

# NORTHEASTERN PROVINCE OFFICER REPORTS

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## Northeastern Provincial Vice President Paul Carpinella

### Travel/Meeting Summary Fall, 2012

Date	Event	Location
August 16, 2012	PVP Conference Call	
September 5, 2012	PVP Conference Call	
September 18, 2012	Board of Directors Call	
October 9, 2012	Board of Directors Conference Call	
October 13, 2012	Norfolk LEAD School	Norfolk VA
October 19, 2012	Dayton LEAD School	Dayton, OH
November 18, 2012	Conference Call with Theta Upsilon Chapter Officers	
December 3, 2012	Conference Call concerning Chi	
December 4, 2012	PVP Conference Call	
December 9, 2012	Boston Alumni Chapter Holiday Party	Framingham, MA
December 15, 2012	Northeastern Provincial Leadership Team Meeting	Philadelphia, PA
December 19, 2012	Board of Directors Conference Call	

### Anticipated Spring, 2013 Travel

Date	Event	Location
January 9, 2013	Boston Alumni Chapter Dinner Meeting	Boston, MA
January 18 – 20, 2013	Board of Directors Meeting	Oxford, OH
January 26, 2013	Epsilon Sigma Reactivation	Philadelphia, PA
April 6, 2012	Gamma Upsilon Reactivation	Wellesley, MA

### Provincial Goal Summary for Spring 2012

#### *Leadership development*

Leadership development has continued to be a major focus of this leadership team with many regions doing well in identifying and developing leaders. The East Central, Niagara, and Steel Valley regions held a joint volunteer training in the beginning of September to train current and prospective volunteer leaders. The event attracted 15 individuals and was well received by the attendees. In addition to the tri-regional training, a high number of brothers from the Northeastern Province attended the national volunteer leadership training held in San Diego this summer. Those attendees continue to be some of the more active volunteers in the province.

From a LEAD programming perspective, the Dayton curriculum included the popular volunteer leader track. This track will also be in place for the Hartford LEAD programming this February.

This year, the 2012 Collegian of the Year winners were asked to be included on the leadership teams at both the provincial and regional levels. A few regions have utilized these individuals on committees and provincial COY Howard Furman was present (and offered excellent insight) at the provincial leadership team meeting this December.

Being a Grand Chapter Congress year, I have stressed the need for all Regional Vice Presidents to identify and training potential successors. Many have identified potential candidates and are utilizing District Director and committee roles to help in those leadership development efforts.

*Cohesive committee structure organizing provincial and regional events*

As has become a theme in these reports, this is still a work in progress. Volunteer leadership below the District Director level is scarce with many interested volunteers already serving in District Director roles.

There were bright spots in this area however.

- The alumni development committee continued to be highly active even with a new chair. The committee is working on initiatives requested by the national alumni development committee as well as items that are specific to the province, such as the scholarship fund.
- The New England Region continues to utilize an alumni committee to organize a regional Olympics type event in the fall and LEAD type event in the spring.
- The scholastic development and awards committee has identified key areas of focus that they will be working on this year.

*Increase chapter interaction*

Interaction between the chapters, as well as regions themselves, continues to become more prevalent. As mentioned above, the New England Region held their annual Rose Games in the fall and plans to offer a LEAD event again in the spring. The Steel Valley Region is planning to hold a regional initiation this spring with the planning being lead mainly by the Pittsburgh based chapters. In addition, there has been more of an emphasis by the Regional Vice Presidents to invite chapters from neighboring regions to events. This has helped diversify those events and provide a greater sense of provincial community.

**Additional Goals for the 2012 – 2013 Fiscal Year**

*Increase and Solidify Participation in the Award Program*

Nominations for the collegian of the year awards, and applications, were higher this year as compared to 2011. The Regional Vice Presidents stressed the importance of this award to their chapters and the message seems to have resonated. Scholastic and Awards Chair Beth Bivona is working on promotion to increase applications for the yearly awards this spring and to provide resources to help improve the quality of those applications.

*Improve CMP Performance*

The leadership team is placing an emphasis on improving overall CMP performance for the province this academic year. It is my goal that each region has at least one chapter of excellence, in addition to a majority of their chapters qualifying for the accredited and chapter of recognition levels.

**Chapter and Province Operations**

*Finances*

The chapters in the Province have done a good job of handling debts to Central Office. There were limited chapters with long term debts due to Central Office on the last report.

*LEAD Schools*

Due to proximity of events the province had high turnout at both the Norfolk and Dayton LEAD schools this fall. The current registration count for the Hartford Provincial Council is over 300 with less than a month to go before the event.

The agenda for the Dayton LEAD School continued the trend of dedicated tracks focusing on professional development, volunteer leadership, fraternal operations, and personal development. The Hartford LEAD

School also features the dedicated track format and has a specialized business communications track along with a track on how to develop oneself in the workplace.

#### *Expansion*

The province continues to have a high number of colony projects occurring.

- West Liberty University – was closed this past semester due to a lack of interest from the student body.
- LaSalle College – was established in late fall 2011. The colony has been active since its founding and has a January 26<sup>th</sup> reactivation date set.
- Babson College – was established in spring 2012. The colony is very motivated and currently has the membership requirement met and is nearing completion of their event and financial requirements. They are targeting an April 6 reactivation.
- Central Connecticut State University – was given conditional school approval in the mid-fall and has an officer group that is working on plans so that they can begin the recruiting and event process as soon as full permission is received. An associate dean is currently withholding the full permission until she is comfortable with how the fraternity would operate in conjunction with the school. Dale Clark and Patrick Johnson are providing her with information and contacts for local school officials in an attempt to ease her concerns.
- Fordham University – the colony was established in the fall and is in the organization phase.

Requests for information on the colony process were also received from individuals at Hofstra University and Stony Brook University. In addition, Sam Shaheen is leading an effort to help establish a colony at Baldwin-Wallace University.

#### *Provincial Scholarship Fund Endowment Efforts*

The Northeastern Professional Scholarship Fund endowment efforts were in full force over the past year. At this point, the fund is \$8,000 from endowment.

## **East Central Regional Vice President**

### **Mary Miracle**

The East Central Region of Delta Sigma Pi consists of 9 collegiate chapter and 1 alumni chapter. Of the 9 collegiate chapters, 4 of the top 20 largest collegiate chapters are in the region. With a large recruiting class for Theta Pi, 5 of the top 20 largest collegiate chapters are in the region. Not only are we large, we are strong, with 3 chapters of excellence, 1 chapter of recognition and several chapters that should be.

The big event this fall was LEAD in Dayton. My personal goal was to have 100 brothers from the region in attendance. I was over 70% of that goal. 3 of the chapters did not send anyone, which was truly disappointing, since the event was so close to home and I visited 2 of those 3 chapters to make a personal appeal to attend. However, it was exciting to see larger turnouts from so many chapters. My largest concern is Omicron Tau, who is struggling with membership.

- Nu - continues their upward progress. Community Service is strong. Professional events are the area with the greatest opportunity for improvement. 6 members attended LEAD in Dayton. 5 are registered for Hartford.
- Alpha Theta – Earned the Chapter of Excellence recognition. Strong in all areas, with excellent overall programs. They have developed a passion for alumni events, which is greatly appreciated. 20 brothers attended LEAD in Dayton. 13 are registered for Hartford.
- Alpha Omicron - continues to be a best kept secret. They are a strong chapter and do amazing things in what most people would consider as being in the middle of nowhere. 5 brothers attended Lead in Dayton. 0 are registered for Hartford.
- Alpha Upsilon - Another chapter of excellence. Truly an amazing chapter with a history of excellence. Just when you wonder what they are going to do to top their last achievement, they manage to up their game. For example, they had a professional trip to Pittsburgh, which included a trip to PNC bank. The next day, PNC bank had a major community service event, and Alpha Upsilon participated in that as well. What a great idea - they see you as a professional on Friday and as an advocate on Saturday. Also, the night before a major recruiting event on campus, Alpha Upsilon hosted a social event (this should really read - networking opportunity) for some of the recruiters who were in the area the night before the event. Whoever thought of that was a genius! Well played, Alpha Upsilon Well played! 13 brothers attended Dayton LEAD. 0 are registered for Hartford
- Epsilon Tau - an amazing chapter that is disengaged from the fraternity. Due to parents weekend, 0 attended Lead in Dayton (within walking distance from their campus) and 0 are registered for Hartford.
- Theta Lambda - a good chapter. The longest continuously operating organization on the Xavier University. 0 attended Dayton LEAD and 0 are registered for Hartford.
- Theta Pi - another chapter of excellence. Over 30 brothers were initiated in the fall. 13 attended LEAD in Dayton. 0 are currently registered for Hartford.
- Xi Upsilon - the little chapter that could, can and does. They just celebrated their 10<sup>th</sup> anniversary and continue to grow. 12 attended Lead in Dayton. 2 are registered for Hartford. 4 re registered for Raleigh.
- Omicron Tau - this is the chapter that struggles. At the end of the year, we found out that collection of dues for both initiation dues and membership dues. Once this pattern was established, an entitlement mentality developed. Once this came to light, due to the financial

situation in the chapter, it was determined that dues were going to be enforced. This was announced at the last meeting of the year. In the fall, only 7 or the 14 members decided to participate. Despite tremendous efforts, only 1 person was initiated in the fall. This is a vital semester for the chapter.

- Cincinnati Alumni Chapter - continues to grow and increase the number of events.

My hope is that we will have a large initiation in the region this spring. Details will follow soon. The other plan, which will probably happen next year, is a regional professional event. In a perfect world there would be one in Columbus and one in Cincinnati. The purpose would be a career fair/internship fair. My plan is to contact alumni in the area and to utilize their contacts for the benefit of the current collegiate members. The alumni would be encouraged to attend for resume reviews and interview practice. This would hopefully encourage alumni to become active in some form.

**Eastern Regional Vice President**  
**Thomas Calloway**

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

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Event</b>
9/27/2012	Eta Xi	Philadelphia University	Pledging Ceremony
10/2/2012	Lambda Sigma Beta	La Salle University	Colony Meeting
10/3/2012	Zeta Pi	St. Joseph's University	Executive Committee Meeting
10/13/2012	-	Norfolk, VA	Southern Provincial LEAD
10/22/2012	Omicron Omega	University of Delaware	Exec Committee & Chapter Meeting
11/1/2012	Eta Xi	Philadelphia University	Pledge and Chapter Meeting
11/10/2012	Omicron Omega	University of Delaware	Initiation
11/11/2012	Eta Xi	Philadelphia University	Initiation
11/12/2012	Mu Omega	The College of New Jersey	Chapter & Pledge Meeting
12/1/2012	Alpha Gamma	Penn State University	Initiation
12/4/2012	Lambda Sigma Beta	La Salle University	Pledging Ceremony
12/10/2012	Lambda Sigma Beta	La Salle University	Pledge Meeting

- Planned Travel

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Event</b>
1/26/2013	Lambda Sigma Beta	La Salle University	Epsilon Sigma Chapter Reactivation
2/1/2013	--	Hartford, CT	Northeastern Provincial LEAD & Council
8/7 – 8/11/2013	--	Seattle, WA	49 <sup>th</sup> Grand Chapter Congress

- Goals Progress related to your position
  - *(Improving)* **Increase the leadership pool within the region**  
The chapters from the region continue to produce Brothers that are willing and ready to step into volunteer positions with the Fraternity upon graduation. New opportunities continue to create themselves establishing an atmosphere where new leaders and volunteers have the availability to step up and excel.
  - *(Improving)* **Promote Delta Sigma Pi Awards and Leadership Foundation Scholarships**  
All eight chapters within the Eastern Region submitted Collegian of the Year applications. Promotion of the benefits of the scholastic development awards provided by the Leadership Foundation continues as well as emphasis on applying for fraternity awards.
  - *(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. Costs to attend have been the biggest roadblock that prevents more brothers from attending.
  - *(Of Concern)* **Increase alumni involvement**  
The collegiate and alumni chapters continue to plan wonderful events throughout the year while including both area alumni as well chapter alumni. For some of the chapters a high number of alumni have remained involved and supportive of their chapter as well as getting involved at a

national level or with an alumni chapter affiliation. For a hand full of chapters an alumni program needs to be a focus to work on.

- Identification of potential leaders and/or update on 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. This was never more evident than this past semester when the region saw five (5) District Directors take on roles fresh out of college.

District Directors (Fall 2012)

Alpha Gamma	- Jennifer Morelli
Beta Nu	- Caity Bordas *
Beta Xi	- Linda Fritch Oakes
Zeta Pi	- Paul Jackson *
Eta Xi	- Brittani Fario *
Mu Omega	- Kevin Rumzee
Rho Tau	- Samantha Kopec *
Omicron Omega	- Rachel Wexler *
La Salle	- Devin O'Neil

\* Denotes new District Director

Committee Members

Regional Collegian of the Year Selection and Awards Committee

Howard Furman – various positions within the region including VPPE for Lambda Sigma Beta

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

The chapters in the region are doing well over all. Some of the chapters are still facing a number of missed deadlines. But despite the struggles with the CMP, chapter operations throughout the region remain strong. As a whole, the region 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. Overall the region is in a strong position to continue to grow and flourish.

### Chapters

- Alpha Gamma - Penn State University (Jennifer Morelli)
  - Strengths:
    - Focus on professionalism
    - Ambitious goals
    - Solid recruiting program that continues to bring in quality members
    - Community Service (particular involvement in THON)
  - Weaknesses/Concerns:
    - Overall communication between the Executive Committee and the chapter
    - Award application submission
  - Opportunities:
    - Set a goal that is driving the chapter to achieve Chapter of Recognition
    - To create a more diverse Professional Program that better reflects the chapter
- Beta Nu – University of Pennsylvania (Caity Bordas)
  - Strengths:
    - Greatly improved internal communication between brothers
    - Made great efforts this semester
    - Forward thinking
    - Good relationship with Chapter alumni

- Weaknesses/Concerns:
  - CMP submission and meeting CMP deadlines are a major issue
  - Reputation on campus
  - 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 Fritchey Oakes)
  - Strengths:
    - New Executive Committee coming together very strongly
    - Working to rebrand the name and image on campus
    - Remains very strong in community service and professional programming
  - Weaknesses/Concerns:
    - No pledge class during the fall semester
    - Overall Chapter participation and involvement
    - Intergroup skills; Subgroups/Cliches have had a lasting impact on the chapter
    - Alumni relations have been strained
  - Opportunities:
    - Working on increasing participation across the board
    - Working on image on campus
- Zeta Pi – St Joseph’s University (Paul Jackson)
  - Strengths:
    - Starting to think big and working towards those goals
    - Shows good financial responsibility
    - Solid recruiting
  - Weaknesses
    - Planning for fraternity events
    - 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 (Brittani Fario)
  - Strengths:
    - Significant improvement working as a chapter (team)
    - Truly becoming a chapter
  - Weaknesses/Concerns:
    - Ritual – not regularly performed
    - Chapter doesn’t ask for help as often as they should
    - Attendance and participation problems at chapter events
  - Opportunities:
    - Working with School of Business to see where they can develop a larger footprint on campus
- Mu Omega – The College of New Jersey (Kevin Rumzee)
  - Strengths
    - Confident chapter that has a good understanding of Fraternity goals
    - Excellent recruiting program
    - Very ambitious and close knit chapter
  - Weaknesses
    - Follow through



- Opportunities
  - Developing relationship with Beta Xi
  - As the chapter's events have continued to improve, they should be utilizing these events to market themselves both on campus as well as within the national fraternity
- Omicron Omega – University of Delaware (Rachel Wexler)
  - Strengths
    - Strive to always improve themselves as brothers and as a chapter
    - Strong Community Service programming
    - Relationship with the Business School
  - Weaknesses
    - No faculty initiates on campus
    - 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 (Samantha Kopec)
  - Strengths
    - Organized approach to their operation
    - Great relationship with the Rutgers Business School
  - Weaknesses
    - Still learning chapter best practices
    - Attendance at events
  - Opportunities
    - Rutgers is a very large school and has a business school that is still growing
    - Opportunity to still establish the foundation of a great chapter
    - 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 should bring many Brothers to national events.

### **Colonies**

- Lambda Sigma Beta – La Salle University (Devin O'Neill)
  - Strengths
    - Members of the colony work closely with one another
    - Very diverse group of members
    - Showing a high interest in learning about Delta Sigma Pi
    - Great relationship with the Rutgers Business School
  - Weaknesses
    - Minimal experience operating as an organization
    - Attendance at events
  - Opportunities
    - Very eager and ambitious around being a successful chapter of Delta Sigma Pi
    - Campus location offers a great opportunity for quality programming
    - Established a good reputation within the school of business
    - No other Professional Business Fraternities on campus

### **Alumni**

- Philadelphia Alumni Chapter

**Empire Regional Vice President  
Rodney Carswell**

- Travel During Period

Four of five chapters visited, all during regularly scheduled chapter meetings.

- Planned Travel

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Event</b>
2/1/2013	--	Hartford, CT	Northeastern Provincial LEAD & Council

- Goals Progress related to your position
  - *(Improving)* **Delta Sigma Pi Awards**  
Four out of five chapters submitted a completed Collegian of the Year application, a great improvement over last year.
  - *(In progress)* **Increase attendance at national events**  
Working on maintaining the region's attendance numbers from last year.
  - *(Improving)* **Increase chapter interaction**  
Three chapter mixer organized.

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

Emily Cheng is an enthusiastic new volunteer who will be stepping in as District Director for the Alpha chapter this spring semester.

District Directors (Fall 2011)

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

\* Denotes new District Director

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

Chapters continue to struggle with meeting deadlines. The District Directors have been increasingly involved and are aware of chapter issues. I expect that this will lead to short-term improvements, particularly in terms of awareness.

**Chapters**

- Alpha – New York University (Abigail Passeri)
  - Strengths:
    - Increasing event diversity
    - Scholarship/Award participation
  - Weaknesses/Concerns:
    - National Event attendance
    - Officer communication

## CMP Performance

- Zeta Eta – Saint Peter’s College (Leah Orejudos)
  - Strengths:
    - Improved faculty relations
    - Engaging events with high attendance/participation
  - Weaknesses/Concerns:
    - Communication in chapter meetings
  - Opportunities:
    - Further interaction with relatively new alumni chapter
  
- Kappa Rho – Adelphi University (Shreema Sanghvi)
  - Strengths:
    - Brotherhood strength/support
  - Weaknesses/Concerns:
    - Conflict resolution
    - Officer transitions
  
- Pi Phi – Pace University (Chris Gaur)
  - Strengths:
    - Increased presence on campus
    - Improved finances/support from the business school
  - Weaknesses/Concerns:
    - Low recruitment numbers
    - Meeting CMP deadlines
  
- Pi Psi – Baruch College (Amanda Rotundo)
  - Strengths:
    - Event diversity
    - CMP performance
  - Weaknesses/Concerns:
    - New brother transition

## Colonies

- New colony beginning this semester: Rho Alpha Mu Colony – Fordham University

## Alumni

- New York City Alumni Chapter
- Jersey City Alumni Chapter

**New England Regional Vice President**  
**Patrick Johnson**

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

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Event</b>
09/06/12	Mu Delta Tau	New Britain, CT	Meet with Matt Kolb + Administration
9/10/12	Theta Iota	Storrs, CT	Prof. Event- Adam Carroll
09/26/12	Theta Iota	Storrs, CT	Pledging Ceremony
10/13/12	N/A	Norfolk, VA	Southern Province LEAD School
October ??	Mu Delta Tau	New Britain, CT	Meet with Matt Kolb
10/28/12	Xi Psi	Smithfield, RI	Rose Game
11/03/12	Theta Upsilon	Albany, NY	Various Meetings with Chapter, E-Comm, DD and RVP
11/10/12	Xi Psi	Smithfield, RI	Initiation
11/16/12	Lambda Tau	Waltham, MA	Initiation
11/17/12	Nu Sigma	Bristol, RI	Initiation
11/18/12	Pi Rho	Amherst, MA	Initiation
11/19/12	Mu Delta Tau	New Britain, CT	First Official Colony Meeting
12/15/12	N/A	Philadelphia, PA	Northeastern Provincial Leadership Team Meeting

- Planned Travel

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Event</b>
01/26/13	Theta Upsilon	Albany, NY	E-Comm Meeting
02/01/13	N/A	Hartford, CT	Northeastern Provincial LEAD
Unknown	Lambda Tau	Waltham, MA	Meeting
Unknown	Gamma	Boston, MA	Initiation
4/20/12	Xi Psi	Smithfield, RI	Initiation + 10 <sup>th</sup> Anniversary Banquet
4/6/12	Delta Beta Delta	Wellesley, MA	Reactivation of Gamma Upsilon Chapter
Multiple	Mu Delta Tau	New Britain, CT	Various Colony events
Unknown	Xi Phi	Boston, MA	10 <sup>th</sup> Anniversary Banquet
Unknown	Pi Rho	Amherst, MA	Initiation and 5 <sup>th</sup> Anniversary Banquet

- Goals Progress related to your position
  - *(In Progress)*    **Expand the number of the Chapters in the Region:** Regional leadership will assist the 2 existing colonies in order that they become Chapters. In addition we will continue to look for new universities to colonize.
  - *(In Progress)*    **Foster Alumni Involvement:** We will continue the practice of Regional events in addition to utilizing the committee structures more to provide additional opportunities of alumni to be involved.
  - *(Improvement Required)*    **Improve Regional Awards Submissions:** Currently Regional Awards submissions are abysmal. Very few applications are submitted annually and the ones that are tend to be incomplete.
- Identification of potential leaders and/or update on your own succession-planning

During the last few years there has been ever increasing numbers of alumni Brothers looking for leadership opportunities. In addition New England benefits from a strong core of reliable, veteran leaders.

#### District Directors (Fall 2012)

Gamma	- Bryon Goguen
Theta Iota	- Dan DelPiano *
Lambda Tau	- Daniel Collins
Nu Sigma	- Richard Steinkrauss
Xi Phi	- Richard Steinkrauss
Xi Psi	- Scott McMann *
Pi Rho	- Tom Skinner *
Delta Beta Delta	- Jon Lee *
Mu Delta Tau	- Vacant

\* 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, elections for calendar year terms have occurred and all chapters seem to be moving in a positive direction. In the course of the fall semester I visited 5 of my 7 Chapters and both colonies in the region and plan on visiting the remaining chapters in the spring.

The big challenges that occurred during the course of the semester wer working with the administration of Central Connecticut State University in getting the Mu Delta Tau chapter recognized and a risk management issue with the Lambda Tau chapter, resulting in the issuance of a Warning Letter. The District Directors have been performing their duties well and have informed me of any necessary issues, though regular consistent reporting has been lax.

In regional news the 3rd Annual Rose Games were a success with approximately 50 Brothers in attendance. The planning is about to begin on the 3rd Annual C7 Summit, to be held at the Pi Rho Chapter. Lastly the region seems to have an improved in becoming a closer region with Brothers from various chapters visiting other chapters throughout the semester.

#### Chapters

- **Gamma- Boston University** (*Bryon Goguen*)
  - Strengths:
    - Strong support from administration
    - Lots of local alumni
    - Good image
    - Improved alumni relations
  - Weaknesses:
    - New executive committee
    - Weak transition of officers
  - Opportunities:
    - Large chapter
    - Close proximity to multiple other chapters providing an ability to improve inter-chapter relations.

- Threats:
  - Upcoming graduating class
- **Theta Iota- University of Connecticut** (*Dan DelPiano*)
  - Strengths:
    - Strong sense of brotherhood and strong commitment
  - Weaknesses:
    - Communication
    - Officer perception of chapter weaknesses
    - Low attendance to events
    - Alumni relations
  - Opportunities:
    - Improve presence within the School of Business
    - Being host chapter for Hartford Provincial conference
    - Connecting with Brothers from other Chapters at Harford Provincial
    - Working with Alpha Kappa Psi
  - Threats:
    - Alpha Kappa Psi
- **Lambda Tau- Bentley University** (*Daniel Collins*)
  - Strengths:
    - Involved District Director
    - Operationally strong
    - Officers/leadership
    - Finances
  - Weaknesses:
    - Chapter Culture
    - Professional Event Attendance
    - Lack of Parliamentary procedure
    - Inefficient meetings
    - Risk management adherence
  - Opportunities:
    - Relationship with Chapter Advisor
    - Change in Chapter Banquet procedures
    - Chapter Warning Letter
  - Threats:
    - Chapter Priorities
    - Risk Management violations
    - Resistance to upcoming change
- **Nu Sigma- Roger Williams University** (*Richard Steinkrauss*)
  - Strengths:
    - Strong recruitment
    - Solid relationships with faculty and administration
  - Weaknesses:
    - Participation in committees
    - Alumni Relations
  - Opportunities:
    - They have a very large chapter size 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
    - Recruiting
  - Weaknesses:
    - Commuter Campus
  - Opportunities:
    - Increased Chapter Size
    - Nature of Campus
    - 10<sup>th</sup> Year Banquet
  - Threats:
    - Lack of faculty/administration contacts (improving)
    - Lack of leadership pipeline
- **Xi Psi- Bryan University** (*Scott McMann*)
- Strengths:
    - Committed E-Comm
    - Strong Big/Little program
    - Good Brotherhood bond
  - Weaknesses:
    - Ghost brothers
    - Event attendance (particularly Ritual ceremonies)
  - Opportunities:
    - Relatively new E-Comm members
    - New points/participation program
    - Higher CMP recognition
    - Brother involvement
    - New (non-competing) Business Fraternity, Pi Sigma Epsilon, on campus
    - 10 Year Banquet
  - Threats:
    - Pi Sigma Epsilon
- **Pi Rho- University of Massachusetts- Amherst** (*Tom Skinner*)
- Strengths:
    - Chapter President Alex Lamphier
    - Relationship with volunteer leadership
  - Weaknesses:
    - Operations (improving)
    - Lack of faculty relationships
  - Opportunities:
    - New District Director
    - New Chapter advisor
    - Hosting C7 Summit
  - Threats:
    - None at this time

### Colonies

- **Delta Beta Delta- Babson College** (Jon Lee/Richard Steinkrauss)
- Strengths:
    - Strong E-Comm, relationship with District Director
    - Creative culture
  - Weaknesses:
    - Potential officer burnout
  - Opportunities:
    - Brand new

- Pending Reactivation
- Ability to create a unique niche on Babson Campus
- Threats:
  - Chapter culture
  - Expanding to quickly
- **Mu Delta Tau- Central Connecticut State University(VACANT)**
  - Strengths:
    - Colony President Matthew Kolb
  - Weaknesses:
    - Too early to be assessed
  - Opportunities:
    - Every single thing imaginable
    - It is a brand new slate as they start the colony process
  - Threats:
    - Administration
    - Recruiting

**Alumni**

- Boston Alumni Chapter
- Connecticut Alumni Chapter



**Niagara Regional Vice President**  
**Kayleigh Lot**

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

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Reason</b>
8/26	Epsilon Lambda	Rochester	Acquaint new DD with outgoing/incoming presidents
9/1	Alpha Kappa	Buffalo	Meeting with Pledge Educator
9/8	---	Cleveland	Alternate Leadership Retreat
9/13	Epsilon Lambda	Rochester	Chapter Visit
9/15	Alpha Kappa	Buffalo	Out of the Darkness Suicide Prevention Walk (Community Service Event)
9/16	Alpha Kappa	Buffalo	Meeting with Executive Committee
9/21	Alpha Kappa	Buffalo	Pinning Ceremony
9/22	Kappa Lambda	Binghamton	Chapter Visit
9/23	Epsilon Lambda	Rochester	Tiger Race Event
9/29	Zeta Psi	Albany	Chapter Visit
9/30	Theta Upsilon	Albany	Chapter Visit
10/1	Epsilon Lambda	Rochester	Adam Carroll Professional Event
10/7	Xi Tau	Syracuse	Meeting with Executive Committee
10/19-21	---	Dayton	Fall LEAD School
10/26	Alpha Kappa	Buffalo	Speak at Pledge Meeting
10/27	Omicron Rho	Cornell	Chapter Visit/Community Service
11/10	Epsilon Lambda	Rochester	Initiation
11/17	Alpha Kappa	Buffalo	Initiation

- Planned Travel

<b>Date</b>	<b>Chapter/Colony</b>	<b>Location</b>	<b>Reason</b>
1/12	Epsilon Lambda	Rochester	Ritual Training
1/12	Alpha Kappa	Buffalo	Chapter Meeting/Meeting with new Executive Committee/Officer 1-on-1s
1/26	Zeta Psi	Albany	Chapter Visit
1/26-27	Theta Upsilon	Albany	Review progress on guidance requirements, policies and procedures, bylaws, ritual, work with newly elected Executive Committee
2/1-3	---	Hartford	Provincial LEAD and Conference
2/15?	Alpha Kappa	Buffalo	Pinning Ceremony
2/16	Kappa Lambda	Binghamton	Chapter Visit
2/16	Omicron Rho	Cornell	Chapter Visit/Officer 1-on-1s
2/23	Xi Tau	Syracuse	Chapter Visit/Officer 1-on-1s
3/9	Theta Upsilon	Albany	Chapter Visit

**Goals and Progress:**

- *(In Progress)* Really focus on the “big picture” as opposed to the chapters focusing inward on themselves only
  - The reactivation of the Epsilon Lambda chapter is helping a lot with this goal as they understand the big picture and through their efforts to be involved in DSP off of their campus they are breaking the shells of other chapters in the region
- *(In Progress)* Encourage all chapters to memorize ritual for initiation and pledging ceremonies, move to a year-round executive committee
  - Working with Epsilon Lambda on this, Sean is working with the Albany chapters and will be helping with their practices
- *(In Progress)* Joint initiation/Regional Initiation

- For Fall 2013, the goal would be to have Zeta Psi, Theta Upsilon, and Kappa Lambda conduct a joint initiation, and to have Epsilon Lambda, Alpha Kappa, Omicron Rho, and Xi Tau do the same
- For Spring 2014, the goal is to have a complete regional initiation
- *(In Progress)* Reporting for the Chapters/Region
  - It is my goal to have a “State of the Region” style report to the chapters to help give them an idea of where the region stands as well as to see how they are comparing to other chapters in the region. Hopefully this will encourage some of the lower performing chapters to reach out to more successful ones, etc.
  - I also want to send a report to each chapter outlining where they are for the year, items to complete this next semester to reach their goals, as well as stretch goals that I have for them.

**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. This is something that I am spending time focusing on in my visits and calls with chapters, but because I am spread so thin it is difficult to focus on as much as it needs to be. The HUB is helping a great deal in terms of my ability to track each chapter’s progress as well as following up with them, and I anticipate the next semester being an improvement.

The other area for overall development relates to direction and tips for completing awards applications. The chapters in this region tend to only apply for 2-3 awards total and work on the packets at the last minute, usually the day they are due. This semester there seems to be a real enthusiasm at many of the chapters to get started; however the fact the HUB isn’t ready for this yet is stalling them. I hope that this doesn’t demotivate them to start the packets early, but I will be following up with chapter when they return from winter break in regards to starting the packets even if it is just in MS Word for the moment.

The region as a whole has slipped majorly in terms of CMP completion and achievements, however I am honestly unsure how much of that is a true backwards move, and how much of that is just revealing where the chapters have actually been since I do not call every chapter regarding every submission and hold their hands through the process. In this coming semester my plan is to spend more time with DDs and chapter officers going through the fine details of CMP and submission requirements especially with the changes related to the HUB, and continue the reminders I currently do. I have also started a Niagara Region newsletter which in addition to other things has event and submission reminders, however I am unsure of whether it is being read or not as I receive little to no response when they are sent out. I am planning to put together another survey over the winter break to get a better gage for where the chapters are at and what they would like to see in newsletters, where they feel they need direction, etc.

**Chapters:**

➤ **Alpha Kappa**

District Director: NONE

Strengths:

- Strong brotherhood
- Strong community service and professional activities programming
- Building relationships with companies (a work in progress)
- Excellent presence in the School of Management, positive reputation and reputation among students and faculty

Weaknesses:

- Adherence to deadlines
- 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

- Poor attendance overall
- Individual commitment and involvement in the fundraising process

Opportunities:

- The outgoing leadership team was very open to change and the newly elected team seems to share that view
- 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
- Pi Sigma Epsilon is in a state of disarray so DSP has an opportunity to capitalize on that additional pool of candidates
- Streamline the committee structure so that the positions are more important and the Brothers are more involved
- Increase the number and involvement of faculty initiates

Threats:

- Involvement with the Professional Inter-Fraternity Council at UB could take some focus away from DSP specific activities
- Alpha Kappa Psi increasing efforts

Goals:

- Increased focus on national involvement and alumni relations
- True accountability for chapter officers with a focus on CMP submissions
- Achievement of at least Chapter of Recognition at a minimum, working towards Chapter of Excellence
- More focus on fundraising and financial stability – the chapter is trying to focus more on business partnerships and sponsorships as opposed to one-time fundraisers and is having some success in this area, but in order to be financially stable they will need a lot more work in this area
- Year round executive committee (chapter has been very resistant to this idea in the past, younger membership seems more open to the idea)
- Increase recognition and improve relationship with the National Fraternity – the chapter significantly increased their attendance at the 2012 Fall LEAD School, so I am waiting to see if that trend continues for the Spring 2013 Provincial LEAD and Council meeting as well as GCC. They are working hard on CMP requirements and working with me closely to help get them on the right track.

➤ **Epsilon Lambda**

District Director: Sarah Durlacher

Strengths:

- Strong momentum from the successes of the past year and the reactivation
- 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
- Membership is actively involved in a multitude of other organizations on campus which gives more ideas and leadership experience as well as being a huge marketing opportunity
- Involvement with many chapters in the region and national events
- Don’t have the attitude of “that’s the way we’ve always done it” that tends to be a roadblock for other chapters in the region
- Focus on strategic planning

Weaknesses:

- A handful of “ghost members” – feeling is that because during the colonization process they originally recruited just to get their numbers up this is to be expected and these few people will be leaving soon anyway
- Becoming somewhat political

- Lack of taking personal responsibility or holding people accountable
- Executive Committee is afraid of upsetting the General Body – not sure where the line is for Executive decisions and things that should be taken to the chapter to discuss/vote. This slows down the process and takes away from the point of electing officers in the first place. They have made some progress on this, but other issues are contributing to this weakness.
- Lack of robust attendance policy
- Lack of understanding of the policies and procedures, bylaws, Robert’s Rules, etc., particularly by the General Body – the Executive Committee isn’t great at communicating these things to the rest of the chapter. This weakness is primarily due to the infancy of the chapter, but is a real focus area for them.

Opportunities:

- The university is ready to be involved, the just need to engage with them more
- Lots of businesses in the Rochester area to build relationships with
- Economics and hospitality departments – the chapter has not placed much effort in these areas before but an area of potential recruitment expansion
- Building an alumni base
- As the membership of the chapter has more experience the opportunity for mentoring leadership is increasing
- Many chapter members are involved in other organizations on campus and they can take advantage of this
- They are the only business Fraternity on campus
- Most of the chapter’s weaknesses are self-identified, so the biggest hurdle to fixing them is completed

Threats:

- A lot of the membership seems to default to opinions of older members and the previous executive committee, and additionally these individuals know that their voices still hold weight and they are able to sway opinions easily. In addition, the current president and chancellor seem to have trouble quieting these individuals or handling them on a 1-on-1 basis.
- Too many methods of communication, messages can easily get lost in the shuffle
- Recent Alumni do not understand their place in the Fraternity, seem to think they should still be treated like active collegiate members, and have treated the current Executive Committee with extreme disrespect during this transition process. These Alumni had no form of “New Alumni Orientation” or any other transition information so I can see where the issue came from, but recent behavior is inexcusable. The current executive committee is having a hard time managing this and emotions are getting in the way of decision making.

Goals:

- Increased efficiency of the general body meetings
- Get more of the general body membership involved
- Build relationships with the economics and hospitality schools as well as the faculty
- More transparency between the decisions made by the executive committee to the general body
- Memorization of ritual – they tried for the fall initiation, but it didn’t pan out. This is something they are extremely passionate about achieving, and I am thinking that doing the joint initiation with Alpha Kappa in the spring (who has a strong ritual memorization process and established practices) will help them reach this goal.
- Chapter of Recognition – they are on their way to achieving this goal. I would like to see them start implementing some of the requirements for Chapter of Excellence in order to get them started towards achieving that level for the 2013-2014 academic years.
- Win a Community Service Award – they are planning to apply for as many awards as they qualify for, but they are most passionate about this award.
- Uniting the chapter – they are looking for a new common goal that unites the chapter. They used to be all focused and driven towards the reactivation, and since that goal has been achieved, some of the chapter is floundering in that they don’t seem to have a “purpose” any more. I think increased communication between the Executive Committee and the General Body will help with this.

- Drawing the line between the decision making of the Executive Committee and what needs to be brought to the chapter level, and communicating this breakdown to the entire chapter, ensuring they understand and respect that.
- Standardized communication methods – this goes for both the chapter and alumni. The chapter has too many forms of communication which leads to confusion and missed opportunities. They also need to establish a communication plan for their alumni, to help smooth the transition and get them the appropriate information.
- Develop a robust attendance policy and, most importantly, hold members accountable to it in a timely fashion
- Holding people accountable for paying their dues

### ➤ **Zeta Psi**

District Director: Sean Rosney

Strengths:

- Strong brotherhood
- Financially stable – the career fair that the chapter holds is a significant source of their fundraising
- Extensive marketing reach on campus
- Long term planning ability in terms of large events (i.e. DSP Open golf event)

Weaknesses:

- Involvement in the national fraternity
- Attendance at professional and community service events
- Marketing to the National Fraternity – they don't really talk about what they do outside of their own campus
- Small pledge classes relative to chapter size (this is a self-identified weakness of the chapter)
- Do not memorize ritual
- Put very little emphasis on the awards process – they do not see the value in applying for awards, they have a “what do we get out of it” attitude, want financial benefit for winning, aren't interested in the intrinsic value winning provides

Opportunities:

- Moving in the direction of memorizing ritual
- 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
- Write awards packets that actually reflect the level of events the chapter is holding
- Joint Initiation with Theta Upsilon – this will hopefully help to get the chapters to interact more than just initiation too, as they will be working together to memorize ritual. This is also an opportunity to Zeta Psi to work in a “mentor” type capacity with Theta Upsilon, showing them examples of what Brotherhood is, how to run efficiently, etc.
- Hartford LEAD Provincial Conference – this is really close to Albany so hopefully they will have a large turnout and participation in the event can spur commitment to many of the opportunities and goals indicated in this report
- Potential for larger pledge class as freshmen are now eligible on their campus

Threats:

- The chapter centric thinking could potentially distance them from the overall Fraternity, resulting in decreased attendance at national events, etc.
- They tend to have a “what's in it for me” attitude when it comes to participation or involvement on the national level
- Cliques – they have a strong brotherhood overall, but based on event attendance and speaking with the current President, there is a real potential for cliques to be forming
- Many of the active members of the chapter are seniors who will be graduating this year

Goals:

- Ritual memorization
- Year round executive committee (chapter is very resistant to this idea)
- The chapter's goals are chapter of recognition and ritual memorization
- Make the Annual DSP Open even more of a success

- Awards applications
- Work on building relationship with the faculty

### ➤ **Theta Upsilon**

District Director: Sean Rosney

Strengths:

- The pledge class that was just initiated seems to be motivated to improve the chapter
- Dedicated and knowledgeable District Director

Weaknesses:

- Lack of accountability and clarity in officer roles
- Inefficient meetings – they do not understand Robert’s Rules at all, not clear in terms of who does what at meetings (at their last meeting the president ran the meeting because the Chancellor wasn’t present)
- Overall lack of brotherhood, motivation, and passion within the chapter
- Don’t understand the big picture or seem to get what it means to be a Fraternity or have brotherhood
- Resistant to change and non-Theta Upsilon brothers
- Difficult to get members to run for Executive Committee positions
- Lack of overall leadership
- They have no long term planning – their events are planned at the last minute and communication regarding these events to the chapter seems to be very haphazard.
- Because of the current culture of the chapter, it is difficult to keep the momentum for involvement and change once pledges are initiated – they start to become apathetic and take on the attitude of the older members.

Opportunities:

- 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
- Extremely dedicated DD willing to help the chapter in any way that he can
- The newly elected president seems to want to work towards fixing the chapter which could make a huge difference, however my worry is that if there isn’t support for this in the executive committee or general body of the chapter, she will get burnt out quickly and give up.
- Using the resources available to them, and correcting the ones they have – this will hopefully give them a guide to operating effectively
- Placing them on guidance – this could potentially be the wake-up call they need, however so far that hasn’t been the case. Hopefully the new semester will prove to be different.
- Zeta Psi is very close in proximity and could offer an example of what Brotherhood truly is, long-term planning, etc.

Threats:

- Senioritis – the culture of the chapter is that in their last semester seniors disappear

Goals:

- National involvement
- Build an understanding of brotherhood and the foundational aspects of chapter operation
- Change the chapter’s attitude to start viewing things as opportunities instead of being defensive and defeatist
- Start holding members accountable for their actions (attendance, behavior, dues payment, etc.)
- Revamp the Big Brother program – instead of using seniority as a basis for choosing Big Brothers, choose those that are most qualified, will set the correct example, and have something to offer the pledge in terms of growth
- Increase attendance in order to meet stipulations of the guidance letter
- Recruiting a strong pledge class, and then following through after initiation to hold onto the motivation and passion the new members have.

- Strategic planning – the chapter is not going to be successful if they continue doing everything last minute. The new executive committee needs to be coached on strategic planning and delegation to committees
- Committee Structure – having an established and efficient committee structure that is held accountable for its responsibilities will help not only to get tasks completed and build more benefits of membership into the Chapter, but it will also help more members to feel engaged and that will hopefully lead to increased participation overall

### ➤ **Kappa Lambda**

District Director: Kayla Brizo

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
- Recognized by organizations in the community for their community service
- Many chapter members serve on the Dean’s advisory board giving DSP a lot of influence in the School of Management
- Chapter received the “Greek Life Organization of the Year Award” in 2010 and 2011, out of 53 organizations on campus

Weaknesses:

- Their professional programming focuses heavily on the accounting and finance functional areas with almost no attention to the other areas of business – this is leading to the chapter being known as the accounting fraternity on campus
- Fundraising efforts are not as strong as the chapter would like
- Minimal involvement in national events (though this is improving)
- Attendance system is viewed as unfair/unbalanced (feeling is that it might be draining chapter morale)
- Lack of diversity in the chapter – the membership is mostly male and Asian, which seems to recruit more of the same
- Older members of the chapter tend to become apathetic and have poor attendance

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
- Hold larger scale events since many Brothers are also heavily involved in other organizations on campus.

Threats:

- Phi Chi Theta recently chartered on campus
- Alpha Kappa Psi has gotten stronger in recent years – they are currently trying to co-host many of Kappa Lambda’s signature events, in an attempt to steal some of their recognition on campus. This is a big rivalry.

Goals:

- Build on the popular Dress for Success event with a Halloween theme, with a goal of 5 companies and a large portion of the School of Management in attendance
- Increased focus on fundraising
- Better attendance and reduced apathy within the chapter
- Build a better relationship with the national Fraternity. Currently the chapter focuses a lot on recognition and involvement within the School of Management and SUNY Binghamton, but has neglected the national Fraternity side of things.
- Work on pledge program

### ➤ **Xi Tau**

District Director: OPEN

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
- Strong brotherhood in the chapter
- Exceptional community service program
- Great initiation
- Strong faculty involvement
- New membership is young and eager to be involved
- New attendance policy and desire to hold Brothers accountable for their actions (this is mostly at the Executive Committee level, but the sentiment seems to be growing in the general body of the chapter).

Weaknesses:

- Lack of overall participation
- Seniors tend to bring down the group as a whole with their apathy and lack of involvement
- 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 needs revamping

Opportunities:

- Focus on making the attendance points system more effective to increase participation
- Central location in the region provides them many opportunities to collaborate with other chapters
- The new brothers that are eager to be involved should help alleviate the feeling of apathy within the chapter and increase involvement
- Some members are starting to think outside the box in terms of events – hopefully some different types of events will help reduce the feeling of apathy and attendance issues

Threats:

- Lack of involvement in national events is causing them to become more insulated and closed to outside influences, which is the exact opposite of the way the chapter operated historically.
- They have a large senior class graduating this year

Goals:

- Drastically increase national involvement and involvement with alumni and other chapters to help mitigate the growing insular nature of the chapter
- Revamp the attendance policy
- Improve finances and be better about sticking to the budget
- Increased communication among chapter officers
- Building Brotherhood within the chapter

### ➤ **Omicron Rho**

District Director: OPEN

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

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, starting to become a reputation on campus
- 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)
- Increased involvement in the Ithaca community

Threats:

- Alpha Kappa Psi still strong on campus
- Tighter regulations on business organizations on campus
- Little to no relationship with the National organization could hurt them in the long run in particular with the potential new pledging regulations coming from the school

Goals:

- Increased fundraising efforts
- Build the DSP brand on Cornell campus and shed the reputation of it being a financial organization
- Increased involvement in national events
- More focus on the Fraternity outside of just their chapter

**Awards Overview (\* denotes regional winner):**

**Most Improved:**

- Alpha Kappa
- Omicron Rho\*

**Outstanding Collegiate Chapter:**

- Alpha Kappa
- Xi Tau
- Omicron Rho\*

**Outstanding Financial Operations:**

- Omicron Rho\*

**Outstanding Professional Activities:**

- Omicron Rho
- Xi Tau\*
- Zeta Psi

**Outstanding Scholastic Development:**

- Omicron Rho\*

**Outstanding Service Activities:**

- Alpha Kappa\*
- Omicron Rho
- Zeta Psi

**Promotion of the Program:**

I spoke with the chapters about awards during chapter visits as well as with District Directors and chapter officers. Reminders and assistance were repeatedly offered. There are really two issues on the awards front:

- The chapters do not seem to care about awards until they are being handed out and they didn't win (with the exception of Epsilon Lambda, who was not eligible for awards this year).
- When they do apply for awards, they wait until the last minute and rattle of a general list of things they did. They do not seem to put much effort at all into the caliber of their submissions.

I have been placing a much needed increased emphasis on awards packets this year, and the motivation of many of the chapters. I am working on some plans to recognize chapters in other ways, hoping to start establishing in them the intrinsic want to win awards and be recognized for their efforts. District Directors have also been more involved in the process, as evidenced by the Collegian of the Year applications this fall.

**Steel Valley Regional Vice President**  
**Tricia Smith**

**Summary**  
**Semester Travel**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
8/1/12	Theta Kappa, Executive Meeting		Akron, OH
8/24-26	Board Meeting		Oxford, OH
9/8/12	Alternate Leadership Retreat		Cleveland, OH
9/25/12	Theta Kappa, Pledge Ceremony/Consultant Visit		Akron, OH
9/26/12	Lambda, Executive Meeting/Pledge Ceremony		Pittsburgh, PA
10/1/12	Mu Pi, Executive Meeting/Pledge Ceremony		
10/3/12	Beta Pi, Pledge Ceremony/Chapter Meeting		Kent, OH
10/20/12	Dayton LEAD		Dayton, OH
11/11/12	Nu Upsilon, Initiation		Morgantown, WV
11/14/12	Theta Rho, Initiation		Pittsburgh, PA
12/15/12	Provincial Leadership Meeting		Philadelphia, PA

**Anticipated Future Travel**

<b>Date</b>	<b>Event</b>	<b>Location</b>
2/2-3	Northeastern Provincial/LEAD	Hartford, CT
3/2-3	Southern Provincial/LEAD	Raleigh, NC
4/13/12	Joint Initiation	Pittsburgh, PA

**Regional Goal Summary**

***Increase in alumni participation – In Progress***

It is a continuous goal to increase alumni participation each year and to keep recent graduates engaged in the fraternity on a local or national level. We have seen an increase in participation from recent graduates in the local alumni chapter, and an interest to remain active on a national level. The alumni chapter in the region has also taken an initiative to reach out to chapters in a geographical area and invite to events throughout the year.

***Scholarship and Awards – In Progress***

We saw an increase in submitted COY nominations and qualified applications this year. Part of this was due to an increase in reminders as well as outreach by our Awards Committee congratulating nominees and noting how excited the committee was to receive their applications. We will use the same process for scholarship and chapter awards in the spring.

***Joint Initiation – In Progress***

Based on chapter interest, the region is holding a joint initiation in Pittsburgh. All chapters in the region were invited to attend and Theta Rho has taken the lead on planning and hosting. The date is April 13<sup>th</sup>. Although chapters have held joint initiations in the past, brothers heard about regional/joint initiations from attending LEAD events in other provinces and were interested in bringing the experience to their chapters.

**Chapter Overview**

- **Nu Upsilon – West Virginia University (Nancy Stacy)**
  - Strengths

Attended Dayton LEAD this fall and brought back several new ideas for the chapter to implement

Increased communication between brothers about events and meetings

Officers are motivated to improve chapter operations

- Weaknesses

- Attendance of brothers at meetings and events

- CMP points and on time submissions

- Recruitment needs to be stronger on campus

- Opportunities

- Knowledge of chapter operations by officers and all chapter members

- Additional brotherhood activities outside of meetings and other mandatory events

- Higher level of attendance at national events

#### Notes of Importance

The College of Business and Economics was previously a 2-year college. This meant that someone would be initiated and then graduate within 3 semesters. Once brothers were familiar with chapter operations and officer duties, they would graduate and not be able to mentor younger brothers. The College has now become a 4-year college, so this should help with chapter operations in the future, since officers won't always graduate immediately after holding an office. This will also help with recruitment, since freshman and sophomores can now be recruited and not just juniors and seniors.

#### ➤ **Theta Rho – Duquesne University (Kathryn Proper)**

- Strengths

- Second year of strong chapter operations and CMP

- Chapter participation and morale

- New faculty advisor that is motivated and involved

- Weaknesses/Concerns

- Chapter participation – volunteering for positions/committees

- Memorization of ritual for meetings and initiation

- Participation in fraternity after graduation

- Opportunities

- Continue high recruitment levels

- Higher level of attendance at national events

- Hosting joint initiation on campus with other chapters in the region

#### Notes of Importance

The chapter is very motivated as a group; however, I would like to increase their participation on a national level. The chapter attended the Southern LEAD this past fall and this provided them an opportunity to meet chapters from other areas and gain different ideas. However, the interest with most brothers seems to still stay on campus and most do not continue as volunteers after graduation.

#### ➤ **Mu Pi – Penn State Erie, The Behrend College (Jeff Lasky)**

- Strengths

- Only Business Fraternity on campus

- Network of alumni that are willing to help with success of chapter

- Leadership of current brothers

- New recruitment events that also encourage chapter interaction

- Initiative by Brothers to provide ideas to promote more participation

- Weaknesses

- Lack of attendance at events is hindering the goal of the Chapter to achieve Chapter of Recognition

- Lack of attendance and interest may rub off on newly initiated Brothers

- Except for a select few, many Brothers do not want to travel to national events

- Opportunities

- Creating an endowment fund to help pay for travel to LEAD or other events and get Brothers more involved with other chapters in the region

Having a good relationship with other Business Clubs on campus that can lead to recruitment, networking, and professional activities

- Threats
  - No external threats

#### Notes of Importance

The Executive Committee met this past fall with their District Director to outline a plan on how they can achieve Chapter of Recognition this year.

#### ➤ **Beta Pi – Kent State University (Rich Garber)**

- Strengths
  - Significant operational issues were addressed during past semester, resulting in a much stronger chapter
  - Chapter fundraising profits up significantly
  - Initiation of supportive faculty member
  - Outstanding support from School of Business administration and faculty
- Weaknesses
  - Outgoing chapter President is graduating this fall and won't be around to assist in the spring
  - Chapter is very "young," with several E-board positions being held by new members
- Opportunities
  - Chapter is interested in funding a Beta Pi scholarship for future Brothers
  - Encouraging the chapter to apply for Most Improved Chapter Award this year
- Threats
  - Work will be required to maintain gains from fall semester
  - No new external threats

#### Notes of Importance

Beta Pi's fall initiation nearly doubled their chapter size. They run a business through their chapter and will need the continued support and engagement of every brother within the chapter. Since this is a very young chapter, the goal will also be to increase brother's participation on a national level and to hold joint events with chapters in the region, in order to help support their knowledge of the fraternity and how they can develop their chapter.

#### ➤ **Theta Kappa – The University of Akron (Alan Brunton)**

- Strengths
  - New officers in leadership positions who are motivated, enthusiastic and well respected by other chapter members
  - A core group of officers that are dedicated and can be the foundation for the future
  - Organization and focus on CMP requirements
- Weaknesses
  - Talented Brothers who have a limiting and/or lower opinion of themselves
  - Smaller chapter size that limits planning larger events and to participating in university-wide activities
  - Greater participation from members that are not the core group or officers
  - Recruiting is an area which needs to be improved
- Opportunities
  - Large local alumni network to reach out and utilize for their Professional Program and help with career opportunities and attending events
  - Theta Kappa has an opportunity to create a dynamic Professional Program
- Threats
  - Number of graduating Brothers in the spring compared to recruitment
  - Large percentage of female to male ratio in chapter could make it difficult to attract more males

#### ➤ **Lambda – University of Pittsburgh (Patrick Flynn)**

- Strengths
  - Strong recruitment program and well respected throughout Business College
  - Consistent fundraising efforts that also provide opportunities for the chapter to be noticed on campus
  - Strong relations with local organizations for recruitment and presenters
- Weaknesses/Concerns
  - Chapter operations and attendance
  - Officer transition process
- Opportunities
  - Developing future leaders of chapter to continue the strong programming that was built by past executive committees
  - Continuing fraternity involvement after graduation

Notes of Importance

To help Lambda continue to develop on the strong programs that they have and also implement new ideas to help attract other business students to the chapter. To help them build back up their chapter operations and new attendance program.

**Volunteer Leader Development**

***Succession Planning***

Using recent graduates and COYs in the region to participate in committees and possible volunteer opportunities shadowing DD's in the region. The goal is to develop succession plans for myself as well as DD's in the region.

**Northeastern Province**  
**Alumni Development Chair**  
**Stacey Jordan**

Fall 2012 Activity Summary

- Attended three National Alumni Development sub-committee meetings
- Attended two National Alumni Development all member conference calls
- Conducted one provincial development committee meeting
- Committee sent email communication to chapters and alumni concerning Provincial scholarship fund and Buck\$ for Brotherhood
- Attended Norfolk and Dayton LEAD schools

Tentative Spring 2013 activities

- Provincial alumni development committee meeting
- Attendance at 2013 Provincial council meeting
- Piloting alumni council at 2013 Provincial council meeting-Hartford
- Working with provincial alumni development committee on graduating senior event
- Soliciting alumni to help with scholarship endowment efforts
- Work with RVP and DDs to obtain list of potential leaders