

INTERNATIONAL FRATERNITY OF DELTA SIGMA PI NORTHEASTERN PROVINCIAL COUNCIL MEETING

**FEBRUARY 5, 2012
PHILADELPHIA, PA**

Provincial Vice President Paul Carpinella called the meeting of the Northeastern Provincial Council of the International Fraternity of Delta Sigma Pi to order according to Ritual at 8:36 am on Sunday, February 5, 2012 at the Philadelphia Marriott Airport, in Philadelphia, PA

Brother Ethan Grossman (Beta Xi) served as chancellor of the meeting and Brother Renee Stewart (Eta Xi) served as recording secretary.

Provincial Vice President Paul Carpinella performed the Installation of new officer ceremony according to Ritual for the newly elected Northeastern Province Regional Vice Presidents.

Brother Kathy Lazo-Thompson (Alpha) presented the credentials report (Addendum III). 49 delegates were present and voting at this meeting, out of the 67 eligible. This constituted quorum of the Northeastern Provincial Council.

At this time, GIN Systems representative, Chad Corbitt, provided information regarding the program and provided contact information for the Brothers in attendance.

Motion to adopt the Agenda for the Northeastern Provincial Council Meeting as distributed to the council.

Motion – DC Metro
Second – Mu Omega
Motion Passed

Motion to approve the minutes of the previous Provincial Council Meeting held in Cleveland, OH on February 20, 2011.

Motion – Buffalo-Rochester
Second – Mu Pi
Motion Passed

There were no votes taken since the last Provincial Council Meeting in Cleveland, OH on February 20, 2011.

The reports of the Northeastern Provincial Vice President as well as the reports of the Regional Vice President were submitted electronically in advance to the Northeastern Provincial Council (Addendum I).

There were no Committee reports at this time.

Northeastern Provincial Vice President presented & distributed the Provincial Financial Report (Addendum II).

Old Business from the previous council meeting was addressed: Determine use of budget surplus from 2011 Provincial Conference.

Motion to direct \$2,000 of the surplus from the 2011 Provincial Conference to the Northeastern Province Scholarship fund with the remainder going towards funding the 2013 Provincial Conference.

Motion – Paul Carpinella, PVP
Second – Theta Rho

Discussion heard

Motion to vote

Motion – Alpha
Second – Mu Tau

Vote taken
Motion Passed

New Business was entertained at this time. Two proposals were submitted for review to the Northeastern Provincial Council. Due to these proposals being changes in Bylaws, requiring a vote by the Grand Chapter Congress of Delta Sigma Pi, a straw poll will be taken during this meeting.

Motion to increase in the Bylaws the dues and initiation “windows” to \$150 annually, since we are nearing the upper end of the allowed dues amounts as currently written.

Motion – Paul Carpinella, PVP
Second – Zeta Psi

Discussion heard.

Motion to vote.

Motion – Mu Pi
Second – Nu Upsilon

Vote taken
29 Yeah
16 Nays
4 Abstentions

Straw Poll
Motion Passed

Motion to remove cap on financial settings on previous proposal.

Motion – Paul Carpinella, PVP
Second – Theta Iota

Discussion heard

Motion to vote.

Motion – Buffalo-Rochester
Second – Lambda

Vote taken
-0- Yeah
44 Nay
4 Abstentions

Straw Poll
Motion Failed

Motion to enter into a 15 minute Committee of the Whole to discuss Bylaw Amendment regarding the VPOD position.

Motion – Paul Carpinella, PVP
Second – Boston Alumni

Motion Passed

Discussion heard.

Joe Ward, VPOD presented a survey to the Northeastern Provincial Council to take a straw poll regarding three options for the Bylaw Amendment.

Time expired for discussion.

Motion to extend discussion by 10 minutes in regard to the VPOD position.

Motion – Diana Beauge, Capital RVP
Second – Alpha Upsilon
Motion Failed

Motion to adopt the Provincial Budget for the 2012-2013 fiscal years.

Motion – Xi Phi
Second – Nu Upsilon

Vote taken

Motion Passed

Motion to select the American Cancer Society as the Provincial Community Service Option for the 2012-2013 fiscal years.

Motion – Paul Carpinella, PVP
Second – Buffalo-Rochester

Discussion heard.

Motion to vote

Motion – Mu Omega
Second – Beta Pi

Vote taken

Motion Passed

Motion to select the following initiatives for the Northeastern Province Committees for Spring 2013:

- Professional Activities – Tours
- Community Service – Book Drives
- Alumni Development – Alumni Panels
- Scholarship & Awards – Northeastern Provincial Scholarship Fund

Motion to discuss Professional Activities initiative

Motion – Zeta Psi
Second- Epsilon Lambda

Discussion heard

Motion to vote on tours as the Professional Activities initiative for 2013.

Motion – Buffalo-Rochester
Second – Eta Xi

Vote taken

Motion Passed

Discussion then heard on Community Service initiative

Motion to vote on book drives as the Community Service initiative for 2013.

Motion – Lambda Tau

Second – Xi Phi

Vote taken

Motion Failed

Motion to move the Community Service initiative for 2013 to be a professional clothing drive.

Vote taken

Motion Passed

Discussion was heard regarding Alumni Development initiative

Motion to move the Alumni Development initiative to be a graduating senior only event.

Vote taken

Motion Passed

Motion to vote on the Scholarship & Awards initiative to be the Northeastern Province Scholarship Fund.

Motion – Buffalo-Rochester

Second – Diana Beauge, Capital RVP

Vote taken

Motion Passed.

Motion to reduce the Committee of Whole.

Motion- Diana Beauge, Capital RVP

Second – DC Metro

Motion Passed

Out of Order – motion to reduce the Committee of Whole unnecessary as it is only pertinent to the discussion of the issue it was called for.

Motion to make the Fall 2013 committee initiatives the same as the Spring 2013 initiatives.

Motion – DC Metro

Second – Tom Calloway, Eastern RVP

Motion Passed

Motion that the Northeastern Provincial Council forwards to the office of the Executive Director that the following locations be considered for the 2014 Northeastern Provincial Council Meeting, in order of preference from most favored to least favored: 1) Long Island, NY 2) Buffalo, NY and 3) Baltimore, MD

Motion – Buffalo-Rochester

Second – Beta Pi

Discussion heard

Motion to amend the second location option on the list from Buffalo to Rochester.

Motion – Boston Alumni
Second – Beta Pi

Vote taken
Motion Passed

Motion to amend the third location option on the list from Baltimore to Annapolis.

Motion – Diana Beauge, Capital RVP
Second – Alpha Kappa

Vote taken
Motion Passed

Motion to vote on the amended location proposal for locations which now reads: Motion that the Northeastern Provincial Council forwards to the office of the Executive Director that the following locations be considered for the 2014 Northeastern Provincial Council Meeting, in order of preference from most favored to least favored: 1) Long Island, NY 2) Rochester, NY and 3) Annapolis, MD

Motion – Paul Carpinella, PVP
Second – Alpha Kappa

Vote taken
Motion passed as amended

Motion that the Northeastern Provincial Council forward to the Office of the Executive Director that the following dates be considered for the 2014 Northeastern Provincial Council Meeting in order of preference from most favored to least favored: Feb 7-9, Feb 14-16 and Feb 28-March 2

Motion – Epsilon Lambda
Second – Alpha Kappa

Discussion was then heard

Motion to Vote

Motion – Buffalo-Rochester
Second- Xi Rho

Vote taken
Motion Passed

Review schedule of upcoming meetings/events:

- 2012 LEAD School: October 20, 2012 – Dayton, OH
- 2013 LEAD Provincial Conference: February 1-3, 2013 – Hartford, CT

The floor was opened for announcements:

- Lambda Tau – 25th Anniversary Celebration – April 21st
- Zeta Psi – DSP Open Golf Outing – May 5th
- Boston Alumni – Fundraiser: Secret Boxes
- New Ritual Books available at the Central Office at discounted price for the year

- Delta Sigma Pi is up for the All Star Award for the Fraternity's participation in Make A Difference Day; don't forget to vote!
- New England Region – Pin fundraiser
- Xi Upsilon – 10th Anniversary Celebration April 28th.

Motion to adjourn.

Motion – Paul Carpinella, PVP
Second – Philadelphia Alumni
Motion Passed

Brother Ethan Grossman (Beta Xi) closed the Northeastern Provincial Council Meeting at 10:30 am.



Paul Carpinella, Northeastern Provincial Vice President



Renee Stewart, Recording Secretary

ADDENDUM I

Northeastern Provincial Vice President Report Paul Carpinella

- Travel During Period (dates, chapters, location, reason)

Date	Event	Location
August 6 – 14, 2011	Board of Directors Meeting/Grand Chapter Congress	Louisville, KY
September 23 – 25, 2011	Board of Directors Meeting/National Leadership Retreat	Oxford, OH
October 1, 2011	Rho Tau Chapter Installation	New Brunswick, NJ
October 14, 2011	Boston Alumni Chapter Meeting	Quincy, MA
October 29, 2011	Atlanta LEAD School	Atlanta, GA
November 5, 2011	Albany LEAD School	Albany, NY
November 6, 2011	Founder's Day Tailgate	Foxboro, MA
November 16, 2011	Gamma Pledge Class Skype Call	
November 17, 2011	Beta Xi Conference Call	
November 22, 2011	Theta Pi Conference Call	
January 7, 2012	Northeastern Province Leadership Team Meeting	Stoughton, MA

Anticipated Spring Travel

Date	Event	Location
January 13, 2012	Boston Alumni Chapter Meeting	Dedham, MA
January 20 – 22, 2012	Board of Directors Meeting	Oxford, OH
January 28, 2012	Epsilon Lambda Reactivation	Rochester, NY
February 3 – 5, 2012	Philadelphia LEAD/Provincial Council	Philadelphia, PA
April 21, 2012	Lambda Tau 25 th Anniversary Banquet	Waltham, MA

Provincial Goal Summary

Leadership development

There continues to be a lot of positive momentum on this goal. The LEAD school programming in both Albany and Philadelphia contain nearly daylong volunteer/leadership track sessions. More often than in the previous biennium, these sessions are being either fully created or modifications of the LEAD library curriculum by members of the leadership team as well as other alumni and collegiate members. This has helped not only diversify the content and keep it relevant to provincial issues and themes, but also has helped to develop presentation and overall leadership skills of brothers in the province. Many of these sessions feature ample time for group discussion, which has also helped increase ideas and input on the fly.

At this past weekend's leadership team meeting, plans were discussed to get regional and provincial Collegian of the Year winners more involved after their victories. The Regional Vice Presidents and I agreed to make these winners part of our leadership teams and task them to lead initiatives of their choosing or that would benefit the region/province as a whole. We feel that this will serve as an excellent opportunity to keep these leaders involved in a way that has not occurred in the past.

Also being explored will be at least one volunteer leadership training at the provincial level over the spring semester. A question will be placed in the Zoomerang for the Philadelphia Provincial Council and Provincial Professional Development Chair Liz Calloway will work with me and the Regional Vice Presidents on the curriculum and location options.

Cohesive committee structure organizing provincial and regional events

This is still a work in progress. Over the fall semester invitations were sent to chapter officers inviting them to be part of the committee for their respective positions. Unfortunately, response was light and practically nothing came of this effort. In the spring

semester, the province will shift back to the traditional format of having a representative from each region sit on the provincial committee in order to push themes and initiatives down. Time has also been added to the agenda for the Provincial Council to discuss professional, community service, alumni development, and scholarship and awards themes/initiatives for the spring and fall semesters in an effort to jumpstart committee activity.

Increase chapter interaction

Chapter interaction continues to increase in many of the regions. Almost all of the regions plan to hold mini-LEAD or other celebratory events in an effort to bring the chapters together in a way that develops skills and increases fraternal spirit. Curriculum for the mini-LEAD events in the New England, Steel Valley, and East Central regions are based on input from the chapters themselves or leadership teams which is helping to tailor the learning and expose people from different chapters and areas of the region to one another.

We are also seeking time over the weekend of the Philadelphia LEAD/Provincial Council for regional meetings to help with the interaction goal.

Chapter and Province Operations

CMP

CMP numbers from the province are mostly positive at this point. Twenty-two chapters are at or over the 50% completion point. There are many other chapters in the 30 – 40% completion range. There still continues to be a great deal of enthusiasm for the program and many of the chapters strive hard to reach the upper levels of the program.

Finances

The chapters in the province have done a good job of handling debts to Central Office. As of the December 30th aging report, only two chapters had debts over ninety days and one chapter had debt over sixty days. No debt level is over \$154.

LEAD Schools

Attendance at the Albany LEAD School continued the trend of high attendance levels for the province. The Philadelphia LEAD/Provincial Council currently has over 400 registrants and is nearly sold-out.

As was mentioned above, both events feature the volunteer/leadership track with its ever evolving content. The Albany LEAD School also featured a more tracked schedule and seemed to elicit positive reviews from individuals I spoke with. The Philadelphia LEAD curriculum features perhaps the most diverse agenda to date for the province with tracks devoted to career paths, and developing fraternal, personal, and business skills. The agenda features a number of outside speakers and in my mind offers the type of diverse sessions that the province has been looking for.

Expansion

The province had many active colonies over the past year with one chapter being installed from the process. Below is an overview on each colony:

- Rochester Institute of Technology – will be reactivated on January 28, 2012. The colony has worked hard to finally reach this point. District Director Noel Niles and Regional Vice President Kayleigh Lott are working with the chapter to ensure that a smooth transition to chapter operations occurs after reactivation.
- Rutgers, New Brunswick – was installed on October 1, 2011. At this point, it appears that the group has been able to make a smooth transition to chapter status.
- West Liberty University – was established in the fall of 2010. They currently have the numbers and requirements required to petition.
- LaSalle College – was established late in the fall semester. Twelve individuals signed the letter of intent and many members will be attending the Philadelphia LEAD/Provincial Council in February.
- Long Island University Brooklyn – permission was granted by the school administration to start a colony very late in the fall semester. Local alumni are working with interested students to coordinate meet the fraternity events in the near future.
- City College of New York – the previous colony effort was shut down late in the spring semester. Cory Stopka made a visit to the campus this past fall and the findings make it clear that the campus is not a good fit for this organization.

Other inquires were received from Wagner College and SUNY Oswego. No significant progress has come out of either effort due lack of follow-up from the school or interested individuals.

Provincial Scholarship Fund Endowment Efforts

The Northeastern Professional Scholarship Fund endowment efforts began in late spring with the signing of the agreement. After Grand Chapter Congress approximately \$16,000 was still needed to endow the fund. Donations were made toward the fund at the Albany LEAD School. A big push will be made surrounding the Philadelphia LEAD/Provincial Council with the Northeastern Scholar program which will recognize the first fifty individuals who donate at least \$250 to the fund.

New Empire Region

The Empire Region was created after Grand Chapter Congress and consists of the mainly the metro New York City chapters Alpha, Zeta Eta, Kappa Rho, Pi Phi, and Pi Psi. Operationally the region is doing well and new Regional Vice President Rodney Carswell has adapted well to his role.

Capital Region RVP Report Diana Beauge

Summary

The Brothers of the Capital Region are off to a wonderful biennium! Many chapters have begun to leverage the network and collaborate on fraternal initiatives such as events and fraternity travel. Local chapters and Brothers have banded together to support chapters in need and encourage them. It is my intention to promote opportunities and events specifically for Brothers of the Capital Region to fellowship, share ideas and network. In addition, the leadership team will continue to encourage Brothers to participate in Fraternity events & initiatives.

Leadership Development

All District Directors have been asked and encouraged to become CDL certified by the Provincial Conference.

Chapter	District Director
Chi	Winston D'Souza
Epsilon Kappa	Christopher Pitzer
Iota Kappa	Onuka Ibe (Interim)
Iota Rho	Onuka Ibe
Mu Tau	Jessica Butchko
Omicron Chi	Aimee Underwood
Xi Rho	Reshard Snellings

Discipline Updates

- Chi Chapter is striving earnestly to meet the requirements of their probation. A dedicated ad-hoc committee has been organized to assist them in remaining current on their responsibilities.
- Epsilon Kappa is working consistently to increase their operations. The chapter has the support of the local alumni chapter and seeks advice from local chapters within the region.

Expansion Opportunities

Currently, we are discussing potential expansion opportunities with Central Office based on interest that has been expressed.

● Goals

Goal	Affected Brothers
Increased Inter-fraternal interaction	All chapters
100% participation in COY submissions in Fall 2012	All Chapters
Apply for 2 National Awards (Minimum)	All Chapters
Obtain CDL Certification	All District Directors
Initiate a Spring pledge class of 10+	Chi Epsilon Kappa Iota Rho

○ Travel

Fall Travel Highlights

- Albany LEAD School
- Chapters Visited:
- Chi-Johns Hopkins University
- Epsilon Kappa-Shepherd University
- Mu Tau-George Mason University
- Omicron Chi-Frostburg State University
- Xi Rho-George Washington University
- Shepherd Alumni Chapter

Spring Travel Plans:

- Boston-Leadership Retreat
- Philadelphia Provincial Conference

Anticipated Chapter Visits:

- Chi-Johns Hopkins University
- Iota Rho-Howard University
- Iota Kappa-James Madison University
- Omicron Chi-Frostburg University
- Epsilon Kappa-Shepherd University
- Xi Rho-George Washington University
- Mu Tau-George Mason University

Chapters

➤ Chi

○ Strengths:

The chapter has enthusiastic new Brothers that are willing to learn and try new things and techniques to build their chapter.

The chapter has a faculty advisor that is willing to assist whenever called upon

The chapter has Brothers in the region committing to seeing them succeed

Due to the non-traditional nature of JHU, all Brothers are very technologically savvy; this enables many issues to be handled effectively and quickly.

The chapter President is committed to ensuring all Brothers know about decisions being made.

○ Weaknesses:

The chapter Brothers does not hold each other accountable to attend events and meetings.

The chapter does not utilize parliamentary procedure in their meetings therefore the business meetings are longer than necessary

Due to the limited number of Brothers, the chapter does not conduct executive committee meetings nor require written reports for business meetings, which could enable the meetings to function more efficiently.

The chapter does not consistently respond to emails in a timely fashion (i.e. inquiries for information from interested students, regional leadership, supporting Brothers etc.).

The chapter does not plan events far enough ahead of time to publicize details

The chapter conducts recruitment information sessions via webinar in which the interest may be present but the Brothers are not, this can create disinterest among future pledges due to the lack of personal interaction.

○ Opportunities:

Use the professional and community service activities as an additional means to recruit

Evaluate faculty and consider them for initiation

Utilize a Google group or electronic calendar that enables RSVPs and will automatically remind Brothers of upcoming events, meetings and activities.

Link more than one Brother/email account to the chapter's email account to ensure that all emails and information requests are answered

Attend a parliamentary procedure session during LEAD & incorporate a brief lesson for new Brothers upon initiation, this will assist in the efficiency of the meetings

○ Threats:

University procedures regarding publicizing of events, contacting students and scheduling rooms

The non-traditional schedules of the students makes it difficult to promote effectively and conduct events

Brothers not incorporating DSP into their daily or weekly lives makes it difficult to ensure commitment during the course of their studies

➤ Epsilon Kappa

○ Strengths:

The chapter initiated 6 new Brothers in Fall 2011

The chapter officers have demonstrated an effort to stay current on all documentation and submissions

Inter-chapter operations serve as a method of encouragement for the chapter Brothers

The collegiate Brothers and Shepherdstown Alumni Chapter Brothers fellowship together

○ Weaknesses:

The chapter does not plan events with enough lead time which creates a sense of disorganization

The chapter does not have the membership rituals memorized

○ Opportunities:

Use the professional and community service activities as an additional means to recruit

Utilize a Google group or electronic calendar that enables RSVPs and will automatically remind Brothers of upcoming events, meetings and activities.

Continue to attend LEAD events and interacting with other Brothers

○ Threats:

Bank deposits are not being made timely

➤ Iota Kappa

○ Strengths:

The chapter continues to remain current on documentation and submissions to Central Office

○ Weaknesses:

The chapter did not attend GCC or Fall LEAD which limits their ability to share best practices and lessons learned with other chapters. In addition, varying their interaction levels would enable the Brothers to grow professionally.

○ Opportunities:

Attend LEAD events and interact with other Brothers within the region

○ Threats:

None currently identified

➤ Iota Rho

○ Strengths:

Professionalism

University contacts with corporations

Strong Alumni network

○ Weaknesses:

Familiarity with Fraternal policies and procedures

○ Opportunities:

Attend LEAD events and interact with other Brothers within the region

Attend seminars at LEAD highlighting fraternity policies and practices

○ Threats:

Strict university guidelines restricting Fall membership intake and 85-90% of Brothers in the chapter graduating in May 2012

➤ Mu Tau

○ Strengths:

Organized

Strong utilization of chairs & committee positions

Efficient meetings

Great momentum and energy

Well established events and traditions

○ Weaknesses:

Continuing to challenge themselves to think outside of the box and come up with new ideas

○ Opportunities:

Increase partnerships with alumni and get their alumni network plugged into a nationally recognized franchised alumni chapter

○ Threats:

Potential for members to become burnt out

During meetings, questions and discussions tend to sometimes be cut short for the sake of shorter meetings.

➤ Omicron Chi

○ Strengths:

Organized Meetings

Weekly study hours

8 Active faculty brothers

University requirement for all members of Greek organizations to maintain a minimum of a 2.5 GPA

Timely CMP Submissions

○ Weaknesses:

Lack of funds for Brothers desiring to travel to LEAD and other events

Innovative and new fundraising events and activities

○ Opportunities:

Increase partnerships with other student organizations

- Co-sponsor events with nearby chapters
- Threats:
 - Graduating a large number of Brothers and recruiting equally qualified Brothers
- Xi Rho
- Strengths:
 - Strong Brotherhood
 - Each Brother holding a position is always well prepared, with a quality report to present and prepared to answer any questions from the Brotherhood.
 - Thorough event planning
 - EXCELLENT execution of the Fall 2011 Initiation Ceremony.
- Weaknesses:
 - Business meetings are conducted in casual attire
 - Brothers are not consistently challenged upon entrance into chapter meeting, specifically visiting Brothers
 - Business meetings are not conducted via Robert's Rules of Order
- Opportunities:
 - Attend a LEAD event and attend a session on Robert's Rules of Order so that chapter meetings can be more efficient
 - Strengthen knowledge of National policies and procedures as well as understanding of position responsibilities
- Threats:
 - None currently identified

East Central Region Report

Mary Miracle

Overall - 7 of 9 chapters have been visited. All chapters have a DD. In fact, I have more DD candidates than I have chapters. This is a major improvement for us.

Region Goals: Upon accepting the responsibility of the VP position, I had 5 main goals:

1. Have each chapter host another chapter for an event
Results: Alpha Theta asked our Grand president to serve as Headmaster for their January initiation. This is huge, as there was a lot of internal strife over this the last time. Apparently, it went so well that they want to do it again. Kudos to Athena Stefanou for her tenacity. This has a lot to do with 19 Alpha Theta's being registered for Philadelphia Lead.
2. Have each chapter travel to another chapter for an event
3. Each chapter should have a "signature" event (this is a longer term goal)
4. Encourage each chapter to develop S.O. P. manuals for each office so that they can have smoother transitions. (a work in progress)
5. Region initiation for the 2012-2013 year. Once all schools are on semesters, this will be easier to facilitate.

October 22, 2011 Region Conference Columbus Ohio

Chapters in Attendance: Nu, Alpha Theta, Alpha Omicron, Alpha Upsilon, Theta Lambda, Theta Pi, Xi Upsilon, Omicron Tau and Iota Chi (Illinois State) 70 in attendance.

November 5, 2011 LEAD in Albany

Chapters in Attendance: Theta Pi, Omicron Tau (due to the location, I had a regional conference).

Growth opportunities

Wright State U – Still awaiting a green light. Presentation made to the Business College Leadership team in September.
NKU - a new Dean, who is a brother. I sent an email and have yet to get a response. I will follow up with another effort.
Toledo - we have some interest from students. Cory visited with them in December. Apparently, there is some hesitation from the student activities admin. There is an AKPsi chapter and she sees no need for competition. **Update: We now have a colony as of 1.24.12!**

Opportunities

1. Growth opportunities previously mentioned.
2. A regional professional event is in the works. Stay tuned for more info.
3. Several collegiate members have reached out to me regarding internships. I see this as an opportunity, as they see how valuable a network is....and that they want to be a part of it. When they thank me, I remind them to pay ahead - help someone out in the future.

Threats

1. University of Dayton - Alpha Kappa Psi has a chapter. That chapter is struggling. We are still the dominant group on that campus.

Chapter visits:

Chapters visited this fall: Nu, Alpha Theta, Alpha Omicron, Alpha Upsilon, Epsilon Tau, Theta Lambda, Theta Pi, and Omicron Tau

Chapters

- Nu
 - They have accepted the terms of probation. Approximately half of their fall membership is graduating by the end of this year. We need to help them with leadership opportunities, as well as professional and community service programming opportunities. Monica Ramey Continues to do great work as their DD.
- Alpha Theta
 - Strong, strong, strong. A best kept secret. However, they have a person in awards and scholarships who is going to start applying for awards. They may not be a secret much longer. Bret Day is a terrific asset as their DD.
- Alpha Omicron

- Another best kept secret. They have so little to work with but make so much happen. Truly inspiring. I am sorry that James Kuhn is leaving for Louisiana, as he is terrific as a DD. A replacement has been identified.
- Alpha Upsilon
 - Truly an unbelievable chapter. Top notch in everything they do. Alpha Upsilon is a great asset to their school and to our fraternity. They may struggle with fund raising this year, as they will no longer do the Reds games. Derek Hoening is a terrific DD.
- Epsilon Tau
 - Another one of those best kept secrets. Very strong chapter and one of the top organizations on the Dayton campus. Great professional and community service events. They win the top student group on campus every other year - only so that other groups have a chance to win it. Lizz Kelly is doing a great job as their DD.
- Theta Lambda
 - Continue to improve. The new members are bringing in new blood. They have a new Chapter Advisor with Jeff Briggs. They have 10 brothers registered for LEAD. Dan Holthaus continues to serve as their DD.
- Theta Pi
 - A great chapter with strong programming. Sadly, a warning letter has been sent due to the actions of a few brothers. Janie Rausche is doing a great job as President. Alan Brunton is a terrific DD.
- Xi Upsilon
 - 11 brothers and 1 pledge came to regional. They will bring people to Philly. They are the little chapter that can. Delea Broughton is a terrific DD.
- Omicron Tau
 - One of those little gems of a chapter. Small but mighty. They are a tremendous force on their campus. Elaine Ortega (a charter brother) serves as the DD for her home chapter.
- Cincinnati Alumni Chapter - it is so exciting to see this group grow. They are doing a wonderful job reaching out to the collegiate members. They do their best to hold monthly events.
- Columbus Alumni Chapter – has dwindled. With the number of alumni in the area, we should be able to have a decent sized chapter.

And to close on a promising note..... Several of the graduating Seniors have asked me about serving as District Directors upon graduation. There is a growing interest in continuing participation in this fabulous organization. Having these brothers serve as our future leaders gives me such hope for this fraternity!

Eastern Region RVP Report

Thomas Calloway

- Travel During Period (dates, chapters, location, reason)

Date	Chapter/Colony	Location	Event
9/1/2011	Psi Xi Omega	Rutgers University	Pledging Ceremony
9/12/2011	Eta Xi	Philadelphia University	Chapter Meeting
9/15/2011	Eta Xi	Philadelphia University	Chapter Meeting
9/19/2011	Eta Xi	Philadelphia University	Recruiting Event
10/1/2011	Psi Xi Omega	Rutgers University	Installation
10/3/2011	Eta Xi	Philadelphia University	Chapter Meeting
10/10/2011	Eta Xi	Philadelphia University	Chapter Meeting
10/24/2011	Mu Omega	The College of New Jersey	Chapter & Pledge Meeting
	Beta Xi	Rider University	Pledge Meeting
11/1/2011	Beta Xi	Rider University	Chapter Meeting
11/5/2011	-	Albany, NY	Northeastern Provincial LEAD
11/15/2011	Eta Xi	Philadelphia University	Chapter Meeting
11/19/2011	Omicron Omega	University of Delaware	Initiation

- Planned Travel

Date	Chapter/Colony	Location	Event
1/7/2010	--	Boston, MA	Northeastern Leadership Meeting
2/4/2012	--	Philadelphia, PA	Northeastern Provincial LEAD & Council

- Goals Progress related to your position

- *(Of Concern)* **Increase the leadership pool within the region**
New opportunities continue to create themselves establishing an atmosphere where new leaders and volunteers have the availability to step up and excel. Despite these opportunities, volunteers and leaders are not as readily available. In an effort to change the atmosphere and fill the regions leadership pool, I plan to continue to work with local alumni as well as collegiate brothers to present an atmosphere for volunteers.
- *(Static)* **Promote Delta Sigma Pi Awards and Leadership Foundation Scholarships**
Half of the chapters (four of eight) within the Eastern Region submitted completed Collegian of the Year applications.
- *(Improving)* **Increase attendance at national events**
The chapters from the region continue to send high numbers of brothers to every event. Some chapters recognize the importance and fun that comes from attending these events. Financials have been the biggest drawback that prevents more brothers from attending.
- *(Of Concern)* **Increase alumni involvement**
Alumni relations programs and activities at a majority of the chapters have remained status quo, however there have been indications that a high number of alumni are remaining involved and supportive of their chapter without getting involved at a national level or with an alumni chapter affiliation.
- *(In Progress)* **Increase chapter interaction**

- Identification of potential leaders and/or update on your own succession-planning

During the last couple of years, the region has enjoyed a steady growth of volunteers, many of which had never previously served in an alumni leadership capacity. More recently, the region has maintained a very steady group of reliable volunteers.

District Directors (Fall 2011)

Alpha Gamma - Jennifer Morelli

Beta Nu

- vacant

Beta Xi	- Linda Fritch Oakes	Rho Tau	- Kathy Thompson
Zeta Pi	- Devin O'Neill *	Omicron Omega	- Amanda Moretto
Eta Xi	- <i>vacant</i>		
Mu Omega	- Kevin Rumzee *	La Salle	- <i>vacant</i>

* Denotes new District Director

Committee Members

Regional Collegian of the Year Selection Committee

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

Chapters are still facing a lot of missed deadlines. Despite the struggles with the CMP, chapter operations remain strong for most chapters in the region. The region, as a whole, is going through a level of flux with changes in boundaries, lack of alumni/DD support and an overall ebb and flow.

Chapters

- Alpha Gamma - Penn State University (Jennifer Morelli)
 - Strengths:
 - Focus on professionalism
 - Increased dedication and attendance
 - Solid recruiting efforts
 - Community Service (particular involvement in THON)
 - Weaknesses/Concerns:
 - National Event attendance
 - National Event involvement (LEAD Penny Wars and LEAD Pop Tabs)
 - Award application submission
 - Opportunities:
 - Working with school faculty to improve image on campus
 - Attendance at National events; I would like to see a higher level attendance
- Beta Nu – University of Pennsylvania (vacant)
 - Strengths:
 - Strong programming
 - Fundraising
 - Forward thinking
 - Good relationship with Chapter alumni
 - Weaknesses/Concerns:
 - CMP submission and meeting CMP deadlines are a major issue
 - A lot seems to get lost in Officer Transition (semester positions)
 - Too few in leadership roles
 - Opportunities:
 - Working with school faculty to improve image on campus
 - Consistent attendance at National events; given the strength of the chapter I would like to see a higher level attendance
- Beta Xi – Rider University (Linda Fritch Oakes)
 - Strengths:
 - Strong diversified programming
 - Very Community Service oriented
 - Weaknesses/Concerns:
 - Chapter participation
 - Intergroup skills; Subgroups/Clichés are threatening to become a problem

- Alumni relations are very weak and have suffered a setback as a result of recent events
 - Opportunities:
 - Working on increasing participation across the board
 - Changes to Pledge Class meetings (not program) that should strengthen the overall brotherhood
- Zeta Pi – St Joseph’s University (Devin O’Neill)
 - Strengths:
 - Good attendance at chapter meetings
 - Shows good financial responsibility
 - Solid recruiting
 - Weaknesses
 - CMP deadlines
 - Attendance at events other than meetings
 - Inter-chapter events
 - Opportunities
 - Location should provide the opportunity to network with business professionals in various industries for Professional Events
 - Inter-Chapter events should be easily held considering the close proximity to other chapters
- Eta Xi – Philadelphia University (vacant)
 - Strengths:
 - Thinks big
 - Working together as a team
 - Weaknesses/Concerns:
 - Communication
 - Follow through
 - Attendance and participation problems at chapter events
 - Opportunities:
 - Only Greek organization on campus
- Mu Omega – The College of New Jersey (Kevin Rumzee)
 - Strengths
 - Confident chapter that has a good understanding of Fraternity goals
 - Excellent job recruiting
 - Very ambitious
 - Weaknesses
 - Follow through
 - Opportunities
 - Developing ties to Beta Xi
- Omicron Omega – University of Delaware (Amanda Moretto)
 - Strengths
 - Strong Community Service programming
 - Relationship with the Business School
 - Weaknesses
 - Ritual is still very dependent on the ritual books during this ceremony
 - Alumni Relations offers an opportunity for improvement
 - Opportunities
 - Ritual
 - The chapter made some great improvements to their recruitment process
- Rho Tau – Rutgers University, New Brunswick (Kathy Lazo-Thompson)
 - Strengths
 - The oldest Brothers in Rho Tau are juniors

Chapter president is very driven to achieve Chapter of Excellence and win awards
Good reputation on campus
Working concessions at MetLife Stadium has proven to be a successful fundraiser.

- Weaknesses
 - Still learning chapter best practices
 - Maybe a little goal oriented
- Opportunities
 - Rho Tau's good standing on campus brings many students to its recruiting events
 - Very ambitious chapter and the potential is high
 - Strong fund raising can bring many Brothers to national events.

Colonies

- Lambda Sigma Beta – La Salle University (vacant)
 - Too new to accurately say

Alumni

- Philadelphia Alumni Chapter

Empire Region RVP Report Rodney Carswell

- Travel During Period (dates, chapters, location, reason)

Date	Chapter/Colony	Location	Event
9/13/11	Kappa Rho	Adelphi University	Chapter Meeting
9/15/11	Alpha	New York University	Chapter Meeting
9/16/11	Pi Psi	Baruch College	Chapter Meeting
10/11/11	Pi Phi	Pace University	Chapter Meeting
10/13/11	Zeta Eta	Saint Peter's College	Chapter Meeting

- Planned Travel

Date	Chapter/Colony	Location	Event
2/4/2012	--	Philadelphia, PA	Northeastern Provincial LEAD & Council

- Goals Progress related to your position

- *(Of Concern)* **Promote Delta Sigma Pi Awards and Leadership Foundation Scholarships**
One of the five chapters within the Empire Region submitted a completed Collegian of the Year application.
- *(Improving)* **Increase attendance at national events**
The chapters from the region are beginning to realize the importance of national events. The Empire Region sent the second highest number of registered brothers at the last LEAD event and I will push for that trend to continue. Financials have been the biggest drawback that prevents more brothers from attending. I will also focus on fundraising within the region in order to ease the burden of travel expenses and encourage attendance.
- *(In Progress)* **Increase chapter interaction**

- Identification of potential leaders and/or update on your own succession-planning

I am still in the process of getting to know the leaders in the region. There is one brother, Chris Gaur from the Pi Phi chapter, who I got to know well at this past Grand Chapter Congress. In our talks he has shown himself to be dedicated to the Fraternity and since GCC has been a valuable asset in encouraging his chapter brothers to get more involved, especially at national events. He has just graduated in December, and I hope to reach out to him for leadership opportunities once he's had a chance to settle into life after college.

District Directors (Fall 2011)

Alpha - Abigail Passeri
 Zeta Eta - Leah Orejudos
 Kappa Rho - Shreema Sanghvi
 Pi Phi - Anthony Grosso
 Pi Psi - Amanda Rotundo*

* Denotes new District Director

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

Chapters are facing a lot of missed deadlines. The region as a whole is very young and inexperienced. They will require a much more direct and hands on approach to understand what their expectations are and realize their potential.

Chapters

- Alpha – New York University (Abigail Passeri)
 - Strengths:
 - Focus on professionalism
 - Community Service
 - Weaknesses/Concerns:
 - National Event attendance
 - Current CMP issues
 - Opportunities:
 - Recently discovered school regulations will encourage chapter to invent new methods of fundraising
- Zeta Eta – Saint Peter’s College (Leah Orejudos)
 - Strengths:
 - Strong diversified programming/chapter
 - Chapter motivation/enthusiasm
 - National Event attendance
 - Good relationship with Chapter alumni (they created Jersey City Alumni chapter)
 - Weaknesses/Concerns:
 - A bit too social in nature
 - Opportunities:
 - Professional development within the chapter
- Kappa Rho – Adelphi University (Shreema Sanghvi)
 - Strengths:
 - Diversified programming/chapter
 - Motivated leaders
 - Weaknesses/Concerns:
 - Chapter participation
 - Small chapter (< 30 members) graduating the majority of the chapter in May
 - Opportunities:
 - Spring semester recruitment
 - Working on increasing participation with new recruits as they will constitute a large portion of the chapter
- Pi Phi – Pace University (Anthony Grosso)
 - Strengths:
 - Dedicated individuals
 - Weaknesses
 - Current events with charter members will strain relationship with first alumni class
 - Attendance at events other than meetings
 - Chapter finances
 - Overall chapter structure and organization
 - Opportunities
 - Seniors who are actively involved should be in a good position to positively motivate younger chapter members this semester

- Pi Psi – Baruch College (Amanda Rotundo)
 - Strengths:
 - Focus of professionalism
 - Large chapter
 - Cohesive
 - Intensive recruitment
 - Weaknesses/Concerns:
 - Absolute lack of diversity
 - Recruitment methods
 - Opportunities:
 - Large chapter should encourage higher level of attendance at national events
 - Developing relationship with Alpha

Colonies

- Expansion in progress

Alumni

- New York City Alumni Chapter
- Jersey City Alumni Chapter

New England Region RVP Report

Patrick Johnson

- Travel During Period (dates, chapters, location, reason)

Date	Chapter	Location	Event
9/19/2011	Theta Iota	University of Connecticut	Chapter Meeting
9/28/2011	Theta Iota	University of Connecticut	Pledging Ceremony
11/5/2011	-	Albany, NY	Albany LEAD School
11/19/2011	Xi Psi	Bryant University	Initiation, Executive Committee Meeting
11/28/2011	Pi Rho	University of Massachusetts-Amherst	Chapter Meeting/ Elections
12/10/2011	Xi Phi	University of Massachusetts-Boston	Initiation
12/11/2011	Pi Rho	University of Massachusetts-Amherst	Strategic Planning + Executive Committee Transition meeting
1/7/2012	-	Boston, MA	Northeastern Leadership Meeting

- Planned Travel

Date	Chapter/Colony	Location	Event
2/4/2012	--	Philadelphia, PA	Northeastern Provincial LEAD & Council
4/21/2012	Lambda Tau	Bentley University	Initiation and 25 th Anniversary
4/28/2012	Gamma	Boston University	Initiation
TBD	Nu Sigma	Roger Williams University	Chapter Meeting

- Goals Progress related to your position
 - *(In Progress)* **Chapter Expansion**
Opportunities to expand the region are being investigated.
 - *(Of Concern)* **Promote Delta Sigma Pi Awards and Leadership Foundation Scholarships**
Awards submissions by chapters in my region need overall improvement.
 - *(Static)* **Encourage and foster alumni involvement**
The chapters from the region continue to produce Brothers that are willing to volunteer their time to the Fraternity after graduation.
- Identification of potential leaders and/or update on your own succession-planning

The New England Region has enjoyed a steady growth of volunteers. These volunteers are serving in a number of different roles within the Region.

District Directors (Fall 2011)

Gamma - Bryon Goguen
 Theta Iota - Laura Bittner *
 Lambda Tau - Daniel Collins
 Nu Sigma - Richard Steinkrauss
 Xi Phi - Richard Steinkrauss *
 Xi Psi - Peter LaCava
 Pi Rho - Gary Perez *

* Denotes new District Director

Committees

Regional Awards Committee
New England Regional Alumni Development Committee
Professional Development Committee
C7 Committee

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

As of the writing of this report the New England Region is doing well. Initiations have all been completed with no unusual complications and elections for calendar year terms have occurred. Regional committees have been formed with the exception of Community Service and Scholarships & Awards. In the course of the fall semester I visited over half the Chapters in the region and plan on visiting the remaining chapters in the spring. The Xi Phi and Pi Rho chapters received visits from Chapter consultants.

In regional news the 2nd Annual Rose Games were a success with approximately 50 Brothers in attendance. The planning has begun on the 2nd Annual C7 Summit and is going well. Gamma, Theta Iota and Pi Rho donated to Buck\$ for Brotherhood and are Legacy chapters. Lastly the region seems to have improved in becoming a closer region with Brothers from various chapters visiting other chapters throughout the semester.

The region possesses good District Directors, quality chairpersons, a long list of potential future leaders and there are no major problems occurring at any Chapter that require immediate attention. We are in a strong position to continue to grow and flourish. The amount of quality Brother□s in the leadership pipeline is indicative of the future success that the Region is likely to have.

Chapters

- Gamma-Boston University (Bryon Goguen)
 - Strengths: Competitive and possess strong support from campus administration.
 - Weaknesses: New executive committee, lost experienced leaders.
 - Opportunities: At a natural transition point to spur growth and a deeper understanding of the Fraternity.
 - Threats: Transition
- Theta Iota-University of Connecticut (Laura Bittner)
 - Strengths: Experienced District Director, Well-established, Size of chapter, Positive energy
 - Weaknesses: Officer Transition, Basic Operations, Fraternity Knowledge, Semesterly elections
 - Opportunities: Probation ending, Talent, Ability to apply for national awards, Altria
 - Threats: No Academic Advisor, Skewed Priorities, Probation ending
- Lambda Tau-Bentley University (Daniel Collins)
 - Strengths: Involved District Director, Size
 - Weaknesses: Elections, Operational Efficiency, Insular
 - Opportunities: Changed terms/length for elected positions
 - Threats: Chapter Priorities
- Nu Sigma-Roger Williams University (Richard Steinkrauss)
 - Strengths: Strong recruitment, Solid relationships with faculty and administration
 - Weaknesses: Participation
 - Opportunities: They have a chapter size of over 120 collegians which provides them the opportunity to accomplish a lot if motivated and organized.
 - Threats: Motivation, University policies

- Xi Phi-University of Massachusetts- Boston (Richard Steinkrauss)
 - Strengths: Diversity, Fraternal Bonding
 - Weaknesses: Commuter Campus
 - Opportunities: Increased Chapter Size, Nature of Campus
 - Threats: Lack of faculty and administration contacts

- Xi Psi-Bryan University (Peter LaCava)
 - Strengths: Close knit Chapter, Funding, Open to change
 - Weaknesses: Ghost brothers, Number of responsibilities put on the President, utilizing VP-Scholarship and Awards position, Big Brother program
 - Opportunities: Fund-raising, Fraternal Bonding Events, Increased Participation
 - Threats: New organizations on campus, President and Dean of Students (both Brothers) are retiring, Policy changes for student organizations.

- Pi Rho- University of Massachusetts- Amherst (Gary Perez)
 - Strengths: Executive Committee, Chapter President
 - Weaknesses: Operations, Attendance, Meeting Length
 - Opportunities: Response to Chapter Consultant visit, Determined Executive Committee
 - Threats: Number of goals, Changing chapter culture, Ghost brothers

Colonies

None Currently

Alumni

- Boston Alumni Chapter
- Connecticut Alumni Chapter

Niagara Region RVP Report Kayleigh Lot

- Travel During Period (dates, chapters, location, reason)

Date	Chapter/Colony	Location	Reason
9/2	Alpha Kappa	Buffalo	Transition to RVP
9/23-9/25	---	Oxford, Ohio	Leadership Retreat
9/30	Sigma Beta Sigma	Rochester	Colony Meeting
10/1	Rho Tau	Rutgers	Installation
10/21	Sigma Beta Sigma	Rochester	Dale's Visit
10/28	Alpha Kappa	Buffalo	Fundraiser Issue
11/4-11/6	---	Albany	LEAD
11/19	Alpha Kappa	Buffalo	Initiation to verify ritual memorization
12/3	Xi Tau	Syracuse	Initiation

- Planned Travel

Date	Chapter/Colony	Location	Reason
1/6-1/8	---	Boston	Provincial Team Meeting
1/28-1/29	Sigma Beta Sigma	Rochester	Reactivation
2/3-2/5	---	Philadelphia	Provincial LEAD Council

Goals and Progress:

- *(In Progress)* To have at least 5 people from each chapter in the region attend the reactivation of Epsilon Lambda
 - This will help to build brotherhood on the regional level
 - Seeing initiation done correctly will help to refresh chapters on best practices and encourage the chapters that do not currently memorize ritual to do so after seeing the difference it makes
- *(In Progress)* To hold a regional event in the fall that focuses on brotherhood and involvement (currently hoping to have this in Ithaca)
- *(In Progress)* Really focus on the “big picture” as opposed to the chapters focusing inward on themselves only
- *(In Progress)* Encourage all chapters to memorize ritual for initiation and pledging ceremonies, move to a year-round executive committee
- *(In Progress)* Leadership Development: Goals to expand on this in the spring are to have a mini-retreat/conference with the DD's to build the relationship among that team, discuss what works for them, DSP policies and procedures, what was learned this past semester, etc. and then follow this up with conference calls to ensure this is a continuous process

Identification of potential leaders and/or update on your own succession planning:

Volunteer leadership in the Niagara region continues to be a work in progress. This year there are several first time DD's who exhibit great potential and the overall pool is growing.

Alpha Kappa, Buffalo – Laura Marcus *	Xi Tau, Syracuse – Michelle McNamara *
Zeta Psi, Albany – Sean Rosney	Omicron Rho, Cornell – <i>vacant</i>
Theta Upsilon, Siena – Megan Murray *	Sigma Beta Sigma, RIT – Noel Niles
Kappa Lambda, Binghamton – <i>vacant</i>	

- * Denotes first time District Director

General Comments Regarding the Operational Status of the Region:

The chapters in the region are doing well over all, but the region as a whole would benefit from some development in the area of strategic planning. The other area for overall development relates to direction and tips for completing awards applications.

Chapters

- Alpha Kappa
 - Strengths:
 - Strong brotherhood
 - Strong community service and professional activities programming
 - Established attendance system and expectations
 - Building relationships with companies (a work in progress)
 - Weaknesses:
 - Chapter tends to focus on the pledge program often to the detriment of involvement in other events
 - Strategic planning
 - Alumni relations
 - Financial stability and fundraising
 - Inconsistency in holding people accountable
 - Opportunities:
 - Current leadership is very open to change
 - Recent increase in attendance at national events
 - Brand on campus is increasing in recognition
 - The entire board of the School of Management is comprised of DSP Brothers, great way to have an impact in the school and involve others

- Zeta Psi
 - Strengths:
 - Strong brotherhood
 - Financially stable
 - Extensive marketing reach on campus
 - Weaknesses:
 - Involvement in the national fraternity
 - Small pledge classes relative to chapter size (this is a self identified weakness of the chapter)
 - Brother's attendance at events
 - Opportunities:
 - Moving in the direction of memorizing ritual
 - Getting off campus more often as Theta Upsilon is next door
 - As the chapter's events have improved, they should be utilizing that to market themselves both on campus as well as within the national fraternity

- Theta Upsilon
 - Strengths:
 - Importance placed on the memorization of ritual
 - Selection process for pledges
 - Driven to want to be doing things the right way
 - Weaknesses:
 - Current divide among the leadership in the chapter
 - Lack of accountability and clarity in officer roles
 - Inefficient meetings
 - Chapter bylaws need to be updated
 - Overall lack of brotherhood within the chapter
 - Opportunities:
 - Passionate brothers with openness to change
 - Strong programming
 - Only Greek life on campus gives them a wide open field to make their mark as an organization and recruit the best candidates

Better marketing on campus, recognize that being Greek isn't a negative thing and there are ways to use that to their advantage

- Kappa Lambda
 - Strengths:
 - Extremely high caliber of professional programming
 - Viewed as the “go-to” Fraternity on campus among the faculty
 - Great relationships with the big four accounting firms
 - Strong relationship with their faculty initiates
 - Weaknesses:
 - Their professional programming focuses heavily on the accounting and finance functional areas with almost no attention to the other areas of business
 - Fundraising efforts are not as strong as the chapter would like
 - Minimal involvement in national events
 - Attendance system is viewed as unfair/unbalanced (feeling is that it might be draining chapter morale)
 - Opportunities:
 - Include a focus on events in other areas outside of finance and accounting
 - Many brothers are involved in the school in other leadership capacities which allows them to have a real depth of reach for their marketing efforts
 - Increased national involvement may help to minimize other weaknesses

- Xi Tau
 - Strengths:
 - Welcoming nature of the chapter – anyone who visits feels like a part of the chapter immediately
 - Desire to make sure they are doing things correctly, very open to change
 - Strong brotherhood in the chapter
 - Exceptional community service program – the chapter put together a 5K this semester and plan to make it an annual event
 - Great initiation
 - Strong faculty involvement
 - Weaknesses:
 - Lack of overall participation
 - Low participation in national events
 - Not as structured/efficient as they should be in terms of their finances
 - Initiation is memorized, but some are weaker than others – process for memorization may need revamping
 - Opportunities:
 - Taking the feedback from the consultant visit seriously
 - Focus on making the points system more effective to increase participation
 - Central location in the region provides them many opportunities to collaborate with other chapters

- Omicron Rho
 - Strengths:
 - Strong brotherhood
 - Mentorship of younger brothers
 - Brothers are involved in other things on campus
 - Strong campus brand
 - Very strong professional programming and demeanor – Work on Wall St. event
 - Increasing involvement within the national fraternity
 - Weaknesses:
 - Some events have low attendance, particularly with seniors
 - No chapter awards program
 - Attendance system doesn't have a rewards aspect to it
 - Interest/direction of the chapter is very focused on finance
 - Tends to be a rather insulated chapter

- Opportunities:
 - Include programming aimed at a wider audience – things other than finance
 - Increased and more creative fundraising initiatives
 - Niche areas of students to get involved with (such as multicultural groups)
- Sigma Beta Sigma
 - Strengths:
 - Strong momentum from the successes of this fall
 - Involved membership
 - Understanding of the “big picture” of the fraternity
 - Strong leadership
 - Interested faculty
 - Drive to be #1 in the region and beyond
 - Desire to be involved with other chapters
 - Brotherhood in the membership
 - Weaknesses:
 - Becoming somewhat political
 - Sometimes there is a feeling of “old” vs. “new” membership
 - Opportunities:
 - Strong committee structure will help with some of the weaknesses and focus a lot of the energy that the group has
 - The university is ready to be involved, the colony just needs to engage with them more
 - Reactivation in January will be a huge motivator for the chapter to keep up the high level of momentum from this fall

Steel Valley Region RVP Report
Tricia Smith

- Travel During Period (dates, chapters, location, reason)

Date of Visit	Chapter	Location	Event
9/24-25/11	-	Oxford, OH	Leadership Meeting
9/20/11	Theta Kappa	University of Akron	Pledge Ceremony
10/4/11	Theta Kappa	University of Akron	Chapter Meeting
10/25/11	Theta Rho	Duquesne University	Chapter Meeting
11/5/11		Albany, NY	Northeastern Provincial LEAD
11/12/11	Theta Kappa	University of Akron	Initiation
11/13/11	Mu Pi	Penn State – Behrend College	Initiation
11/19/11	Beta Pi	Kent State University	Initiation

Planned Spring 2012 Travel

Date of Visit	Chapter	Location	Event
1/8/11		Boston, MA	Northeastern Leadership Meeting
2/4-5/11		Philadelphia, PA	Northeastern Provincial Conference
2/25/11		Pittsburgh, PA	Steel Valley Regional Retreat

Goals Progress

- **Steel Valley Regional Retreat**
 The chapters in the Steel Valley Region have voiced their interest in another regional retreat, and one that will allow them time to formally discuss best practices with other chapters. We will be holding a retreat in the late winter/early spring that with focus on chapter interaction and highlighting chapter strengths. Each chapter will present an area of expertise to the other groups in order to share best practices.
- **Increase Alumni Participation/Interaction**
 The Steel Valley Region is lucky to have several national leaders develop from local chapters; however, we would like to see additional alumni participate in local and national activities. Our collegiate and alumni chapters plan wonderful events throughout the year, but often alumni in their respective areas are not invited to participate. Our goal is to take a more proactive approach engaging local alumni as well as educating collegiate brothers about volunteering with DSP after graduation, how to get started, and how to stay involved.
- **DSP Scholarships and Awards**
 We saw 5 out of 6 chapters submit COY nominations this year. Our ultimate goal is 100% nomination as well as 100% completion of applications by the nominees. We will continue to promote the benefits of the scholastic development awards provided by the Leadership Foundation each year.

Current/Future Leaders

- **District Directors Fall 2011**
 Beta Pi – Rich Garber
 Lambda – Patrick Flynn
 Mu Pi – Jeff Lasky
 Nu Upsilon – Neeley Lantz
 Theta Kappa – Erin Connelly
 Theta Rho – Kathryn Proper
 Delta Eta Mu Colony – Corie Schilberg

- **Committee Chair**
Scholastic Development & Awards – Alan Brunton

Chapters

- Nu Upsilon – West Virginia University (Neeley Lantz)
 - Strengths
 - Consistent attendance at national events
 - Maintains CMP records and updates
 - Strong recruitment process this past semester
 - Weaknesses/Concerns
 - More focus on fundraising opportunities
 - Award application submission
 - Opportunities
 - Working with faculty advisory to improve recruitment on campus
 - Higher level of attendance at national events
- Theta Rho – Duquesne University (Kathryn Proper)
 - Strengths
 - Strong chapter operations and CMP
 - Chapter participation and morale
 - Recently had Tim Augustine on campus for university and chapter events
 - Weaknesses/Concerns
 - Maintaining current chapter motivation
 - Memorization of ritual
 - Opportunities
 - Continue high recruitment levels
 - Higher level of attendance at national events
- Mu Pi – Penn State Erie, The Behrend College (Jeff Lasky)
 - Strengths
 - Chapter operations and CMP submissions
 - Recent support by university to send chapter to national events
 - Alumni involvement and support
 - Weaknesses/Concerns
 - Increase variety of fundraising programs
 - Strengthen officer transition processes
 - Opportunities
 - Working with faculty to build recruitment on campus
- Beta Pi – Kent State University (Rich Garber)
 - Strengths
 - Strong fundraising program, chapter runs own business within college
 - Chapter participation and morale
 - Strong presence in Business College
 - Weaknesses/Concerns
 - Need for strong recruitment due to high graduation levels this year
 - Implementation of new programming/events
 - Opportunities
 - Award application submission
 - Higher level of attendance at national events
- Theta Kappa – The University of Akron (Erin Connelly)
 - Strengths
 - Chapter operations and CMP submission

- Developed recruitment program
 - Chapter participation and morale
 - Weaknesses/Concerns
 - Develop stronger officer transition process
 - Opportunities
 - Award application submission
 - Building a strong presence in Business College

- Lambda – University of Pittsburgh (Patrick Flynn)
 - Strengths
 - Strong recruitment program
 - Consistent fundraising efforts
 - Well respected throughout Business College
 - Weaknesses/Concerns
 - Chapter operations and attendance
 - Officer transition process
 - Opportunities
 - Developing future leaders of chapter

- Delta Eta Mu Colony – West Liberty University (Corie Schilberg)
 - Strengths
 - Successful professional and community service events
 - High levels of attendance at national events
 - Weaknesses/Concerns
 - Increase fundraising and recruitment efforts
 - Strengthen officer transition process
 - Opportunities
 - Finish petition for spring re-installation
 - Work with faculty to recruit on campus

ADDENDUM II

International Fraternity of Delta Sigma Pi Northeastern Provincial Budget

Description	2002-2003	2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013 (Proposed)	Variance
Northeastern Provincial Vice President	\$ 2,000	\$ 1,940	\$ 2,000	\$ 1,950	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ -
Regional Vice President Individual Travel Budgets¹												
<i>Steel Valley (6 Chapters, 1 colony)</i>	\$ 625	\$ 600	\$ 625	\$ 625	\$ 1,000	\$ 1,200	\$ 1,200	\$ 1,200	\$ 900	\$ 1,050	\$ 1,050	\$ -
<i>East Central (9 Chapters)</i>	\$ 1,125	\$ 1,320	\$ 1,375	\$ 1,375	\$ 875	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,350	\$ 1,350	\$ 1,350	\$ -
<i>Eastern (8 Chapters, 1 Colony)</i>	\$ 875	\$ 840	\$ 875	\$ 750	\$ 1,250	\$ 1,500	\$ 1,650	\$ 1,800	\$ 1,950	\$ 1,200	\$ 1,350	\$ 150
<i>Capital (7 Chapters)</i>	\$ 1,000	\$ 960	\$ 1,000	\$ 875	\$ 1,000	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,050	\$ 1,050	\$ -
<i>New England (7 Chapters)</i>	\$ 875	\$ 960	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ -
<i>Niagara (6 Chapters, 1 colony)</i>	\$ 500	\$ 480	\$ 625	\$ 625	\$ 750	\$ 900	\$ 900	\$ 900	\$ 1,050	\$ 1,050	\$ 1,050	\$ -
<i>Empire (5 Chapters)</i>	\$ -	\$ 0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 900	\$ 750	\$ (150)
Subtotal	\$ 5,000	\$ 5,160	\$ 5,500	\$ 5,250	\$ 5,875	\$ 6,900	\$ 7,050	\$ 7,200	\$ 7,500	\$ 7,650	\$ 7,650	\$ -
Provincial Leadership Meeting²	\$ 2,000	\$ 1,400	\$ 2,500	\$ 1,400	\$ 2,125	\$ 1,850	\$ 1,850	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ -
Speculative Colony	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 150	\$ 300	\$ 150	\$ (150)
Leadership Training	\$ 500					\$ 600	\$ 600	\$ 600	\$ 275	\$ 200	\$ 100	\$ (100)
Provincial Committees and Task Forces	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 500	\$ 500	\$ 375	\$ 150	\$ 150	\$ -
Other³	\$ 500	\$ 100	\$ -	\$ -	\$ -	\$ 150	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ 250
TOTAL PROVINCIAL BUDGET	\$ 10,000	\$ 8,600	\$ 10,000	\$ 8,600	\$ 10,000	\$ 12,000	\$ -					

1 - 2012-2013 proposed RVP Budgets funded at \$150 for each collegiate chapter/colony in existence as of December 19, 2011. (Historical budgets starting in 2006-2007 reflect new regional boundaries 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. Currents proposal represents funds to be used as incentives for scholarship fund promotions. Any line item budget surpluses may be reallocated at discretion of

ADDENDUM III

Northeastern Provincial Council Meeting February 5, 2012 Philadelphia, PA

Roll of Delegates

COLLEGIATE CHAPTERS

Alpha	Jimmy Law	Gamma	Vishaal Reddy
Lambda	Alison Drzewinski	Nu	Luke Scott
Chi	Shenla Chen	Alpha Gamma	ABSENT
Alpha Theta	Sammy Geroulis	Alpha Kappa	Aaron Ouyang
Alpha Omicron	Aaron Miller	Alpha Upsilon	Justin Hucke
Beta Nu	ABSENT	Beta Xi	Casey Albrecht
Beta Pi	Taylor James Ruiz	Epsilon Kappa	Cortney Meador
Epsilon Tau	ABSENT	Zeta Eta	Charmaine Gomez
Zeta Pi	Jen Hasler	Zeta Psi	Colin Gerner
Eta Xi	Keisha Rigby	Theta Iota	Ricardo Hernandez
Theta Kappa	Daniel Fogerty	Theta Lambda	Karalyn Russo
Theta Pi	Janie Rauscher	Theta Rho	Katharine Phillips
Theta Upsilon	ABSENT	Iota Kappa	Jeanine Hansberry
Iota Rho	Christina Joseph	Kappa Lambda	Taniel Chan
Kappa Rho	ABSENT	Lambda Tau	Jonathan Lee
Mu Pi	Robert Stanton	Mu Tau	Rufaro Mandizvidza
Mu Omega	Nicholas Manno	Nu Sigma	Michael Santore
Nu Upsilon	Joshua Stroud	Xi Rho	Colleen Koenig
Xi Tau	M Shea Goode	Xi Upsilon	Matthew Lawless
Xi Phi	Brett Mahoney	Xi Psi	Dana Siska
Omicron Rho	Adam Nicoletti	Omicron Tau	Sapra Bhahta
Omicron Chi	Clarissa Gibson	Omicron Omega	ABSENT
Pi Rho	Alex Lamphier	Pi Phi	ABSENT
Pi Psi	Alvin Ng	Rho Tau	Anuj Sharma

ALUMNI CHAPTERS

Baltimore	David Crouch
Boston	Nick Steinkrauss
Buffalo-Rochester	Noel Niles
Cincinnati	ABSENT
Cleveland -Akron	ABSENT
Connecticut	Laura Bittner
DC Metro	Jessica Butchko
Jersey City	Amanda Rotundo
New York City	ABSENT
Philadelphia	Conchita Dixon
Shepherdstown	ABSENT

OFFICERS

Northeastern Provincial Vice President	Paul Carpinella
Capital Area Regional Vice President	Diana Beauge
East Central Regional Vice President	Mary Miracle
Eastern Regional Vice President	Thomas Calloway
Empire Regional Vice President	Rodney Carswell
New England Regional Vice President	Patrick Johnson
Niagara Regional Vice President	Kayleigh Lot
Steel Valley Regional Vice President	Trisha Smith