ***(Concerning) Increase quantity and quality of award applications***

One of my chapters inquired about the COY application only after the deadline had already passed. This year I will make more of an effort to remind them of upcoming deadlines and send emails both to their DDs and directly to the chapter roster list for further impact.

- ***(Improving) Increase attendance at national events***

The NYC Alumni Chapter Newsletter promotes all regional and national events. We also have all of the VPARs

on our mailing list to keep them informed. At every initiation and pledging ceremony I attend, I stress the importance of networking and participating in LEAD schools and GCC. I then ask my DD to share their

favorite stories back when they were a collegiate brother. Cost is always an issue, but I remind them to sign up before it gets too expensive and to ask their VPSA to apply for grants.

- **General comments regarding the operational status of the region**

Overall my region has a better understanding of why CMP is important, but many of them view these reports as a nagging task. This Spring I will focus on motivating them by making practical analogies of the importance of the HUB from a business standpoint. I have told a chapter already that it is comparable to when a CEO asks their COO and CFO for a company status or 10k. If you don't have the right information, it is difficult determine the success of a company. I will also put a focus on being rewarded by Central Office for all the amazing work they are doing ok their campus, which they can highlight on their resume.

### **Fall 2016 Travel / Scheduled Conference Calls**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
7/20/16	New York City Alumni	Happy Hour	New York, NY
7/25/16	Northeastern Province	Leadership Team Conference Call	TC
8/6/16	Alpha	RVP/DD 1:1	New York, NY
8/17/16	Zeta Eta	RVP/DD 1:1	New York, NY
8/23/16	Kappa Rho	RVP/DD 1:1	New York, NY
8/25/16	New York City Alumni	Happy Hour	New York, NY
8/28/16	Pi Psi	RVP/DD 1:1	New York, NY
8/29/16	Kappa Rho	Chapter Meeting	Garden City, NY
9/4/16	Upsilon Omega	RVP/DD 1:1	TC
9/7/16	Upsilon Omega	Chapter Meeting	Stony Brook, NY
9/19/16	Alpha	Pledging Ceremony	New York, NY

9/22/16	Kappa Rho	Pledging Ceremony	Garden City, NY
9/23/16	Pi Psi	Pledging Ceremony	New York, NY
9/25/16	Empire Region	Interchapter Picnic	New York, NY
9/29/16	Zeta Eta	Pledging Ceremony	Jersey City, NJ
10/10/16	Pi Phi	Chapter Meeting	Pleasantville, NY
10/11/16	Kappa Rho	Consultation Visit	Garden City, NY
10/13/16	Pi Phi	Brotherhood Game Night	Pleasantville, NY
10/25/16	New York City Alumni	Seasonal Social	New York, NY
11/4/16-11/6/16	Northeastern Province	LEAD School	Syracuse, NY
11/12/16	Zeta Eta	Initiation Ceremony	Jersey City, NJ
11/14/16	Pi Phi	Consultation Visit	Pleasantville, NY
11/21/16	New York City Alumni	Community Service	New York, NY
12/3/16	Upsilon Omega	Initiation and Installation	Stony Brook, NY
12/9/16	New York City Alumni	Seasonal Social	New York, NY

**Spring 2017 Travel / Scheduled Conference Calls**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
1/13/17-1/15/17	Northeastern Province	Leadership Retreat	Akron, OH
1/25/17	New York City Alumni	Seasonal Social	New York, NY

1/28/17	Empire Region	Regional Meeting	New York NY
2/10/17-2/12/17	Northeastern Province	Provincial LEAD	Pittsburgh, PA
2/22/17	New York City Alumni	Happy Hour	New York, NY
3/22/17	New York City Alumni	Happy Hour	New York, NY
4/23/17	Empire Region / Alumni	Community Service	New York, NY
5/24/17	New York City Alumni	Annual Chapter Meeting	New York, NY
6/21/17	Empire Region / Alumni	Professional Event/Recruitment	New York, NY
7/15/17	Empire Region / Alumni	Intern Meetup	New York, NY
8/18/17-8/20/17	National	Grand Chapter Congress	New Orleans, LA

### **2016-2017 Empire Leadership Team**

<b>Role</b>	<b>Name</b>	<b>School</b>	<b>Chapter</b>
District Directors	Mark Lee	New York University	Alpha
	Dhimitra Papadhimitri	CUNY - Baruch	Pi Psi
	Sarah Santhouse	Pace University	Pi Phi
	J. McCall Martorelli	Adelphi University	Kappa Rho
	Juan Viruet	St. Peters University	Zeta Eta
	Will Greenberg	Stony Brook University	Colony

Awards Committee	Kristen Brown	Chair	N/A
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## **Chapter Overview**

### **Alpha - New York University**

#### **Strengths:**

- Professional and Service Events
- Overall campus involvement amongst membership
- Professional and Scholastic Development/Academic Achievement
- Alumni Engagement
- New District Director

#### **Opportunities:**

- Proximity to other chapters should assist with interchapter relations
- Improved CMP performance to better reflect chapter achievements

#### **Concerns:**

- Risk Management activities by the chapter: they are currently on university suspension and under investigation
- CMP: Have not seen much improvement
- Ritual: Still not memorized, did not step up for Stony Brook Installation either
- National Attendance – 2 registered and did not attend northeastern, likely not due to financial issues, but lack of interest

#### **Improving:**

- Interchapter relations: Attended regional picnic in large numbers, likely from heavy engagement with DD and RVP

### **Pi Psi - Baruch College of the City of New York (CUNY)**

#### **Strengths:**

- Professional and Service Events
- Brotherhood
- Desire to achieve
- Scholastic Development
- Alumni Engagement
- New District Director

- Regional Event Attendance

**Opportunities:**

- Increase campus relations through development of relationships with faculty, administration, and advisors
- Proximity to other chapters should assist with interchapter relations

**Concerning:**

- CMP and operations in general: No Roberts Rules of orders. CMP performance is still low. Their consultation visit results were subpar. Their meetings with Jeff was very unorganized.

**Improving:**

- National and regional awards: Applied and won the most awards in the region. Also won a national award.
- Ritual: Participated in Stony Brook's installation ritual team

**Pi Phi - Pace University Westchester**

**Strengths:**

- Engagement with their District Director
- Some interchapter attendance

**Opportunities:**

- Not a part of the Fraternity system, more challenging to recruit
- Increase campus relations through development of relationships with faculty, administration, and advisors
- National and regional event attendance
- Professional programming

**Concerning:**

- Experiencing major difficulties with recruitment
- Needs to rebrand completely or could close down
- Low morale and lack of respect for other collegiate members

**Improving:**

- Interchapter relations: Two of their members attended the Stony Brook Installation

## **Zeta Eta - St. Peters Univeresity**

### **Strengths:**

- Professional event program
- Chapter Brotherhood
- Engagement with their District Director
- National and regional meeting attendance
- Recruitment

### **Opportunities:**

- Increase campus relations through development of relationships with faculty, administration, and advisors

### **Concerning:**

- Finances: Fundraising is one of their major challenges. Chapter dues collection has improved however.

### **Improving:**

- CMP and general operations: Still needs to stay on track of award deadlines. Although CMP reporting is better than last semester's.

## **Kappa Rho - Adelphi University**

### **Strengths:**

- Overall Operations & CMP reporting
- Professional and Scholastic Development/Academic Achievement
- Desire to achieve
- Only professional business Fraternity at their university
- Engagement with their District Director
- National and regional meeting attendance

### **Opportunities:**

- Continuing to increase attendance at national events
- Continued development of corporate sponsorship program

### **Concerning:**

- Internal issues within the chapter that has been brought up to Central Office and the university

**Improving:**

- Interchapter involvement: Attended regional picnic,
- Ritual: Participated in Stony Brook's installation ritual team.

**Upsilon Omega - Stony Brook University**

**Strengths:**

- Fraternity spirit
- Desire to achieve
- Positive energy from communication with national leadership
- Track record of successful events

**Opportunities:**

- Ability to set a vision/standard for a future chapter
- Proximity to other chapters should assist with inter-chapter engagement

**Concerning:**

- Spring will be their first term as an official chapter: Will need to understand how a chapter works and how HUB requirements are slightly different

**Improving:**

- Communications between Central Office and their chapter
- Regional event attendance: Attended regional picnic, many of their brothers attended LEAD for the first time



# Report of New England Regional Vice President: Daniel Collins Fall 2016

## Summary

Overall, it has been an interesting year for the New England Region with many highs and lows. Our brothers have secured various individual achievements and have represented the fraternity well through their positive engagement, including an extraordinary presence at the LEAD School in Syracuse NY. However, we have also had to deal with several individual and/or chapter discipline items, which necessitated efforts to resolve and at times distracted from the many positive things occurring in New England. The semester was also framed in the personal context of having a newborn at home which resulted in comparatively less travel than planned (particularly at the start of the semester) but increased communication via phone/text/email.

Throughout the semester, there were two primary areas of focus for fall 2016; first to stabilize and adapt to continuing change in the New England Leadership Team following the passing of one of our most experienced volunteers, and second to assist the colony at University of Rhode Island with their further development and progress towards installation. A third area of focus was unplanned but naturally evolved, that of responding to the operational scenarios requiring intervention as they developed.

In terms of stabilizing the volunteer leadership team, four District Directors have joined since the passing of Richard Steinkrauss. Of the four, two have prior DD experience and have been actively engaged with the fraternity for a number of years, while two are more recent alumni but have had prior collegiate leadership experience. These four individuals bring a diverse range of experience and thinking to the team and I look forward to working with them throughout the spring.

In terms of URI Colony development, a fantastic group of students has continually made progress with their plans for a spring 2017 installation pending a successful petition. To date, they have secured the support of the Dean, received school funding to attend the Fall LEAD School, planned and coordinated a number of professional, service, and fundraising events, hosted a consultant visit, and have continued their recruiting efforts on campus. This has all occurred in a period of one year; they are nearing their colony establishment anniversary. Plans and development for petitioning are being evaluated throughout the winter break with more details forthcoming following the start of the spring semester.

Finally, regarding the individual discipline items, I believe our chapters and officers have admirably handled themselves in holding each brother to a high standard. While it has at times resulted in some tough decisions, I'm proud of the way the officers went about conducting their decisions. As for the chapter discipline situation, a temporary suspension was issued by the school for an investigation which was subsequently lifted with no findings from the school and a warning from the fraternity for an unapproved pledge event.

Overall, the region has continued to produce energetic students and talented alumni. There is a refreshed energy in the alumni chapter, and collegiate brothers are seeking to implement new ideas and engage with the national fraternity. There is positive groundwork for expanding membership and we continue to evaluate new opportunities for expansion as they occur. It is my firm belief that the region is positioned to succeed in the future due to the immense talent and amazing brotherhood of our chapters, I'm excited to see what great things its brothers can accomplish in the future. It's been an honor to be RVP these past four years, and it was an amazing experience thanks to the phenomenal brotherhood in the fraternity.  
Fraternally, Dan Collins

## Fall 2016 Travel, Notable Phone Calls, and Planned Travel\*

Date of Visit	Chapter	Event	Location
9/15/2016	University of Rhode Island Colony	Semester Kick-off/Colony Update w/ Pres. & DD	Conference Call
9/27/2016	University of Rhode Island Colony	Meet the Fraternity Night	Kingston, RI
10/5/2016	University of Rhode Island Colony	Colony Meeting	Kingston, RI
10/22/2016	Boston Alumni	Make A Difference Day	Wayland, MA
11/4/2016 - 11/6/2016	Northeastern Province	LEAD School	Syracuse, NY
11/11/2016	Nu Sigma	Initiation	Bristol, RI
11/18/2016	Lambda Tau	Initiation	Waltham, MA
Oct., Nov. Dec. 2016	Sigma Omega	Chapter Update/Discussion Calls w/ PVP,DD, Pres., VPPE	Multiple Phone Calls
12/3/2016	Gamma	Initiation	Boston, MA
12/3/2016	Xi Phi	Initiation	Boston, MA
12/5/2016	Gamma Upsilon	Chapter Update/Discussion Call w/ DD	Phone Call
12/10/2016	Boston Alumni	Holiday Gathering	Woburn, MA
1/13/2017 – 1/15/2017	Northeastern Province	PVP/RVP Team Meeting/Retreat	Cuyahoga Falls, OH
2/10/2017 – 2/12/2017	Northeastern Province	LEAD Provincial Council and Conference	Pittsburgh, PA

\*Not inclusive of all phone/e-communication.

## New England Leadership Team

Role	Name	School	Chapter
District Director's	Katie McGeary	Boston University	Gamma
	Deborah Lang	Babson College	Gamma Upsilon
	Daniel DelPiano	University of Connecticut	Theta Iota
	Erik Budlong	Bentley University	Lambda Tau
	Peter LaCava	Roger Williams University	Nu Sigma
	Brooke Bronkovic	University of Massachusetts Boston	Xi Phi
	Scott McMann	Bryant University	Xi Psi
	Vacant (TBD)	University of Massachusetts Amherst	Pi Rho
	Gary Perez	Northeastern University	Sigma Omega
	Samantha Burmeister	University of Rhode Island	URI Colony

## **Regional Goal Summary**

- *Evaluate DD structure / identify and train local volunteer leaders – In Progress*
  - Four new District Directors joined the team in 2016 with a mix of ages, gender, and volunteer experience from past DD's to new alumni.
  - One position remains open; several individuals targeted for the role pending discussions and upcoming regional needs.
  - Frequent one on one communications with individual team members regarding various discussions, chapter operations and situational scenarios.
  - Regional DD meeting to be held spring 2017.
  
- *Explore potential growth opportunities in region – In Progress (remain open to future opportunities)*
  - University of Rhode Island Colony established December 2015
    - Target for installation is April 2017.
    - The students have school administration support via the Dean and received school funding to attend the Syracuse LEAD School fall 2016.
    - New executive committee elected December 2016 with a blend of returning/new officers, recruiting is going well and membership is being updated in HUB over break.
    - Multiple professional/service events were completed, the Colony is nearing the required minimums for events.
    - Colony operations have begun to be more structured with a set agenda for meetings, approved bylaws, and improving CMP reporting.
  - University of Hartford, there is an interest group of students. Communications with Central Office ongoing, last status update is they are awaiting school permission for recruiting.
  - Boston College denied permission of reactivation inquiry (school policy prohibiting fraternities).
  - Potential for expansion will continue to be reiterated during chapter visits.
  
- *Review alumni structure & other initiatives in region – In Progress*
  - Several new or returning officers have taken an increased prominence in the alumni chapter and have brought new ideas to the chapter. There seems to be an increased energy and openness to change communications style to attempt to reach new membership and be inclusive.
  - A redevelopment of the Rose Games planning process is underway. The goal is to shift it from an event planned by volunteer leadership to one which chapters plan and operate via a bid process (akin to the Halsey Tournament). There remains a good amount of excitement regarding Rose Games and several chapters have expressed a desire to manage the event from start to finish by taking ownership of the structure and planning. Proposed bid process is to kick off in January 2017.

NIAGARA REGION

Rich Garber, RVP

Fall Semester, 2016

FRATERNITY TRAVEL DURING THE SEMESTER:

<u>DATE</u>	<u>CHAPTER</u>	<u>LOCATION</u>	<u>EVENT TYPE</u>
9/8	Cle-Akron AC	Sagamore Hills	Alumni chapter meeting
10/13	Cle-Akron AC	Sagamore Hills	Alumni chapter meeting
10/27-28	--	Denver	Western LEAD
11/4-5	--	Syracuse	Northeastern LEAD
12/8	Cle-Akron AC	Sagamore Hills	Alumni chapter meeting

GENERAL COMMENTS:

Appointed as RVP in the region this past September, my primary objective has been to get good District Directors in place and to groom one or more of those DD's to take over as RVP following the Grand Chapter Congress this August. Starting with recommendations from PVP Tricia and others, I then surveyed chapter Presidents for their input about recently graduated Brothers and then resorted to a mass email to alumni to targeted cities.

I've been pleased to report that I was able to fill six of the seven District Director positions. Of my six DD's, one is returning and five are new. All have graduated within the last few years and, where possible, I've assigned DD's to chapters different from their chapter of initiation.

### STATUS BY CHAPTER:

The SWOT analysis shown for each chapter has been written by their DD. My additional comments about each chapter, if any, follow the DD's SWOT.

#### ***Alpha Kappa, Buffalo***

##### ***District Director: Robert Newton***

This semester, I attended 5 Alpha Kappa Chapter events, including the Pledging ceremony, a chapter meeting, a pledge meeting, the Initiation ceremony, and the Central Office consultant visit with Mr. Jeff Winther. From my observations, I have noticed the following:

**Strengths:** Faculty relations. Alpha Kappa participates in School of Management events and volunteers to assist the SOM whenever they need student organizations for help. Also, Alpha Kappa has put together many extraordinary Professional and Community Service events. I am impressed by the events they have put on this previous semester. After the Chapter's failure to achieve chapter of excellence last year, they have been working on overdrive to complete and exceed all requirements.

**Weaknesses:** Pledge retention. The ratio of pledges who start the process to the amount that are initiated is considered poor. For Alpha Kappa, it is not uncommon for 5+ pledges to quit the pledging process in its midst each semester. Some occasions can be attributed to the pledges' personal lives and other occasions may be attributed to the length and intensity of the process. Jeff Winther addressed many of these issues during his visit, and I am optimistic that Alpha Kappa will take his suggestions to heart for the good of the chapter and its future.

**Opportunities:** Fundraising. New opportunities have arisen for Alpha Kappa to take advantage of. Staffing Buffalo Bills Football games during the fall has been helpful to the chapter's' finances. The chapter must search for profitable opportunities for the spring as well as year-round opportunities. Another upcoming opportunity for AK is a change in the School coming as of next year. Student organization offices are to be repurposed for school staff, thereby confiscating AK of one of its key assets. Though this is not the best of news for the chapter, it allows for a period of rethinking and innovation of how the chapter operates. With the office eliminated, brothers will have to seek each other out instead of meeting in a mutual space. Fraternity information won't be so easily shared and therefore, chapter meetings will take on a new importance.

Threats: Brother participation. Attendance at meetings is lacking. Many brothers (especially upperclassmen) fail to prioritize Fraternity events and engagements. Punishment is rarely dealt which encourages such behavior and causes more widespread truancy.

***Epsilon Lambda, Rochester Institute of Technology***

***District Director: Bryan Carlo***

Events Attended: Chapter meeting, Initiation

Strengths

- Strong sense of brotherhood
- Great ideas for events
- Passion for the fraternity
- Strong national involvement
- No disciplinary issues

Weaknesses

- Lack of organization
- Lack of execution
- Awareness of upcoming deadlines
- Brother turnover
- Fundraising

Opportunities

- Growth opportunities for larger active member base
- Expand presence on campus to other appropriate majors outside Saunders College of Business (Economics, hospitality)
- Develop sponsorships/partnerships with local businesses for funding

Threats

- Large graduating senior class this year
- Support from the college of business

**RVP Comments:** I am very pleased that Bryan, former RVP for the Empire Region, is attending grad school in the area and agreed to serve the chapter.

***Zeta Psi, University at Albany***

***District Director: Adam Thumen***

Events Attended: Overall, it was a pretty good semester for the Zeta Psi chapter as they continue to put the events that led to their probationary status behind them and focus on the future. I was able to

attend a Recruitment event, a brother meeting, a discussion with the E-Board and a consultant with Central Office, and the LEAD event in Syracuse.

### Strengths

*High Level of Brotherhood*--the brothers seem very tight-knit especially since some of them have experienced the struggles the chapter went through being on probation.

*Successful Career Fair*--The career fair has grown over the decades the chapter has hosted it. After pressure from the school administration, this was the first year that revenues from the career fair were split with the Career Center. While this caused a slight decline in net revenue from the event, it led to further positive contact with the university's Career Center personnel and access to additional firms to invite to next year's career fair.

*Feedback from Central Office Consultant*--The chapter received a visit from consultant Aly Rauen. I think the chapter was very honest and open with the SWOT of the chapter with her and appreciated the visit.

### Weaknesses

*Maintaining Brother Motivation*-- Continuing brother engagement, especially with seniors who have been active for multiple semesters, as other competing campus activities arise is always a challenge in my experience. I don't participate it being a challenge with this group but the attendance point system Aly mentioned may be initiated if attendance falters.

### Opportunities

*Increase Faculty Involvement*--Past Chapter President, Sam Cittadano instituted monthly meetings with the faculty. Additional opportunities to engage with them exist and hopefully, with enough advance notice, they will participate in even more events.

*Increase Alumni Involvement* -- Engage with alumni in the Albany-area to hopefully get involved in chapter events.

### Threats

*Increased Competition from Other Campus Groups*--There are a number of new and growing student groups within the School of Business and throughout the campus that are increasing in popularity, and with less of a barrier to entry, competing for the same talented group of individuals who might also be interested in DSP.

*Not That Far Removed from Probation*--While making considerable strides over the last year, the chapter is not that far removed from negative perceptions that got them placed on probation. The chapter will continue to put on quality events and increase communication with faculty to prove that they have turned the page.

**RVP Comments:** Adam is my one returning DD and has served Zeta Psi for the past several years. He's told me that, after several years serving the chapter, he is considering stepping down at the end of this school year. I'm glad to have him this year and hope that he will agree to continue to serve the fraternity on in some capacity next year!

***Theta Upsilon, Siena College***

***District Director: Sharny Singh***

Strengths

New, fresh, and enthusiastic chapter leadership

Spring semester holds one of our biggest events, Dress for Success

Good financial standing

Improved relationship with career center

Recently initiated brothers seem to be looking to be involved

Weaknesses

Chapter could use more unification, especially juniors and seniors

Involvement and attendance needs working on

ECOMM keeping up to date w/hub and having forms in on time

Reputation always has room for improvement

Opportunities

New chapter advisor that is expected to be more involved than last on

New partnership with Macy's for Dress for Success show

Dress for Success show as a whole will hopefully be more successful

Threats

Other “greek” organizations are forming on campus as honor societies so we need to distinguish ourselves

Brothers, especially second semester seniors, being less involved

**RVP Comments:** Sharny is a Theta Upsilon graduate that is currently on a one year assignment for his employer in St. Louis. He will return to the Albany area sometime in 2017.

### ***Kappa Lambda, University at Binghamton***

***District Director: None***

**RVP Comments:** Kappa Lambda is a fundamentally sound chapter that, in large part because of their location geographically, generally keeps to itself. They did send a good-sized delegation to Syracuse. Although it has been a challenge to fill the DD role, my goal is to find someone within a reasonable driving distance, possibly Syracuse, who is not an alumnus of the chapter to serve as DD. I’ll look again for the spring semester

### ***Xi Tau, Syracuse University***

***District Director: Regina King***

Strengths

- The chapter was given 6 awards at LEAD
- They continue to recruit not only 11 students but also 2 faculty members. It has always been important to them to not just choose quality students but to have faculty members that the members respect and enjoy.
- They continue to memorize ritual every semester and have a successful initiation.
- The chapter has begun spotlighting students who do interesting, fun, or “Spirited” things across campus, including a student that was on the homecoming court as well as another that has started production on their own athletic shirt.
- Study hours were held once a week for a majority of the semester most importantly during midterms and finals week.

Weaknesses

- The chapter can do better with reaching out to alumni. They currently only send an email, not many people even knew about fundraising, or community service events that happened on campus that they have expressed to me they would enjoy donating to. Since many of the

brothers (current and alum) know me I have been acting as a go between for internships and such we are working to create a bridge so the chapter can do this themselves.

- No one has signed up for GCC yet but we are looking into getting funding and fundraising for it.

#### Opportunities

- VP Alumni Relations reaching out more (as I said above)

**RVP Comments:** As Regina states in her report, this is a very strong chapter. The chapter communicates very well and I was impressed with their efforts as host chapter in Syracuse, planning the “Fraternity Jeopardy” event on Friday evening.

#### ***Omicron Rho, Cornell University***

##### ***District Director: Anish Arora***

Events Attended: Initiation, plus periodic conversations with chapter President

#### Strengths-

- The chapter has really good brotherhood spirit and the brothers were seen helping each other out.
- All the conversations between brothers were professional.
- The ECOMM had a good command over the fraternity.
- Since the chapter was struggling with the ritual during initiations, it was great to see the professionalism with which the ritual was done.
- The professional events of the chapter are really admirable and helpful for the chapter and the school.
- The brothers have experience with top companies with help them with future endeavors in a great way.

#### Weaknesses-

- Many brothers were on their phones during initiation.
- Some brothers were not punctual and the constant coming in and going out made the initiation less professional.
- None of the brothers wear their pins for events.

#### Opportunities-

- Omicron Rho has a set of great, accomplished and professional brothers from an ivy league school, if this chapter can mix the professionalism with punctuality and the brotherhood

spirit of going above and beyond, I have no doubt that it can be the best chapter in the Niagara region.

Steel Valley Regional Report Fall 2016  
Kristen Krallik

**Summary**

Fall 2016 was an eventful semester for the Steel Valley Region with numerous and various unique events occurring across the region, some of which were centered around Ronald McDonald House. Additionally, communication between chapters continues to increase. Many chapters and officers are reaching out to each other to share ideas, best practices, and organize inter-chapter events. Overall, the region continued to produce energetic students, talented alumni, and remarkable events. While individually, some of the chapters experienced certain challenges, the region as a whole is positioned to succeed in the future, and I look forward to seeing what each chapter can accomplish in the second half of the academic year.

**Fall 2016 Travel and Scheduled Conference Calls**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
11/4/16-11/5/16	Northeastern Province	LEAD School	Syracuse, NY
11/15/16	Theta Kappa	Chapter Meeting	Akron, OH
11/16/16	Beta Pi	Chapter Meeting	Kent, OH
11/16/16	All	Conference Call w/Chapter Presidents	N/A

**Spring 2017 Planned Travel**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
January 2017	Mu Pi	Chapter/Exec	Erie, PA
January 2017	Nu Upsilon	Chapter/Exec	Morgantown, WV
January 2017	Lambda	Chapter/Exec	Pittsburgh, PA
January 2017	Theta Rho	Chapter/Exec	Pittsburgh, PA
2/10/17-2/12/17	Northeastern Province	LEAD Provincial Conference	Pittsburgh, PA
March/April 2017	Beta Pi	Initiation	Kent, OH
March/April 2017	Theta Kappa	Initiation	Akron, OH

**Spring 2016 Steel Valley Leadership Team**

<b>Role</b>	<b>Name</b>	<b>School</b>	<b>Chapter</b>
District Directors	Jeffrey Mitch	University of Pittsburgh	Lambda
	Jason Ewing	Kent State University	Beta Pi
	Sam Shaheen	University of Akron	Theta Kappa
	Arnel Balcita	Duquesne University	Theta Rho
	Jeff Lasky	Penn State University-Erie	Mu Pi
	Nancy Stacy	West Virginia University	Nu Upsilon
	Rich Garber	N/A	Cleveland-Akron Alumni Chapter
Committee Chair	Karla Edwards	Awards Committee	N/A



## **Regional Goal Summary**

- *Keep interested alumni involved with DSP by personally inviting them to LEAD events, recruiting them to serve on committees or as LEAD presenters, and training them for future leadership roles – In Progress*
  - Three new District Directors joined the team in 2015-2016 and are continuing to serve as leaders within the region. A few more individuals have been identified who have expressed interest for potential service in 2016 or beyond.
  - E-mails will be sent to all team members encouraging them to attend the LEAD Provincial Conference in Pittsburgh, PA in February 2017, and I will attempt to meet with and connect the younger team members with the older team members.
  - I will also help to recruit other alumni to attend and volunteer at LEAD.
- *Improve communications within the region and increase opportunities for networking between collegiate and alumni chapters – In progress*
  - In addition to connecting Chapter leadership at the Fall LEAD School, a conference call was held with the Presidents in the region. Additional calls will be scheduled during the Spring Semester.
  - Several of the Chapters are located nearby others in the region. Joint-Chapter events have been encouraged throughout the year, and several Chapters did plan joint events or attended other Chapters' events.
  - I will be encouraging the alumni chapter to reach out to more of the collegiate chapters in the region on a more frequent basis rather than just the local collegiate Chapter.
- *Continued focus on CMP operations due to previous issues achieving minimum CMP standards.*
  - Added emphasis was placed on the importance of CMP at the beginning of the semester and resources were provided to members to assist in the planning and execution of CMP reporting responsibilities.
  - Numerous reminder e-mails have been sent to the Chapters reminding them of important deadlines.
  - Most Chapters have submitted all requirements on time this semester which is a significant improvement over last semester.
- *Future Goals*
  - Chapter Award Submissions and continued promotion to increase quality and quantity with the goal of having multiple provincial winners
  - Explore potential growth opportunities in the region

## Chapter Overview

### **Lambda – University of Pittsburgh**

#### **Strengths:**

- Recruiting and attracting large numbers allows them to select the most qualified candidates
- High level of brotherhood and participation in events
- Professional events
- Overall Operations

#### **Opportunities:**

- Proximity to other chapters should assist with inter-chapter engagement
- Increase in the number and variety of community service events
- Long-term planning

#### **Notes of Importance:**

Lambda continues to strive for Chapter of Excellence. The Chapter is strong operationally with a diverse series of professional events. While the Chapter continues to face competition from the three other business fraternities on campus, they continue to attract large pledge classes of 20-30 individuals each semester. Overall, Lambda remains in a strong position to continue to succeed going forward.

### **Beta Pi – Kent State University**

#### **Strengths:**

- Strong support from administration and Chapter Advisor and active District Director
- Professional and fundraising events
- Risk Management
- Strong recruiting
- Strong Brotherhood
- Overall Operations

#### **Opportunities:**

- Proximity to an alumni chapter should assist with collegiate and alumni engagement
- Proximity to other chapters should assist with inter-chapter engagement
- Ability to plan larger events and plan ahead through the use of committees due to the Chapter's large size

#### **Notes of Importance:**

Beta Pi Chapter is strong operationally with a high level of brotherhood within the chapter. The chapter has sought to contribute positively to the university community which is vital considering the College has increased their oversight over all Greek organizations on campus (particularly the socials). They have a strong presence on campus and are strongly supported by the College of Business administration and the Chapter Advisor. Additionally, the Chapter's District Director is extremely motivated and involved and has been a great resource for the Chapter. The Chapter is positioned to achieve Chapter of Excellence this year and is in a strong position to continue to succeed going forward.

## **Theta Kappa – University of Akron**

### **Strengths:**

- Strong recruiting
- Experienced District Director
- Dedicated members

### **Opportunities:**

- Proximity to other chapters should assist with inter-chapter engagement
- Proximity to an alumni chapter should assist with collegiate and alumni engagement
- Increasing membership will enable the Chapter to plan more frequent and larger-scale events

### **Notes of Importance:**

Increasing membership has allowed Theta Kappa to begin thinking big and planning larger events. However, this has also brought its challenges as they are not used to having this many brothers. With the continued growth of the Chapter and maturation of the committee structure, the Chapter should be able to keep everyone involved. Additionally, their District Director has been engaged with the chapter, actively working to develop strong relationships with members and has demonstrated his acumen with Delta Sigma Pi best practices to the benefit of the chapter. Overall, Theta Kappa has a strong foundation and is positioned to continue its positive achievements.

## **Theta Rho – Duquesne University**

### **Strengths:**

- Overall operations
- Professional and service events
- Experienced District Director

### **Opportunities:**

- Proximity to other chapters should assist with inter-chapter engagement
- Opportunity for increased faculty awareness and participation

### **Notes of Importance:**

The Theta Rho Chapter continues to work towards Chapter of Excellence. The Theta Rho Chapter is generally strong operationally in a majority of functional areas, and they have a diverse series of professional and service events. The Chapter is actively engaged with their veteran District Director and has strong support from him. Overall, the Chapter remains in a strong position to continue to succeed going forward.

## **Mu Pi – Penn State University – Erie**

### **Strengths:**

- Experienced District Director
- Strong brotherhood
- Strong recruiting

### **Opportunities:**

- Increasing attendance and participation
- Long-term planning

### **Notes of Importance:**

The Mu Pi Chapter has improved significantly in regards to Risk Management over the previous semester and continues to strive to achieve Chapter of Excellence. The Chapter is generally strong

operationally in a majority of functional areas, and the Chapter is engaged with their veteran District Director. However, they have experienced a lot of “red tape” in regards to university policies that has created some challenges. Overall, the Chapter is well positioned to continue its success as chapter and has the ability to achieve at a high level going forward.

### **Nu Upsilon – West Virginia University**

#### **Strengths:**

- Experienced and actively involved District Director
- Strong reputation within the college of business

#### **Opportunities:**

- Increasing chapter morale/motivation/attendance
- Developing a more robust committee structure to increase and provide more opportunities for participation amongst the large membership
- Enhancing recruiting program

#### **Notes of Importance:**

Nu Upsilon has completed the terms of guidance and is trending towards Chapter of Excellence. The Chapter has experienced significant improvements in its operations. The Chapter continues to be divided, and petty gossip continues to threaten the Chapter’s progress and potentially turn candidates away. However, there are passionate and devoted members in the Chapter that are working towards continued success and are trying to get everyone motivated and involved. Overall, the Chapter has the potential to continue its success and achieve at a high level going forward.

## ADDENDUM C

<b>International Fraternity of Delta Sigma Pi</b>												
Northeastern Provincial Budget												
Description	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	Variance
<b>Northeastern Provincial Vice President</b>	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,050	\$ 2,050	\$ -
												\$ -
<b>Regional Vice President Individual Travel Budgets<sup>1</sup></b>												
<i>Capital (7 Chapters)</i>	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,100	\$ 1,100	\$ -
<i>East Central (8 Chapters)</i>	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,400	\$ 1,250	\$ (150)
<i>Eastern (9 Chapters)</i>	\$ 1,500	\$ 1,650	\$ 1,800	\$ 1,950	\$ 1,200	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,400	\$ 1,400	\$ -
<i>Empire (5 Chapters)</i>	\$ -	\$ -	\$ -	\$ -	\$ 900	\$ 750	\$ 900	\$ 900	\$ 900	\$ 950	\$ 800	\$ (150)
<i>New England (9 Chapters, 1 Colony)</i>	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,350	\$ 1,350	\$ 1,350	\$ 1,550	\$ 1,550	\$ -
<i>Niagara (7 Chapters)</i>	\$ 900	\$ 900	\$ 900	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,100	\$ 1,100	\$ -
<i>Steel Valley (6 Chapters)</i>	\$ 1,200	\$ 1,200	\$ 1,200	\$ 900	\$ 1,050	\$ 1,050	\$ 900	\$ 900	\$ 900	\$ 950	\$ 950	\$ -
<b>Subtotal</b>	<b>\$ 6,900</b>	<b>\$ 7,050</b>	<b>\$ 6,000</b>	<b>\$ 6,600</b>	<b>\$ 7,650</b>	<b>\$ 7,650</b>	<b>\$ 7,950</b>	<b>\$ 7,950</b>	<b>\$ 7,950</b>	<b>\$ 8,450</b>	<b>\$ 8,150</b>	<b>\$ (300)</b>
												\$ -
<b>Provincial Leadership Meeting<sup>2</sup></b>	\$ 1,850	\$ 1,850	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,850	\$ 2,150	\$ 300
												\$ -
<b>Speculative Colony</b>	\$ -	\$ -	\$ -	\$ 150	\$ 300	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ 150	\$ -
												\$ -
<b>Leadership Training</b>	\$ 600	\$ 600	\$ 600	\$ 275	\$ 200	\$ 100	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ -
												\$ -
<b>Provincial Committees and Task Forces</b>	\$ 500	\$ 500	\$ 500	\$ 375	\$ 150	\$ 150	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ -
												\$ -
<b>Other<sup>3</sup></b>	\$ 150	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ 100	\$ 100	\$ 100	\$ 400	\$ 400	\$ -
												\$ -
<b>TOTAL PROVINCIAL BUDGET</b>	<b>\$ 10,800</b>	<b>\$ 10,800</b>	<b>\$ 10,800</b>	<b>\$ 11,100</b>	<b>\$ 12,000</b>	<b>\$ 13,000</b>	<b>\$ 13,000</b>	<b>\$ -</b>				
												\$ -

1 - 2015-16 Budget reflects additional \$100 per region. 2013-2014 proposed RVP Budgets funded at \$150 for each collegiate chapter/colony in existence as of December 19, 2011. (Historical budgets from 2006-2007 to 2010-2011 reflect regional boundaries effective July 1, 2005. Historical budgets starting 2011-2012 reflect boundary changes effective July 1, 2011)

2 - Meetings between PVP, RVPs, committee chairs and other volunteers. May be a combination of face-to-face team meetings and conference calls.

3 - This line item includes historical allocations for speculative colonies. Any line item budget surpluses may be reallocated at discretion of PVP.