

## Northeastern Provincial Vice President Tricia Smith

### Travel/Meeting Summary Fall, 2013

Date	Chapter/Colony	Location	Reason
8/26			PVP Conference Call
8/27	Theta Kappa	Akron	Chapter visit
9/26-29	---	Cincinnati	Board Meeting / Leadership Retreat
10/8			RVP Conference Call
10/18-20	---	Baltimore	Fall LEAD School
10/22			Board Conference Call
11/12			RVP Conference Call
11/18			PVP Conference Call
11/23	Theta Kappa/Beta Pi	Akron	Joint Initiation
12/7	Cleveland-Akron Alumni	Akron	Alumni Holiday Party

### Planned Travel

Date	Chapter/Colony	Location	Reason
1/17-18		Oxford	Board Meeting
2/7-9		Rochester	Northeastern Provincial Conference
2/21-23		Chicago	North Central Provincial Conference

### Provincial Goal Summary for Fall 2013

#### *Leadership development*

Leadership development is a major focus of this leadership team with many on the team being new to their position. There are also many new District Directors throughout the regions this year, as well as new participants in Regional and Provincial Committees. Participation in the CDL program is being encouraged for volunteers at all levels. In addition, Capital Region held a District Director retreat this past fall, with New England planning a District Director retreat this spring.

#### *Mentoring Task Force*

A task force to develop a mentoring initiative in the Northeastern Province has been developed with Patrick Johnson serving as chair. The task force is working together to develop additional mentoring opportunities for brothers in the Northeastern Province on a professional level.

### Additional Goals for the 2013-2014 Fiscal Year

#### *Increase Participation in the Award Program*

Nominations for the collegian of the year awards and applications have remained stable as in years past. The Regional Vice Presidents and Awards Committees stressed the importance of this award to their chapters and the message seems to have resonated, with only 2 chapters not submitting a COY nomination. Scholastic and Awards Chair Hillary Carpinella is also working on promotion to increase applications for the yearly awards this spring and to provide support and understanding for chapters 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 debts longer than 30 days due to Central Office on the last report.

#### *Chapter Interaction*

Interaction between the chapters, as well as regions themselves, continues to become more prevalent. The East Central Region conducted a regional retreat for chapter leaders. They gathered at Central Office to share ideas and best practices on chapter operations and development of the region. The Beta Pi and Theta Kappa chapters organized a joint initiation this past fall.

#### *LEAD Schools*

Due to proximity of events the province had high turnout at both the Indianapolis and Baltimore LEAD schools this fall. The current registration count for the Rochester Provincial Council is tracking well with over 200 registration at the first early registration deadline.

The agenda for the Baltimore LEAD School continued the trend of dedicated tracks focusing on professional development, volunteer leadership, fraternal operations, and personal development. Although the Rochester LEAD School won't feature dedicated tracks, it will include a variety of professional, personal, and fraternal development sessions.

### **Expansion**

The province continues to have several colony projects occurring.

- Stonybrook University – was closed this past semester due to a lack of interest from the student body.
- Fordham University – the colony was established in fall 2012 and is still in the organization phase.
- Northeastern University – the colony was established this past fall and lead by the efforts of Nick Steinkraus and Gary Perez. They are still in the organizational phase and are progressing well with interest by the student body.
- Maryland University – the colony is progressing well and hoping for a spring installation date.
- Delaware Valley College – recently received interest in bringing a PFA to campus, Dale provided information on Delta Sigma Pi.

**Niagara Region RVP Report  
Kayleigh Lot  
Fall 2013 Semester**

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

Date	Chapter/Colony	Location	Reason
8/30	Alpha Kappa	Buffalo	Chapter visit
9/14	---	Buffalo	Out of Darkness Suicide Prevention Walk – Community Service event with Alpha Kappa and Epsilon Lambda
9/26-29	---	Cincinnati	Leadership Retreat
10/4	Epsilon Lambda	Rochester	Pledging Ceremony
10/18-20	---	Baltimore	Fall LEAD School
11/23	Epsilon Lambda	Rochester	Initiation

- Planned Travel (travel dependent on financial status; initiation travel TBD)

Date	Chapter/Colony	Location	Reason
1/18	Xi Tau	Syracuse	Executive Committee Meeting/Chapter Meeting
1/24-26	Theta Upsilon and Zeta Psi	Albany	Chapter Meeting/Executive Committee Meeting/1-on-1 with District Director
2/7-9	---	Rochester	Spring Provincial LEAD
2/22	Kappa Lambda	Binghamton	Chapter Visit/Executive Committee Meeting
3/8	Omicron Rho	Ithaca	Chapter Visit/Executive Committee Meeting

**Goals and Progress:**

- *(Needs Improvement)* To hold a regional event in the fall that focuses on brotherhood and involvement (currently hoping to have this in Ithaca)
  - Planning for the event stalled due to other regional concerns, and there has been little to no involvement from collegians.
  - Unfortunately with everything going on in the region and lack of leadership in the region this consistently falls low on the priority list
- *(In Progress)* Encourage all chapters to memorize ritual for initiation and pledging ceremonies, move to a year-round executive committee
  - Epsilon Lambda – goal met. Spring 2013 initiation was memorized and the chapter was so excited about how well they did that I have no doubts this trend will continue
  - Sean is working with the Albany chapters and will be helping with their practices
- *(In Progress)* Improvement in quantity and quality of submitted COY applications
  - Quantity remained average this year, but the quality has been drastically improved. While there is one application in particular that I feel is the clear winner, I also believe this year has the best pool of applications the region has seen in years. I plan to reach out to all applicants and give them positive feedback on applications, hopefully encouraging chapters to continue in this improvement in future years.
- *(In progress)* Regional leadership pool development

- Over the summer it looked like the pool of leadership in the region was growing significantly, however as the semester started and progressed, it proved not to be as significant as hoped, evidenced particularly by the absolutely zero communication from one of my District Directors, as well as by many people who were originally interested in committee roles backing out.

**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 biggest note for me on the status of the region is really regarding the attitude of the chapters. It seems that in an overall sense they expect things to be done for them, that national leadership is simply there to do things for them and clean up their mistakes, and only communicate when they need something.

**Chapters:**

**Alpha Kappa**

District Director: Matt Rogers

**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
- Those that are strong in the chapter as collegians tend to comprise a majority of the regional leadership as alumni – I would say the chapter churns out a higher rate of involved alumni than any other in the region at this point

**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
- Attendance at national events
- Officer transition process

**Opportunities:**

- The outgoing leadership team was very open to change and the newly elected team seems to share that view
- 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
- 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

- DD wants to be very involved, chapter needs to actively utilize their leadership (DD, Chapter Advisor, RVP, etc.)

Goals:

- Increased focus on national involvement and alumni relations
- True accountability for chapter officers as a group
- 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)
  - There was a bylaw change regarding this proposed at the beginning of the semester and was voted down. Still, I have hope for it happening in the future.
- Increase recognition and improve relationship with the National Fraternity
- As the chapter achieved Excellence status this year, I would like to see them look at the Optional requirements for recognition and excellence and strive for completing more than just the required amount of those items
- Work on attendance issues
- Fully utilize the many committees the chapter has in a more tangible way

Notes:

- Visit from chapter consultant revealed some areas of concern related to the pledging process that the DD and I will be working on with the chapter moving forward.

CMP:

- Achieved: Chapter of Excellence (Improvement; last year the chapter did not achieve Accredited)
- Goal for 2013-2014: Chapter of Excellence
  - Currently on track for this goal
  - Have already completed all of the community service requirements

**Epsilon Lambda**

District Director: Sarah Durlacher

Strengths:

- Strong leadership
- 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
- Have had several great successes right out of the gate that should motivate the chapter even more in the coming years
- Very involved chapter advisor

Weaknesses:

- Many members have a lack of interest in holding officer roles and in some cases the chapter doesn't support the few that are
- Even though the chapter is one of the strongest in the region and has accomplished many things early in their time as a chapter, many members look at the areas they are struggling with and blow them out of proportion, convincing themselves the chapter will cease to exist in the next few years.
- The way that committees are staffed and used currently is ineffective and in some respects backfires
- \*\*\*Some members are discussing closed-session items outside of the appropriate setting, which has lead to rifts within the chapter, a lack of trust, and some diminished brotherhood

#### Opportunities:

- Building an alumni base
- They are the only business Fraternity on campus
- Better communication with National Officers – we are only able to help and advise when we are aware of the situation or issues, based on the month since transition, this looks to be improving already for next year

#### Threats:

- Some members leave on co-op and then when they return have a significantly diminished drive for the Fraternity
- There are some Brothers that talk negatively about the Fraternity to non-members and that could potentially be making it harder to recruit new members

#### Goals:

- Get more of the general body membership involved
- Continue development of the chapter's officer transition process
- Repair the Brotherhood in the chapter
- Work on alumni communication and what it means to be an alumnus. Additionally, understanding that this goes beyond just the recent alumni of this chapter.

#### Notes:

- This chapter has accomplished a tremendous amount of things since being installed almost 2 years ago. The leaders that the chapter produces are truly exceptional and have a drive to continue their involvement. I am worried, however, that there is the potential for drop-off when a majority of the founders have graduated. With the strong Executive Committee they have, and their dedicated and involved District Director, I think there is a real opportunity to mitigate this risk, but it is always something that we should be keeping in mind so that we do not become complacent in the chapter's successes.

#### CMP:

- Achieved: Chapter of Recognition
- Goal for 2013-2014 Academic Year: Chapter of Excellence
  - Currently on track for achieving this goal

#### **Zeta Psi**

District Director: Sean Rosney

#### Strengths:

- 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)
- Largest attendance at Fall LEAD that I have ever seen from this chapter

#### Weaknesses:

- Involvement in the national fraternity
- Consultant visit identified issues in the pledge process
- Very opposed to change and they do not think outside the box
- 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
- Somewhat idealized view of themselves as a chapter, not really willing to see or address some of the negatives

#### 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

#### Threats:

- The chapter centric thinking could potentially distance them from the overall Fraternity, resulting in decreased attendance at national events, etc.
- Some officers recently have seemed to view their role more as just a resume builder than anything else and if this trend continues chapter operations will suffer
- 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 – the President would like to see this happen, but in comparison to the other goals, is not the top priority for them this semester.
- Year round executive committee (chapter is very resistant to this idea)

#### Notes:

- The chapter is in a relatively great place right now operationally and has a strong district director, though they have things to work on, as identified from the consultant visit. Potential issues with chapter advisor.

#### CMP:

- Achieved: Accredited Chapter (same level of achievement as last year, though they went from 2 late items to just 1).
- Goal for 2013-2014 Academic Year: Chapter of Recognition
  - In theory they are on track for this at the moment, but it doesn't seem to be a true priority for the chapter

### **Theta Upsilon**

District Director: Alex Lamphier (appointed at the end of December)

#### Strengths:

- Last semester's pledge class as well as this semester's have proven to be very dedicated and involved in the improvement of the chapter
- Have made a significant amount of progress on their guidance requirements
- The members that attended this fall's LEAD event were on the right path and refreshing to speak with, though they haven't reached out much since then

#### Weaknesses:

- Inefficient meetings – they do not understand Robert's Rules at all, not clear in terms of who does what at meetings
- 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.
- Culture of senioritis has not seemed to change at all

#### Opportunities:

- Using the resources available to them, and correcting the ones they have – this will hopefully give them a guide to operating effectively
- New brothers as a clean slate for progress

#### Threats:

- Senioritis – the culture of the chapter is that in their last semester seniors disappear
- The school provides many challenges, from their lack of involvement in the chapter, lack of support, their opinion towards Greek organizations is a drag on the chapter
- No District Director – without extremely strong local alumni leadership I do not think it is likely this chapter will survive, let alone succeed

#### Goals:

- National involvement
- 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

#### Notes:

- The chapter has made more progress than I thought they would so far in terms of reaching their guidance requirements and their attitude, and had many positive comments from their consultant visit. I am, however, still very worried for the sustainability of the chapter. While I think they are likely going to meet their guidance requirements, I worry that no longer being on assistance, coupled with not having a district director, they are going to falter again. There is a new president who I have had good experiences with in the past, though that has resulted in a vacancy on the e-comm that has yet to be filled.

#### CMP:

- Achieved: did NOT meet requirements for Accredited chapter
  - Comparing year over year, the chapter actually had lower CMP performance than last year, going from 2 items to 4 being late, and still having 5 items never submitted or not approved
- Goal for 2013-2014 Academic Year: Accredited Chapter
  - Will not be met due to not having a delegate at GCC, though aside from that requirement they are on track to meet the rest

#### **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

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)
- Selfish mentality of the chapter – the main body of the chapter focuses on “how can this help ME professionally and academically” with no regard for the overall experience or more importantly the Fraternity at all
- Ability to meet deadlines

Opportunities:

- Include a focus on events in other areas outside of finance and accounting
- 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:

- Members seem to have an idealized view of their chapter which limits their ability to self-identify areas for change
- Continued focus on GPA and Big Four Events to the detriment of other things takes away from the overall experience in DSP, turns a lot of people off from getting involved, and does not produce national leaders

Goals:

- 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.
- Hold more events outside of the Big Four

Notes:

- The chapter is in a good place in terms of their drive, events held, and determination, and has a strong president. Additionally, winning a national award has done a great deal of good with the morale of the chapter.

CMP:

- Achieved: did NOT meet requirements for Accredited Chapter
  - This is NOT indicative of the overall performance of the chapter. They have had a problem this year with meeting deadlines, resulting in not having 95%+ items approved.
- Goal for 2013-2014 Academic Year: Chapter of Excellence
  - They are not on track for this, or even chapter of recognition given what they currently have submitted in the HUB. Waiting to see how this plays out as the semester draws to a close.

**Xi Tau**

District Director: OPEN

Strengths:

- 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
- General disregard for deadlines
- Serious lack of personal responsibility as a chapter, tendency to blame their failures on others
- Lack of communication with National Officers
  - Frequently it takes multiple attempts to achieve any response from the chapter
  - When the chapter does reach out, it is because they are past a deadline on something and are wanting their DD/RVP to essentially clean up their mess, and then accuse them of not being supportive of the chapter when the response is not what they want (this is all mostly specific to their current president, but the lack of communication has been true for the entire biennium)
  - Any response that is actually given is extremely brief and undetailed
- Initiation is memorized, but some are weaker than others – process for memorization needs revamping

#### Opportunities:

- 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
- I am hoping that a new batch of officers improves on the issues they have been having with deadlines, attitude, and personal responsibility

#### 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 seem to be turning into a “yes man” chapter, saying what you want to hear while you are there or talking to them, but then there is no follow through
- Downward spiral of performance – lower performance, decreases motivation, which again lowers performance, which reduces motivation even more, etc.

#### Goals:

- ON TIME SUBMISSION
- Holding chapter officers accountable for their own actions and mistakes
- 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

#### Notes:

- The current chapter president seems to be detrimental for the chapter. He is unresponsive more often than not, has an attitude when National Officers do not clean up the chapter’s messes, and doesn’t seem to have any real goals or direction for the chapter. I will be working with their DD this summer to develop ways to work with the chapter that may help with this problem, but I have a feeling that until new officers are elected in December there will not be much progress made.
- This chapter is a prime example of issues that I have with the awards program, and I think the chapter will be hurt in the long run
  - Even though the chapter declined in performance and has had many financial issues this year, they won Most Improved Chapter and Outstanding Financial Operations awards regionally, simply because no other chapters applied to those items. I am very nervous that the chapter will

take winning these awards as an affirmation that they are doing well, and continue to not improve.

**CMP:**

- Achieved: did NOT meet the requirements for Accredited Chapter
  - This is the second year in a row that the chapter has not achieved Accredited status, and their performance has actually declined. They went from 3 late items and 3 not submitted/approved items last year, to 3 late items and 5-6 not submitted/approved items this year. This is especially concerning for two reasons: one, the chapter claims to have completed more professional events than required but hasn't submitted them, and because many of their issues related to financial items.
- Goal for 2013-2014 Academic Year: Accredited chapter
  - Hard to tell at this point if they are on track for this

**Omicron Rho**

District Director: Arron Oliphant (appointed in May)

**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
- Interest/direction of the chapter is very focused on finance, starting to become a reputation on campus
- Tends to be a rather insulated chapter
- Lack of responsiveness to national leadership, including their DD
- Extremely negative attitude – speaking with the general body members and some executive committee members (minus the president) they seem to have a “who cares, we have other stuff to do” view of the National Fraternity.
- Problems meeting deadlines
- Skewed view of themselves as a chapter: for example, they view themselves as being extremely financially successful as a chapter, and yet consistently have a lack of participation in national events, citing finances as a reason for not attending

**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:**

- 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
- Change the attitude of the chapter

Notes:

- In general they really don't seem to care about the national Fraternity at all. Overall, visiting this chapter tends to be an uncomfortable experience. It feels as though they are looking down on you, don't need you there, etc. and it is disheartening as they do some great things and could potentially give so much to the region and the Fraternity on a national level. They have a DD now, however they continue to be unresponsive to him. They really seem to only care about themselves, and have no regard for the national organization.

CMP:

- Achieved: did NOT meet the requirements for Accredited chapter
  - This is mainly due to their inability to submit things on time and attend national events. If they had completed these items, they would have achieved chapter of Recognition.
- Goal for 2013-2014 Academic Year: Chapter of Recognition.
  - Hard to tell what they are on track for at the moment. Will review as the semester draws to a close.

**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. I have frequent conversations with these leaders not only regarding the issues they face in their specific roles, but in their own leadership development and big picture Fraternal involvement. The goal currently is to have a regional leadership meeting when more leaders are added to the team to build the team aspect as well as discuss chapter and regional topics.

Sarah Durlacher  
 Sean Rosney  
 Megan Murray  
 Kayla Brizo  
 Tim Klein  
 Arron Oliphant  
 Matt Rogers  
 Renee Benedetti  
 Spencer Crawford

There are several other people who have expressed interesting being involved at some point, but have not made any kind of commitment at this point.

- Tim Vasiloff
- Johanna Wallance
- Beth Seel
- Sean Capenhurst
- Mina McGee
- Julie Bishop (DeMay)

**Report of Eastern Regional Vice President  
Howard Furman  
Fall 2013**

**Summary**

This semester for me was used as a pilot to test a possible template for succession planning and best practice principles. Included are some ideas that were implemented during this trial.

Every month I had a conference call with the District Directors to discuss various fraternal deadlines, upcoming events and promote their involvement through reviewing what was happening with their assigned chapter. Directly following the District Director call, we had our monthly collegiate call which consisted of chapter presidents and other officers who wished to join. This was an opportunity for the region to share ideas, provide feedback to their peers and utilize a support group to allow them to achieve excellence. Finally, I held a 24 hour email response rule, which required me to answer any email I received within 24 hours. Based on feedback, the collegiate brothers enjoyed this idea since there was transparent and consistent communication.

**Semester Travel**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
9/27-29	Leadership Retreat		Cincinnati, OH
Unknown	Beta Xi	Chapter Meeting	Lawrenceville, NJ
Unknown	Beta Xi	Executive Meeting	Lawrenceville, NJ
Unknown	Mu Omega	Chapter Meeting	Ewing, NJ
Unknown	Mu Omega	Executive Meeting	Ewing, NJ
10/18-20	Baltimore LEAD	LEAD	Baltimore, MD

\*Going forward, I am going to take note of the dates of the visit.

**Anticipated Future Travel**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
2/7-9		Rochester LEAD	Rochester, NY
TBD	Beta Nu	Chapter Meeting	Philadelphia, PA
TBD	Mu Omega	Chapter Meeting	Ewing, NJ
TBD	Beta Xi	Chapter Meeting	Lawrenceville, NJ

TBD	Rho Tau	Chapter Meeting	New Brunswick, NJ
TBD	Epsilon Sigma	Executive Meeting	Philadelphia, PA
TBD	Epsilon Sigma	Chapter Meeting	Philadelphia, PA
TBD	Zeta Pi	Chapter Meeting	Philadelphia, PA
TBD	Eta Xi	Chapter Meeting	Philadelphia, PA
TBD	Omicron Omega	Chapter Meeting	Newark, DE

\*Next semester I am looking to visit most of the chapters during their meetings. As well, I plan to attend either their pledging ceremony or initiation. I aimed high for this goal, since many of the chapters are senior dependent and I think it is important I visit them before the close of the year.

### **Regional Goal Summary**

#### ***Audit Alumni Information in HUB – In Progress***

We continuously hear about alumni “falling off of the face of the earth”. One thing I noticed when I was a collegiate brother was that our resources were outdated. This is where I challenged them. In our first call they told me they want alumni to get more involved; therefore, I expanded my goal of increasing alumni involvement to doing an audit of their chapters records. Many chapters have personal distribution lists or records that are not coincident with the information in the HUB. I challenged each chapter to update their information and track to see if alumni involvement increases. We brainstormed on ways for them to gather information and set a completion deadline for May 1<sup>st</sup>.

#### ***Succession Planning in Chapters – In Progress***

One thing I ask each chapter to discuss with me when I visit is their succession plan. When there is a lack of succession planning, you lose focus on the best practices that work for the chapter and begin to make common mistakes. I have set a goal for each chapter to utilize the talent they have and plan for the future. Many chapters have allowed brothers to shadow positions if they are interested, which is one way to utilize that talent. Starting next semester, I am having each president bring one brother who currently does not hold a position to our meetings. This will allow for them to see what happens in the region and open their eyes to the bigger picture.

#### ***Chapter Joint Events – In Progress***

Through the semester I have been advocating joint events between chapters in the region. Mu Omega, Epsilon Sigma, Zeta Pi, Beta Xi and Omicron Omega had a huge joint event when they attended a Phillies game this year. As well, Beta Xi and Mu Omega held a soccer game to raised money for AIDS awareness. Based on chapter interest, we are looking plan a joint initiation for the spring. This is something brothers learned about while attending LEAD in Baltimore and are truly passionate about working to get the event planned. Since many of the chapters are within 30 minutes of each other, we are looking to have at least 4-5 chapters participate. I am starting a committee to ensure we follow through with this goal. To allow for more collegiate involvement, I

will head the regional committee and allow collegiate brothers to make the body of the committee. My goal is to have one representative from each chapter be on the committee.

## **Chapter Overview**

### **Rho Tau – Rutgers University (Rachel Wexler)**

#### **Strengths**

- Strong fraternal relationship between brothers in the chapter.
- Very motivated to grow awareness of Delta Sigma Pi through recruitment, professional and community service events.
- Brothers taking the initiative to take on leadership positions.

#### **Weaknesses**

- Still a young chapter and learning how to function.
- Do not have a full grasp of the ritual book.
- Lack of alumni support.

#### **Opportunities**

- The Livingston campus (the location of the business building) is brand new and the chapter can capitalize on the new facilities
- The business school is large, which creates potential recruitment opportunities for brothers and facility initiatives,
- Grow the name with prestigious business companies in the area through professional events and/or potential corporate sponsorships.

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

Rho Tau has a continuous community service event where they sponsor an ill child in the hospital. There is a brother who is in charge of the initiative and visits the child and their family. From these visits, the brothers in the chapter are able to see the impact they have on this kid.

### **Eta Xi – Philadelphia University (Brittani Fario)**

#### **Strengths**

- Increased brother participation at events.
- Every brother is part of a committee if they do not have a position.
- Strong leadership in executive positions.

#### **Weaknesses**

- Lack of initiative for future leaders to step up.
- Attitude towards brotherhood in the chapter. (being acquaintances instead of brothers)

- Not utilizing their resources. (alumni and surrounding chapters)

### **Opportunities**

- Recruitment
- Do not have a full grasp of the ritual book.
- Developing the younger brothers. (succession planning)

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

Eta Xi has grown tremendously over the last year. In the past, there has been a lot of drama in the chapter, causing problems in their productivity and overall morale. It has dwindled down this semester and more brothers are involved; however, it is something we need to continue to work on and ensure it is past them. During this progression, it has allowed them to work on the “brotherhood” in the chapter.

## **Beta Nu – University of Pennsylvania (Caity Bordas)**

### **Strengths**

- Communication
- Innovation
- Dedication

### **Weaknesses**

- Multiple business fraternities on campus.
- Lack of compliance with CMP deadlines.
- Other (multiple) commitments.

### **Opportunities**

- Change of leadership.
- Utilizing their real life experience.
- Diverse and knowledgeable younger brothers.

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

The chapter morale and attendance continue to be strong, which caused their fall semester to have a larger pledge class than usual. They work well collectively as a group and are aligned in a direction for success. They are looking forward to attending and participating in the Rochester LEAD.

## **Zeta Pi – Saint Joseph’s University (Paul Jackson)**

### **Strengths**

- Size (large chapter)
- Morale
- Chapter Standing/Risk Management (mature group)

## **Weaknesses**

- Ritual
- Complacency
- Introverted and keep everything to only Zeta Pi.

## **Opportunities**

- Increase alumni involvement and utilize their resources.
- Organizing joint events with other chapters.
- Improving CMP submission and types of events.

## **Goals**

Zeta Pi is on path to get chapter of excellence; therefore, we look to continue this progression. CMP was a huge weakness of theirs; however, this semester they have improved. They look to continue the improvement of CMP submission going in to the next semester.

## **Mu Omega – TCNJ (Jennifer Campbell)**

### **Strengths**

- Diversity among members (different majors, outside organizations, sports, etc.).
- Well-spoken and very skilled group.
- Internal morale (brotherhood).

### **Weaknesses**

- Event and meeting attendance and participation.
- LEAD Attendance
- Recruitment

### **Opportunities**

- Improve the structure and efficiency of their chapter meetings.
- Utilizing the voices of brothers who do not share their opinions.
- Having everyone work collectively as a team, not independently.

### **Notes of Importance**

Mu Omega struggled with their recruitment plans this semester. The recruitment process perpetuates the existence of the chapter and causes for a “special” feeling to occur among brothers. They saw this “special” feeling diminish this semester; therefore, they created an action plan to increase their recruitment efforts. They have their mind focused on improving next semester and from what I have seen so far, they are headed in a direction of success. They are very proactive with all of their requirements and continue to succeed.

## **Beta Xi – Rider University (Linda Fritschy)**

### **Strengths**

- Community Service
- CMP Compliance
- Open and transparent communication.

### **Weaknesses**

- Younger brothers not speaking up or taking initiative to provide input.
- Poor connection to faculty brothers.
- Attendance to chapter meetings and events.

### **Opportunities**

- Growth (increase brother size).
- Rebranding name and image on campus.
- Retention in the pledge process. (looking to revamp the process)

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

The recruiting model was fantastic and lead to a large amount of interest in Delta Sigma Pi. The problem was in the pledge program. They are looking to update the process and make it more current, aligning with frequent trends in society. (Social media, interview preparation, etc.) This is a huge opportunity for them. By updating the process and providing more direct best practices, the chapter will be able to improve their weaknesses. They have a lot of great ideas in place, so I know this will align them in the right direction.

## **Epsilon Sigma – La Salle University (LaTasha Gouraige)**

### **Strengths**

- Young and recently became a chapter
- Size
- Alumni support

### **Weaknesses**

- CMP Compliance.
- Poor communication between brothers and officers.
- Attendance to chapter meetings and events.

### **Opportunities**

- Teamwork and cohesiveness among officers. (having the right people in positions)
- Delegating more responsibilities.
- Taking ownership of responsibilities and work to improve weaknesses.

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

Epsilon Sigma became a chapter last spring and has been working out some growing pains. They are working on being compliant with CMP and operating as a chapter. They have held meetings over winter break to discuss areas of improvement. They are young and have a very bright future ahead.

### **Alpha Gamma – Penn State University (Jennifer Morelli)**

#### **Strengths**

- Chapter Moral
- Community Service
- Professional Events
- Reaching out to collaborate/interact with other chapters

#### **Weaknesses**

- Fundraising outside of THON
- Encouraging brothers to participate in events even when costs will not completely be reimbursed
  - Eliminate this idea that: “I am only going to attend this event if it is paid for already by the school or someone else”

#### **Opportunities**

- Further expand upon inter-fraternal relations to grow this area further in the future.
- Expand variety of fundraising utilized for non-THON funds.
- Apply for and achieve national awards for the chapter.

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

Chapter members have exhibited passion for the fraternity and morale is high. A key component for this morale is high involvement. In addition to the official positions held by brothers, most of those positions have also created committees. Growing the number of leadership/committee positions available has increased the level of involvement opportunities available to the brothers and has led to further passion, sense of accountability and higher morale. The chapter has also made great strides in community service, especially in fundraising efforts for Penn State’s Dance Marathon (THON). This is a huge initiative at Penn State and Alpha Gamma’s strong performance in this area has increased its prestige on campus. The chapter now has 2 THON families which is an extremely hard task and has raised approximately \$50K for the charity. A higher focus on professional activities has re-emphasized the core of Delta Sigma Pi’s purpose – the chapter has hosted, co-hosted and participated in a wide variety of professional events including Resume Workshops, Recruiting events, Info Sessions for companies like American Eagle, KPMG, and more. The chapter has also begun collaborating with other chapters which is planting the seed for future collaboration and co-sponsoring opportunities – enabling brothers to view Delta Sigma Pi on a more global scale.

### **Omicron Omega – University of Delaware (Tom Calloway)**

#### **Strengths**

- Morale

- Risk Management

### **Weaknesses**

- Ritual
- CMP Deadlines.
- Attendance to chapter meetings and events.

### **Opportunities**

- Increase attendance at events.
- Going above and beyond, not just completing the bare minimum.
- Seeing the Fraternity as a big picture, not just their chapter.

### **Goals**

They are a very talented group and have accomplished various accolades; however, they are focusing on taking their accomplishments to the next level. They work really hard as a group and their results display this effort. They are looking to continue what they are doing and achieving more.

### **Volunteer Leadership Development**

With this upcoming COY cycle, I am looking to have the COY or collegiate volunteers work on special projects for the region. As well, I will extend the offer to District Directors.

Some of these projects include:

- Chapter internship database (tracking all companies utilized in the region).
- Liaison for joint events (promoting and tracking participation)
- Design and implement their ideas to improve the region.

Report of Steel Valley Regional Vice President  
Aimee Underwood  
Fall 2013

**Summary**

**Semester Travel**

Date of Visit	Chapter	Event	Location
9/5/13		Skype Call with Theta Kappa President	
9/27-29		Leadership Retreat	Cincinnati, OH
10/3		Nu Upsilon Fundraiser at Sweet Frog	Morgantown, WV
10/11-13		Baltimore LEAD	Baltimore, MD
11/23		Theta Kappa and Beta Pi joint initiation	Akron, OH
12/21		Skype into Provincial Leadership Retreat	

**Anticipated Future Travel**

Date	Event	Location
2/7-9/2014	Northeastern Provincial Conference	Rochester, NY

**Regional Goal Summary**

***Scholarship and Awards – Complete***

Each chapter in the region submitted a Collegian of the Year nomination, with 4 of the 6 chapter nominees completing the application. Working with Scholarship and Awards committee, along with District Directors to encourage high involvement by all chapters.

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

It will always be a goal to increase alumni participation and keep recent graduates engaged in the fraternity on a local or national level. We continue to see an increase in participation from recent graduates in the local alumni chapter, as well as new District Directors and committee volunteers.

The alumni chapter in the region has also taken an initiative to reach out to recent graduates and alumni in the area to increase engagement and provides updates about the local resources available with the alumni chapter.

**Chapter Overview**

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

- Strengths:
  - Best semester in several years due to:
    - 62 brothers, with only 5 graduating in December
    - Strong Leadership – (Eric Andes, President); Brothers running contested races for offices (wanting to be involved)
    - Strong recruitment
    - Professional event with Tim Augustine for an all-campus presentation. The chapter has wanted to hold this event for quite some time and it was finally executed.
    - Was able to get money from the university to fund just about all of their expenses for Baltimore LEAD.
    - Increased brotherhood
    - Excellent relationship with the Cleveland-Akron alumni chapter; Excellent relationship with the business school faculty and staff.

- Weaknesses
  - Chapter tends to largely keep to themselves (i.e., not get involved as much nationally, applying for awards, etc).
- Opportunities
  - Possibility of the business school investing some money over the next year to further upgrade the chapter's "coffee sale" area, called the Deltasig Café. (School recently paid to install a sink, in response to a new requirement from the county health department)
  - Chelsea Marie (last semester's SVP) was elected to VP Business Operations, responsible for oversight of coffee sale. She's sharp and is determined to examine product mix, promotion and other items that will increase sales and improve profitability.
- Threats
  - The chapter had a great semester. With several executive committee changes (President Eric Andes graduated in December), it could be a challenge to maintain the gains made.

#### Notes of Importance

Beta Pi has a great brotherhood and a strong group of leadership. They have grown in size, so hopefully that will help them to continue to recruit quality brothers.

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

- Strengths
  - Generally the chapter has very strong events and works towards achieving Chapter of Recognition or Chapter of Excellence.
  - Strong relationships with other student organizations and high visibility throughout campus
  - Strong relations with local organizations for recruitment and presenters
- Weaknesses
  - Communication between chapter/District Director and RVP can be difficult at times
- Opportunities
  - Reach out to other chapters in the area to increase involvement in the region and to encourage more brotherhood and networking

#### Notes of Importance

Lambda has a strong recruitment and program process in place. By maintaining a strong transition process and new ideas, they will continue to attract other business students to the chapter.

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

- Strengths
  - Only business fraternity on campus
  - Great network of Mu Pi alumni who are willing to help and see that the chapter is successful
  - Ownership of activities and events
  - Chapter came together and implemented a plan to reach Chapter of Recognition
  - New recruitment events to build excitement again
  - With elections earlier in the semester, newly elected Officers shadowed the current Officers for a longer period of time to learn more about the position
- Weaknesses
  - Lack of attendance at events may be hindering the goal of reaching Chapter of Recognition. Fear that such behavior could be passed on to new brothers.

- Opportunities
  - Setting up an endowment fund for such things as helping pay for LEAD schools or other events to encourage more involvement on regional, provincial, and national levels
  - Building relationships with other business clubs on campus that could lead to better recruitment, networking, and professional events.

#### Notes of Importance

The chapter is still the only business fraternity on campus, and has an active network of alumni willing to help and provide additional support.

#### **Nu Upsilon – West Virginia University (Nancy Stacy)**

- Strengths
  - Continued and consistent growth
  - Strong executive committee and various committees to better involve chapter members.
  - High quality service events
  - Very successful fundraising activities (raised over \$1,500 this semester)
  - Impressive pledge class
  - Strong brotherhood
- Weaknesses
  - Due to the growth of the chapter, the accountability of each individual brother is slipping.
  - Professional events have been lacking.
- Opportunities
  - Continued growth must continue to be a focus
  - Chapter will also be hosting the “Brand and Dress” event in February and opening it up to the business school/university. (Great opportunity for recruitment)
- Threats
  - The growth of the chapter can also be a threat (accountability, brotherhood, and organization could slip if not careful).
  - Alpha Kappa Psi as well as other organizations in the business school continues to be a threat to recruiting quality brothers.

#### Notes of Importance

Nu Upsilon has put a great focus on fundraising. They are hoping to encourage and fund more brothers to attend LEAD and GCC events. The chapter also has a very strong leadership team who are driven to see the chapter succeed.

#### **Theta Kappa – The University of Akron (Sam Shaheen)**

- Strengths
  - There is a level of cohesiveness/brotherhood. They would say it is strong; however, this term, attendance has been an issue.
  - They have a wonderful working environment. The College has little true competition and there are ample opportunities for the Chapter to make an impact.
  - The chapter has a good base of members with strong leadership potential. They need guidance.
  - Funding appears to be good.
- Weaknesses
  - Size
  - Male/Female composition

- Effects of the University disciplinary action. There is psychological damage here that they need to get over.
- There is no program/product for the chapter. There is no series of traditional events or items that they do or are known for. It makes recruiting more difficult.
- Opportunities
  - The ideal situation is to create a “replace yourself” recruiting program focusing on relationship recruiting (one-on-one interactions). This would be quickly effective not only to help with the size situation, but also to improve confidence.
  - They not only initiated a faculty initiate last month, but they also held a breakfast for the faculty. This area and alumni relations can be of great help.
  - Possibly consider putting the chapter on receivership, which might help them develop a program, A-Z, to provide them with a guideline to begin building a winning tradition. That will drive operations and recruiting. All will lead to new confidence and a solid rebirth.
- Threats
  - With chapter’s probation at the end of last year and into fall semester, there is a little bit of lost interest and enthusiasm.
  - Recruiting

#### Notes of Importance

Theta Kappa is working on building a working relationship with the university and student government.

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

- Strengths
  - Good quality community service and professional events
  - Strong brotherhood
  - Improved with submitting CMP items in timely manner
- Weaknesses
  - Organizational skills and communication skills can sometimes be lacking.
- Opportunities
  - Recruiting for larger pledge class due to a large number of graduates in spring.
  - Take advantage of better communication to brothers who will miss a meeting, or to notify about upcoming events.
- Threats
  - A large number of brothers will be graduating in spring semester. Recruitment must be strong to help keep the chapter operating smoothly.
  - There was also a little bit of a power struggle between the new brothers and older brothers.

#### Notes of Importance

Theta Rho will be appointed a new District Director, Arnel Balcita, for the spring semester. Kathryn will be moving away from the area.

### **Volunteer Leader Development**

#### ***Leadership Development Plans***

Providing opportunities for COYs and collegiate members to lead and participate in events outside their chapter, based on career goals and areas of interest. This is in addition to opportunities for recent graduates to participate in committees and becoming District Directors.

**Report of East Central Regional Vice President  
Monica Ramey  
Fall 2013**

**Summary**

**Semester Travel**

<b>Date of Visit</b>	<b>Chapter</b>	<b>Event</b>	<b>Location</b>
9/27/13-9/29/13	Leadership Retreat		Cincinnati/NKY
10/26/113	Indy LEAD		Indianapolis, IN
10/27/13	Ohio Dominican Chapter Meeting		Columbus, Ohio
11/3/13	Ohio Dominican Benefactor Dinner		Columbus, Ohio
11/16/13	Ohio State Initiation		Columbus, Ohio
11/16/13	Ohio University Initiation		Athens, Ohio
11/19/13	Miami Initiation		Oxford, Ohio
11/23/13	UC/Xavier Joint Initiation		Cincinnati, Ohio
12/7/12	East Central Regional Exec Meeting		Oxford Ohio

**Anticipated Future Travel**

<b>Date</b>	<b>Event</b>	<b>Location</b>
1/27/13	Dayton Visit	Dayton, Ohio
2/7-2/9	Northeastern Provincial/LEAD	Rochester, NY
2/27/14	Dayton Visit	Dayton, Ohio
3/6/14	Marshall University Visit	Huntington, WV
3/7	Bowling Green State Visit	Bowling Green, Ohio
3/12	Ohio University Visit	Ohio University

**Regional Goal Summary**

***Exec Committee involvement at other Chapters – In Progress***

During this years Exec Meeting in Oxford, it was each other chapters that wanted to keep involvement with each other over the next few months. Not only do they want to keep having the Regional Meetings at least once a year they want to have monthly conference calls to go along with it. We will have our first call on January 12<sup>th</sup> and have informed each other the chapters about it. We have also started a Facebook Page and we are working on a Twitter Page as well to keep everyone up-to-date with what is going on at a local, regional and provincial level. Each of the chapters want to build on their brotherhood.

***Increase Participation at all chapters- In Progress***

The East Central Regions has both outstanding participating chapters while it also has chapters that are on some type of probation due to lack of participation. Each of the chapters now have the contacts of each of the other chapters to help build and increase brotherhood within the Region, this will also increase the participation for many events.

***Yearly Exec Meetings and Regional Meeting – In Progress***

While many were very positive coming out of the Exec meeting we also talked about doing that yearly along with a Regional Meeting as well. This is a way for them to not hear the same things over and over again like they would hear at a Lead or Provincial but new material that relates to them succeeding as a Region, a chapter and as a person. They really like the idea of having both of these at least once a year.

## **Chapter Overview**

### **Nu – The Ohio State University (Open)**

#### **Strengths**

- Full Participation at many events including GCC
- Great Brotherhood and Motivational Chapter
- Officers are motivated to improve chapter operations

#### **Weaknesses**

- Programming of Professional and Community Service Events
- Still recovering from past years of not doing things right

#### **Opportunities**

- Discovering who they are
- Potential for Great Events
- Working with other Professional Greek Organizations

#### **Goals:**

The Ohio State chapter has come along way in the last 3 years. They need to keep the momentum high and keep pushing along. This chapter will be a chapter of Excellence in the next few years if they keep of the pace. They need to work on having better and more involved Community Service and Professional Events.

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

This chapter has been off probation now for one full year and one semester so far. Ohio State is learning how to work with Semesters rather than being a quarterly school. Advisor has only been in her role now for only a semester. Looking for a DD for this great chapter

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### **Omicron Tau – Ohio Dominican University (Open)**

#### **Strengths**

- Great new Pledge Class/New Brothers
- Attendance at the LEAD event in Indy

#### **Weaknesses/Concerns**

- Starting to become exhausted small group doing all the events
- Organization amongst all members
- Low Morale

#### **Opportunities**

- Better and more informative Recruiting events
- Organize business meetings more effectively

#### **Goals:**

The chapter is starting to understand that having so few people in the chapter can affect the morale and dynamic of the group. They did a ok job recruiting but the more brothers they bring in and fully train and prepare the better this chapter will be. Organization in this chapter is a must and they have to stick to deadlines.

**Notes of Importance:**

The chapter advisor that they have had has been around since the beginning in at least 2003. I would recommend at the end of this year they look to bring in another advisor to help encourage. This school is also a commuter school meaning not a lot of people live on campus. In order for them to be successful they need to start using the resources that they have in the school and promoting Delta Sigma Pi. This chapter is on guidance due to participation and recruitment. This chapter needs a DD that has a great amount of time to spend with them. This chapter also requires them to have the checking out with Student Activities.

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**Epsilon Tau – University of Dayton (Lizz Kelly)**

**Strengths**

- Very close Brothers
- Larger Chapter

**Weaknesses**

- The lack of attendance at events
- They change officers EVERY semester
- Lack of attachment to the fraternity as a whole
- Lack of Communication

**Opportunities**

- Motivation around working with the other chapters in the region
- Understanding of officer responsibilities ( We will talk about this)
- Attending more DSP events
- Proximity to Central Office

**Goals:**

This chapter has to work more at being a bigger part of an organization, the more that they attend the more likely they will be at being a successful chapter. Motivation is key for them and the willingness to get them to do something new and involved with someone other than themselves.

**Notes of Importance:**

This chapter is very hard to get ahold of and I think that a warning letter may be a good motivational key for them. I can't wait to see how many people they send to Rochester.

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**Xi Upsilon – Marshall University (Vanessa Leithoff)**

**Strengths**

- Very Brotherly chapter
- Motivational DD

**Weaknesses**

- Small School with very little recruiting tactics
- Not a very good area for a school... not a lot of business in the area
- Far away from successful chapters in our Region

**Opportunities**

- This school is very great with fundraising and different programming for it
- Better and more meaningful recruiting for all year round

**Goals:**

This chapter is very distant from the other chapters in the Region. It has had its ups and downs and has not been on a good turn in a few years. I was the DD at this chapter and it was almost going under. With a little bit of TLC this chapter went to a great chapter, however, once the newer members started taking over it is now down again. We need to find the right members to get in there and build it back up

**Notes of Importance:**

Xi Upsilon had 5 people registered at the Indy Lead and no one showed up or checked in. This is very discouraging and it is not good since they are on guidance for participation and recruiting.

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**Alpha Omicron – Ohio University (Venessa Leithoff)**

**Strengths**

- This chapter has great brotherhood
- They also our the region's biggest threat if they would actually participate and submit CMP

**Weaknesses**

- This chapter is lazy when it comes to submitting CMP, they do the work and not submit the work to CMP
- They are stuck in their ways and scared to venture out and try something new
- Lack of participation on a National Level

**Opportunities**

- .Increase participation at National Level
- Try something and if it fails then it was worth the risk, learn from mistakes
- Work with other chapters in the Region

**Goals:**

This chapter needs to get out and see how other chapters are run. They are stuck in old ways and sometimes things just need to be updated. This chapter really needs to form a different identity. This is a great chapter if they would submit the work and get out and explore Delta Sigma Pi more. They think they know brotherhood but they could really benefit seeing how other chapters are. This chapter needs to take a look at how other chapters or nationally how Initiation is done. It goes by really quickly and I think they could take their time on it more.

**Notes of Importance:**

This chapter if it does not send any one to Rochester will be 3 Provincials from not sending anyone to an event. This chapter needs to participate.

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**Theta Pi – Bowling Green State University (Kristen Kralik)**

**Strengths**

- Great Professional and community service events
- Great brotherhood
- Chapter of Excellence

**Weaknesses/Concerns**

- Officer Transition
- Possible Risk Management
- How the School sees them
- Them having a problem with their DD

**Opportunities**

- Developing future leaders of chapter

Motivational when it comes to the pledges and new brothers

**Goals:**

This chapter has great execution of everything that they do. They submit things to CMP, they have great overall events. The problem is that with this they think that the work is done once they have done that. Their image with the school and with the DD is not a positive one. The DD comes from that school and she understands this chapter and how they are and what they do. When she tries to correct small things within the chapter they get mad. She is a great DD and that is a great chapter.

**Notes of Importance:**

This chapter has had some issues in the past couple months with possible Risk Management, particularly the alcohol section.

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**Alpha Theta – University of Cincinnati (Sammy Georolis)**

**Strengths**

- Great overall chapter
- Awesome at brother hood
- Has attended many Leads, Provincials and GCC
- Anyone could lead this chapter
- Chapter of Excellence

**Weaknesses/Concerns**

- Better chapter attendance at events
- More variety of events

**Opportunities**

- For this chapter to reach out and work and give input into many of the chapters in the region

**Goals:**

This chapter is probably the best chapter I have in the region. They need to work with the other chapters in the Region to help them grow and for this chapter to experience something new and different. This chapter can always grow and succeed because of how they do officer transitions and how they run their chapters. Anyone could lead this chapter because it is very routine and the closeness of the members.

**Notes of Importance:**

The President of this chapter was their chapter COY and he is the one that put together the 1<sup>st</sup> Annual EC Exec Meeting in Oxford. And hosted a joint initiation between UC and Xavier. They are now planning for their 90<sup>th</sup> anniversary in March.

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**Theta Lambda – Xavier University (Kim Mueller)**

**Strengths**

- Brotherhood amongst the members
- This chapter has gone through a lot in the last 6 months. The rebuilding process has brought this chapter even closer
- Proximity to UC and Central Office

**Weaknesses/Concerns**

- How this chapter is fairing against being on the bottom

**Opportunities**

This chapter has a lot going for them they are stronger and because of the struggles the past few months.

**Goals:**

This chapter is probably the best chapter I have in the region. They need to work with the other chapters in the Region to help them grow and for this chapter to experience something new and different. This chapter can always grow and succeed because of how they do officer transitions and how they run their chapters. Anyone could lead this chapter because it is very routine and the closeness of the members.

**Notes of Importance:**

The President of this chapter was their chapter COY and he is the one that put together the 1<sup>st</sup> Annual EC Exec Meeting in Oxford.

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**Alpha Upsilon – Miami University (Madison Whitehouse)**

**Strengths**

- Proximity to Central Office
- Overall great chapter
- Chapter of Excellence
- Dedication to the fraternity

**Weaknesses/Concerns**

This is a large chapter and they need more chapter participation

**Opportunities**

Since they are so close to Central Office they should be able to reach out and get support whenever they need it. They can also utilize the resources of Kyle and Mallory.

**Goals:**

This chapter needs to get more of their members involved in what they do. They have the same people attending the Lead and Provincial events. They also have a great insight to give to other chapters on how to plan large events.

**Notes of Importance:**

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**Expansion:**

There is opportunity for bring back the Cincinnati Alumni Chapter- Mary Miracle is spearheading this and Expansion to Northern Kentucky University

**Volunteer Leader Development**

Regional Exec Meeting helps build up leaders within each of the chapter by expanding the knowledge of how other chapter’s function. We are talking about having a regional initiation and regional conference.

**Report of Capital Regional Vice President  
Diana Beauge  
Fall 2013**

**Summary**

The Brothers of the Capital Region are off to a wonderful biennium! Many chapters are continuing to leverage their networks and collaborate on fraternal initiatives such as events and fraternity travel. 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**

Epsilon Kappa	Christopher Pitzer
Iota Kappa	Courtney Carroll
Iota Rho	Marvin Boone & Kevin Lloyd
Mu Tau	JeaClem Harley
Omicron Chi	Sarah Flanagan
Xi Rho	Joshua Panwala
Alpha Tau Omega Colony	Brehanna Edwards & Kevin Lloyd

**Discipline Updates**

- 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. The chapter has been off of guidance for a few semesters and is doing excellent.
- Xi Rho is continuing to deliver outstanding events and initiate good quality brothers since receiving a warning letter.

**Expansion Opportunities**

Currently, we have a colony at the University of MD College Park. The interests of that colony are enthusiastic and eager to become a full chapter within the next semester. The colony has been encouraged to interact with Brothers from other chapters and integrate with Brothers in the region which can assist in knowledge sharing about successful events.

In addition to our colony at University of MD, We are discussing potential expansion opportunities with Central Office based on interest that has been expressed on other campuses.

**Goals**

Goal	Affected Brothers
Increased Inter-fraternal interaction	All chapters
100% participation in COY nominations in Fall 2013	All Chapters
Apply for 2 National Awards (Minimum)	All Chapters
Obtain CDL Certification	All District Directors
Conduct a regional LEAD in the Spring	All Chapters

**Regional LEAD- STATUS: In Progress**

Based on chapter interest in previous years, the regional professional activities committee has taken the lead in planning an local event that will highlight real life needs of a college student that is transitioning into the work force as well as opportunities to understand the fraternity better from an alumni standpoint. Currently the details of which chapter will co-host are still outstanding however, Iota Kappa and Xi Rho have expressed interest in the past. We hope to have close to 100 brothers in attendance, including national leadership team members and chapters from adjoining regions.

Increase in alumni participation – STATUS: Ongoing

It is always a goal to increase alumni participation and keep recent graduates engaged in the fraternity on a local or national level. We have diversified the regional leadership team but having a strategic blend of new and seasoned volunteers. Specifically, we have added 4 new District Directors as well as various committees and initiatives.

The DC Metro Alumni Chapter has hosted a series of networking and fundraising events over the course of the semester to keep alumni engaged and active.

The Gaithersburg Heartland of MD alumni chapter has also taken an initiative to plan a regional activity for Alumni Day in April 2014.

## **Travel**

Fall Travel Highlights

- Baltimore LEAD School
- Fall Provincial Leadership Retreat

Chapters Visited:

- Mu Tau-George Mason University
- Xi Rho-George Washington University
- Alpha Tau Omega Colony at University of Maryland College Park

Spring Travel Plans:

- Rochester Provincial Conference

Anticipated Chapter Visits:

- Iota Rho Pinning
- Iota Kappa Pinning
- Epsilon Kappa Pinning
- Frostburg Initiation & Banquet
- Xi Rho Initiation
- Mu Tau Initiation

## **CAPITAL REGION PROVINCIAL REPORT**

Chapter Analyses

Epsilon Kappa

S.W.O.T. Analysis

Strengths:

- 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
- The chapter has met all requirements for the fall semester

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 googlegroup 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:

- The chapter should continue to recruit all year around to avoid burning out the Brothers currently working in the chapter.

Iota Kappa

S.W.O.T. Analysis

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

S.W.O.T. Analysis

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

Threats:

- Strict university guidelines around membership intake can impact the chapters ability to recruit and initiate new members

Mu Tau

S.W.O.T. Analysis

Strengths:

- Organized
- Strong utilization of chairs & committee positions
- Efficient meetings
- Great momentum and energy
- Well established events

Weaknesses:

- Continuing to challenge themselves to think outside of the box and come up with new ideas
- Interaction with other chapters within the region seems to have diminished since last year

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

Omicron Chi

S.W.O.T. Analysis

Strengths:

- Organized Meetings
- Weekly study hours
- 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
- New fundraising events and activities
- The chapter does a good amount of events that are wonderful however they historically do not apply for awards or recognition.

Opportunities:

- Increase partnerships with other student organizations
- Co-sponsor events with nearby chapters

Threats:

- The chapter has had a recent change in their advisor and district director, both of whom they work very closely on their chapter activities. The DD was charged to help facilitate a smooth transition during this Fall semester so that the chapter can continue to excel.

Xi Rho

S.W.O.T. Analysis

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

Weaknesses:

- 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:

- The chapter has encountered continuous difficulty with their financials being reported on time within the HUB. Often times repeated follow up with Central Office is required in order for them to get their appropriate credit.

Alpha Tau Omega Colony

S.W.O.T. Analysis

Strengths:

- The chapter has enthusiastic new Brothers that are willing to learn and try new things and techniques in order to become a chapter.
- They have 67 students interested in reactivating the chapter (as of December 2013)
- The colony has Brothers in the region committed to seeing them succeed
- Several colony members attended Baltimore LEAD

Weaknesses:

- The activities of the colony seem to take place in a vacuum where the students originally interested in forming the colony take on the burden of the work.
- The colony does not utilize parliamentary procedure in their meetings therefore the business meetings are longer than necessary
- The colony does not consistently include their District Directors on emails which prohibits them from getting additional support that could be helpful to them
- The colony does not publicize details of planned events which would enable Brothers to come and support.

Opportunities:

- Use the professional and community service activities as an additional means to recruit
- Evaluate faculty and consider them for initiation
- Utilize a googlegroup or electronic calendar that enables RSVPs and will automatically send reminders of upcoming events, meetings and activities.
- Attend a parliamentary procedure session during LEAD & incorporate a brief lesson for new members upon initiation, this will assist in the efficiency of the meetings

Threats:

- There are 2 other business fraternities on campus which can make it difficult for the colony to recruit upon becoming a chapter
- Not sharing the responsibility for building the colony among the interested students can cause burn out.

- Colony members not incorporating DSP into their daily or weekly lives makes it difficult to ensure commitment during the course of their studies and subsequently their ability to be a successful chapter for the long haul.

Report of Empire Regional Vice President  
Rodney Carswell  
Fall 2013

## Regional Goal Summary

### ***Ritual – Needs Improvement***

My goal is to get every chapter up to date and working towards memorizing the pledge and initiation ceremonies.

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

We saw an increase in submitted Collegian of the Year nominations and qualified applications. Increased communication from national leaders may help that trend continue for award submission at the end of the Spring semester.

## Chapter Overview

### **Alpha – New York University (Jose Carvalho)**

- Strengths
  - Strong community service and professional events
  - Increased sense of brotherhood
- Weaknesses
  - Attendance at national events
  - CMP points and on time submissions
- Opportunities
  - Fundraising through professional connections

#### Notes of Special Importance:

In response to an emergency, there was an impressive last minute effort to send a representative to LEAD school. I wish to see such enthusiasm for future LEAD events and see chapter attendance increased.

### **Zeta Eta – Saint Peter’s University (Leah Orejudos)**

- Strengths
  - Diverse with a strong sense of brotherhood
  - Increased presence on campus through events
- Weaknesses
  - Not using immediately available alumni resources to their full potential
- Opportunities
  - Use increased campus presence to improve recruiting efforts

### **Kappa Rho – Adelphi University (Shreema Sanghvi)**

- Strengths
  - Strong leadership within the chapter
  - Increased award submissions
- Weaknesses
  - Lack of attendance at national events
- Opportunities
  - Use recent successes to improve recruiting efforts and increase chapter size

### **Pi Phi – Pace University - Westchester (Chris Gaur)**

- Strengths
  - Improved brotherhood within the chapter
  - Continued strong support from alumni
- Weaknesses
  - Chapter size and recruiting efforts

**Pi Psi – CUNY – Baruch College (Amanda Rotundo)**

- Strengths
  - Chapter members are motivated and determined to continue building the chapter
  - National event participation
- Weaknesses
  - Memorizing ritual
  - Increasing social nature of the chapter members
- Opportunities
  - Ability to use a strong alumni network
- Threats
  - Difficulty working with the administration to set up events on campus

Notes of Importance

The chapter has been documented as not strictly adhering to the submitted pledge program. I will work with their District Director to stop this and prevent any potential hazing as a result.

**Colony Overview**

**Rho Alpha Mu – Fordham University (Kimberly Sumcizk, Bryan Carlo)**

- Strengths
  - Motivated core of colony members
- Weaknesses/Concerns
  - Resistance from the administration in establishing a chapter on campus
- Opportunities
  - As the only Greek organization on campus, they can achieve great success from recruitment efforts

Notes of Importance

Moving past resistance from the school's administration will require increased, direct participation from national volunteers. I hope to facilitate this process personally.