

Report for Northeastern Provincial Vice President, Tricia Smith

Fall 2015 Travel

Date	Event	Location
9/11-13	Board Meeting and Leadership Retreat	Cincinnati, OH
10/31	Boston LEAD	Boston, MA
11/14	Theta Kappa Initiation	Akron OH

Spring 2016 Planned Travel

Date	Event	Location
1/8-10	Provincial Leadership Retreat	Cuyahoga Falls, OH
1/22-24	Board Meeting	Oxford, OH
1/5-7	Northeastern Provincial Conference	Washington, DC
2/19-20	Southern Provincial Conference	Nashville, TN
	Mu Pi Anniversary Banquet	Erie, PA

Northeastern Provincial Committees

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

2015-2016 Provincial Goals

Leadership Development: We continued to see an increase in transition of leaders throughout the province, and successfully completed the election process for a new Empire RVP. We welcome Jackie Napalan as the new Empire RVP starting January 1!

The Northeastern leadership team will be continuing education in areas of policy, bylaws, and ritual heading into the spring, to ensure everyone is up to speed on recent changes and help create more consistency throughout the province.

In addition, we are working on ways to identify and engage individuals interested in volunteering and finding opportunities that are best fit to their current personal/professional situations.

Delta Sigma Pi Awards and Scholarships: Nominations for the Collegian of the Year awards remained consistent with the past year. However, even with promotion of the program, we are only seeing a portion of nominees submit a completed application. Education on the COY program will continue in the next year. In addition, we are increasing education on chapter awards and leadership foundation scholarships this spring.

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

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

Awards Committee

Goal – increasing awareness and quality of award and scholarship applications.

Completed – comparing application trends and areas where the committee and regional committees can help with improvement.

Professional Development

Goal – maintain the newly developed Northeastern Province LinkedIn group and offer opportunities for collegiate brothers to present at the Northeastern Provincial Conference.

Completed – we have 5 groups presenting at the spring conference and look to expand this program for future LEADs in the Northeastern Province.

Community Service

Goal – communicate the National Community Service initiatives to chapters within the province and lead these initiatives at provincial events

In progress – increase level of involvement at provincial and LEAD service activities.

Alumni Development

Goal – increase awareness of participation in alumni chapters and member retention.

In progress – conducting alumni council meetings at LEAD events to help alumni chapters share best practices.

Provincial Highlights

Chapter presentations at LEAD: This fall the Northeastern Provincial Professional Development Chair, put a call out to all chapters in the province for an opportunity to present at the Provincial LEAD Conference in Washington, DC. Chapters and/or brothers, were given a time frame of approximately one month to submit ideas with a general outline of the session, including presenters, title, and overview. We received 10 submissions from both collegiate and alumni brothers, and have selected 5 to present during a breakout session.

Some of the submission ideas include building a chapter business, interning abroad, applying for graduate school, and inter-chapter relations. Brothers submitted ideas both individually and in teams. I am very excited by the response we received for this initiative and look to continue this program in the next year.

Fall LEAD: Boston – The province had many chapters attend various LEAD events this fall, and we welcomed brothers and chapters from across the country to Boston. We had a wonderful turnout for the honorary initiation and reception held on Friday night, and the response to the keynote and breakout sessions was extremely positive.

Expansion

Stonybrook University – The colony at Stonybrook University is active, with students and advisor meeting regularly on campus. We continue to monitor their engagement and activities to determine their petition status.

Eastern Region RVP Report

Thomas Calloway

- Goals Progress
 - *(Concern)* **Increase the leadership pool within the region**
The region is going through a minor downturn in Brothers interested in stepping into volunteer positions with the Fraternity. For those that have remained interested, the next step is to find the right position for each volunteer and ensuring that I am not just throwing volunteers into the deep end. In some cases finding a volunteer for a position has not worked out resulting in vacant positions.
 - *(Concern)* **Promote Delta Sigma Pi Awards and Leadership Foundation Scholarships**
Only six chapters within the Eastern Region submitted Collegian of the Year nominees, and only three nominees' submitted applications. Similar results were seen with chapter awards. Promoting Delta Sigma Pi awards has been a struggle over the past few years as most chapters are not seeing the overall value for the work.
 - *(Improving)* **Increase attendance at national events**
The chapters from the region continue to regularly send representatives from each chapter and in many cases a high number of brothers to Regional and Provincial events. Some chapters recognize the importance and fun that comes from attending these events. Costs to attend have been the biggest roadblock that prevents more brothers from attending.
- Identification of potential leaders and/or update on own succession-planning

This year has seen many struggles with volunteers. Eager volunteers stepped into roles as a District Director, but there are three chapters that are still without a District Director. As the new year begins it is imperative to properly place District Directors at every chapter. Along the way, each District Director should find at least one successor as should the Regional Vice President.

District Directors (Fall 2015)

Alpha Gamma - Jennifer McCanty
Beta Xi - Linda Fritch Oakes
Zeta Pi- Jim Kantor
Mu Omega - Taffy Le *
Rho Tau - *vacant*

Beta Nu - Hennah Iqbal
Epsilon Sigma - *vacant*
Eta Xi - *vacant*
Omicron Omega - Elizabeth Calloway

* Denotes new District Director

Committee Members

Regional Collegian of the Year Selection Committee

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

Overall, the region enjoyed a successful year with a few bumps along the way. By far the biggest obstacle remains late submissions of standard submissions (Officer Reports, dues, Pledge

Manual/Badge orders), but this year also saw an increased number of chapters penalized for late Pledge Profiles. Despite the struggles with the CMP, chapter operations remain strong for most chapters in the region with two chapters being an Accredited Chapter (both chapters should be Chapters of Recognition as well). However, that is less than half of the region meeting the minimum requirements for a chapter.

Chapters

- Alpha Gamma - Penn State University (Jennifer Morelli McCanty)
 - Strengths
 - Increased involvement with chapter alumni
 - Community Service (particular involvement in THON)
 - Working on increased dedication and attendance
 - Solid recruiting efforts
 - Weaknesses/Concerns
 - Ritual memorization is an area for improvement
 - Over emphasis of major event results in perceived lack of support for other events
 - Opportunities
 - Working with school faculty to improve image on campus
 - Awards

- Beta Nu – University of Pennsylvania (Hennah Iqbal)
 - Strengths
 - Strong cohesive leadership that has led to chapter success
 - Strong Professional events strategy
 - Good relationship with Chapter alumni
 - Weaknesses/Concerns
 - National Event attendance (Continue to only send the minimum number of brothers)
 - Ritual memorization and taking ritual serious is an area for improvement
 - A lot seems to get lost in Officer Transition (semester positions)
 - Award application submission (No COY application)
 - Opportunities
 - Chapter morale was greatly improved

- Beta Xi – Rider University (Linda Fritchey Oakes)
 - Strengths
 - Renewed focus on the chapter and brotherhood
 - Strong programming across the board
 - Very Service oriented
 - Weaknesses/Concerns
 - Continuing to rebuild a successful program from the ground up
 - Alumni relations still in development
 - Opportunities
 - Working on increasing participation across the board
 - Desire to improve the chapter perception and success

- Epsilon Sigma – La Salle University (*vacant*)
 - Strengths

- Solid recruiting with a good retention rate
 - Weaknesses
 - Still learning the role of a chapter
 - Still a lot to learn
 - Opportunities
 - Needs a better understanding of Policy and Procedures and Bylaws
- Zeta Pi – St Joseph’s University (Jim Kantor)
 - Strengths
 - Off to an exceptional start
 - Solid recruiting with a great retention (100%)
 - Delta Sigma Pi has a good name on campus
 - Weaknesses
 - Inter-chapter events
 - Award application submission (did not submit COY application)
 - Opportunities
 - Little to no involvement with other chapters or local alumni besides chapter alumni
- Eta Xi – Philadelphia University (*vacant*)
 - Strengths
 - Executive Committee is working hard to build the chapter
 - Still making strides in the right direction
 - Weaknesses/Concerns
 - Communication
 - Just getting by as a chapter
 - Opportunities
 - Keep climbing little by little
- Mu Omega – The College of New Jersey (Taffy Le)
 - Strengths
 - Confident chapter with strong goals
 - Professional and Service event programming is diverse and well thought through
 - Strong knowledgeable leadership coming into the new semester
 - Weaknesses
 - Ritual memorization and appreciation
 - Opportunities
 - Additional guidance/support would be positive during any transition
- Omicron Omega – University of Delaware (Elizabeth Calloway)
 - Strengths
 - Relationship with the Business School
 - Weaknesses
 - Ritual memorization and understanding
 - Small alumni network
 - Have not started programming for the year
 - Opportunities
 - Ritual
 - The chapter made some great improvements to their recruitment process
 - Large chapter where brothers can be lost in the background

Increase campus and community awareness

- Rho Tau – Rutgers University, New Brunswick (*vacant*)
 - Strengths
 - Good reputation on campus
 - Organized approach to their operation
 - Weaknesses
 - Still learning chapter best practices
 - Need to rebuild relationship with School
 - Too many events are restricted to the chapter rather than business school
 - Opportunities
 - Very ambitious chapter and the potential is high
 - Strong fund raising should bring many Brothers to national events.

Colonies

- None

Alumni

- Philadelphia Alumni Chapter

Empire Regional Vice President, Bryan Carlo

The beginning of the 2015-2016 academic year has been a turbulent yet successful one for the Empire region. With leadership turnover and the sparseness of communication between the leadership team and the chapters, it has been difficult to make sure everyone is on the same page. However, with the resurgence of the New York City alumni chapter, and the interim RVP replacing myself as President of that chapter, there is hope to establish a greater connection among the chapters and to make the Empire region one of the most tight knit. One of the goals I would like to see the region achieve, if not this year then next, is a regional initiation.

Alpha-New York University

Summary:

Alpha chapter has a total of 10 pledges to be initiated this semester. While speaking with their District Director at Fall LEAD School in Boston, he seems to think that the chapter is on the right track after coming off of probation from the previous year. They did send a delegate to Grand Chapter Congress, however the delegate had to leave early for personal reasons. They also did have an attendee at Boston LEAD School. They have put together great events and have a strong sense of togetherness.

Strengths: This is a very tight knit chapter that has made a commitment to instilling brotherhood into its members. The district director is very close with the chapter and meets with them on a regular basis to make sure the chapter is on the right track to success. The chapter has taken huge strides forward following their probation which can be attributed to increase leadership involvement.

Opportunities: As the Alpha chapter, I would like to see the chapter start to try to reach out to the other chapters in the region, particularly Pi Psi, due to close geographic proximity. While attending national events is great for the chapter, they should strive to connect with the other chapters to host joint events and really take advantage of the networks that they both share.

Zeta Eta-St. Peter's University

Summary:

Zeta Eta's progress is a little bit concerning given that they are still technically on probation. They have the possibility to move to guidance pending the final report is completed. I am also slightly concerned about membership issues. They only had 3 initiates this semester and received a letter of concern. The previous RVP had mentioned that he was also concerned with Zeta Eta's progress and had a generally pessimistic tone as to their progress. Their DD has been involved with the chapter as much as possible and even attended their initiation to ensure that it was done the correct way.

Strengths: Zeta Eta has had strong national involvement including multiple members at GCC and at Boston LEAD School. They attended "Ritual the Right Way" in Boston, which was not required. This shows their willingness to go above and beyond, and gives me a bit of hope that they will be able to comply with national bylaws going forward.

Opportunities: The chapter should work with its DD and RVP to help increase the pledge retention rate and come up with new recruitment strategies. The chapter should also try to change some of its ways when it comes to complying with national rules. This will help make the chapter more inviting to potential recruits.

Kappa Rho-Adelphi University

Summary:

This chapter seems to have good membership numbers with 15 Initiates this semester. They are planning on throwing an event for their faculty initiates in order to build the bond between the collegiate and the faculty. They have also been involved with putting on great events on campus and had a good showing at Boston LEAD School.

Strengths: A strong executive committee and a passionate DD have allowed this chapter to excel and plan some great events. I would encourage the chapter to continue to be creative and throw great events.

Opportunities: Due to the chapter's geography I understand it is hard for the chapter to really feel connected to some of the other chapters in the region. I would like the chapter to try and reach out to other chapters in the region to coordinate events and I would also like to get them involved in helping to establish the colony at Stony Brook, as it is in close proximity and could benefit greatly from their involvement.

Pi Phi-Pace University Westchester

Summary:

Pi Phi has only submitted one event in to the Hub, a "Heart Walk" community service event. The chapter also received a letter of concern for low recruitment numbers and pledge retention, which seem to have improved, with one pledge that did not make it to initiation. I plan on talking to the executive committee to see where I can help them out and enable them to bring in the best candidates while also expanding their numbers.

Strengths: They have a very dedicated DD who is extremely involved with the chapter and attended the DD forum at Boston LEAD. The chapter only sent 1 member to LEAD, but the president was in attendance showing her drive to help better her chapter.

Opportunities: The chapter should be open to national leadership assistance in helping with recruitment ideas and pledge retention. I would like to also see the chapter attend more national events with greater numbers.

Pi Psi-CUNY Baruch

Summary:

Pi Psi initiated 10 pledges this semester and had a great attendance at Boston LEAD. The chapter is very active on their campus and has developed a strong tie with the NYC alumni chapter. This is great news as their DD is also the president of the alumni chapter and has been extremely involved in attending national events.

Strengths: In my interaction with the chapter, I have noticed they have a great sense of brotherhood. The chapter put on a great T-shirt fundraiser at LEAD which many chapters took part in. This chapter has been very active with trying to reach out to other chapters.

Opportunities: Continue to be active with the national fraternity and make sure that events are submitted on time.

Stony Brook Colony-SUNY Stony Brook

Summary

Central office and myself have had minimal contact with the colony. We have just learned that the current President is graduating at the end of semester. We have recently established contact with the colony and were on the verge of shutting it down due to no responses from our communications. It seems they have a small core group of interested colonists and are ready to go forward with the petition; however the colony has not begun the petition process. I have not been able to find DD's for the colony due to the involvement required and necessary time commitments of supervising a colony.

Strengths: TBD.

Opportunities: More frequent contact with leadership. Hopefully the road to installation will be viable again.

**Report of East Central Regional Vice President: Monica Ramey
Fall 2015**

Summary

Overall the East Central Region is holding steady, we have seen a lot of growth from a few chapters. Chapters that want to learn new things and become more involved in the region. We have chapters that like to be hands off do their own thing. The Region as a whole has a lot of diversity from District Directors- some new just out of school to past Regional Vice Presidents. Diverse in the sense of chapter size of some of the schools, to how each of them recruit, for some recruiting is easy they have a known presence on campus, while at other chapters, due to size and location are much harder to bring in new members.

Working with each of the chapters that need different assistance or guidance can prove very challenging. Supporting chapters that already have the motivation and discipline is much easier to work with, however, they still need encouragement to reach outside their comfort zone and try and experience new things. It is much more difficult to switch that level of thinking and break it down to help assist the chapters that are not in the best position and need more of that one on one time.

Fall 2015 Travel

Date of Visit	Chapter	Event	Location
08/10		GCC	Schaumburg il
9/10	Ohio Dominican	Meeting	Columbus, Ohio
10/9		Lead	Ft. Wayne, IN
11/1	Xi Upsilon	Initiation	Huntington, WV
11/7	Alpha Theta	Initiation	Cincinnati, Ohio
11/7	Cincinnati Alumni Chapter	Open House at Central Office	Oxford, Ohio
11/14	Louisville Alumni Chapter	Day at the Downs	Louisville, KY
11/21	Epsilon Tau	Initiation	Dayton, Ohio
11/21	Theta Lambda	Initiation	Cincinnati, Ohio
12/5	Theta Pi	Initiation	Bowling Green, Ohio

Spring 2016 Planned Travel

Date of Visit	Chapter	Event	Location
1/9/2016	Northeastern Province	Meeting	Akron, Ohio
2/5/2016	Northeastern Province	Provincial Meeting	Washington, DC
3/5/2016	Theta Pi	Pledge Retreat	Bowling Green, Ohio
TBD	Nu	Initiation	Columbus, Ohio
TBD	Omicron Tau	Initiation	Columbus, Ohio
TBD	Alpha Omicron	Initiation	Athens, Ohio
TBD	Alpha Upsilon	Initiation	Oxford, Ohio

Fall 2015 East Central Leadership Team

Role	Name	School	
District Director's	Eric Andes	Nu	Ohio State University
	Alex Grow	Alpha Upsilon	Miami University
	Sammy Gerourlis	Alpha Theta	University of Cincinnati
	Mary Miracle	Alpha Omicron	Ohio University
	Ollie Moses	Xi Upsilon	Marshall University
	Madison Carroll	Epsilon Tau	Dayton University
	Jeanie Rauscher	Theta Pi	Bowling Green
	Andrew Bare	Theta Lambda	Xavier University
	Monica Ramey	Omicron Tau	Ohio Dominican University

Committee Chair's	Sam Shaheen	Awards Committee	N/A
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Regional Goal Summary

- *Focus on proper initiation including standardizing throughout the Region- In Progress*
 - The past 4 semesters I have been able to watch many initiations and realize that even though we are part of the same region we all have different ways of doing initiation
 - By making all the initiations the same we will reduce any concern of hazing and unwilling activity
- *Build up and provide additional training and resources for newer District Directors- In Progress*
 - Being able to connect my District Directors to one another so each of them can bounce ideas off each other
 - Being a support to each of the DCs and having the chapters go primarily to do the DD rather than to the RVP
- *Support Alumni Chapters and the goals to bring more collegiate to them after college – In Progress*
 - Promote Alumni Chapters and how they can help after College, it seems that most chapters and the brothers do not focus on Alumni and it really is 4 years and done after that. By promoting Alumni Chapters and their goals, hopefully more brothers will want to stay active after college.
 - Focus on getting students to see what you can do after school even if they do not want to be a DD or Committee member. And letting them know there are other ways to support the chapters other than donating time.
- *Future Goals*
 - Renewed focus on CMP operations due to a comparative decline in a few chapters.
 - Chapter Award Submissions – continued promotion to increase quality and quantity with the goal of having multiple provincial winners.
 - Hold an East Central Region Mini-Lead
 - Hold a Regional Initiation

Chapter Overview

Nu- Ohio State University

Strengths:

- Professional and Service Events
- Campus involvement
- Continued to Excel
- Brotherhood

Opportunities:

- To take risks and expand and try new Professional and Community Service events

Notes of Importance:

Nu chapter is a very driven group of collegiate that want to take last year's successes and keep challenging and pushing for excellence this year as well. They have figured out a way to work both with and against Alpha Kappa Psi and the other business fraternity's on campus. They use the

business school to leverage their position at Ohio State. The Nu chapter wants to do well, so they make sure to cover there are doing things right before proceeding, this is both good and bad, because they are making sure they are allowed to do it but they may not always take a risk when trying a new professional or community service events. Nu Chapter is still on track to be a chapter of Excellence for the 2015-2016 school year.

Alpha Theta- University of Cincinnati

Strengths:

- Professional and Service Events
- Brotherhood
- Desire to achieve

Opportunities:

- Taking risks and not doing the same professional and community service events

Notes of Importance:

The Alpha Theta chapter is a very strong chapter in the East Central Region. They operate at a very high level and they are able to bring in a lot of money through fundraising. They consistently send multiple brothers to Lead Schools. They were a Chapter of Excellence last year and they are track to be Chapter of Excellence again this year. The Alpha Theta is a dominate group in the Linder School of Business and in the community of Junior Achievement. This chapter also has a very strong backing of Alumni and they have a lot of support for their chapter advisor and other facility initiates. They have a great ritual team and continuously produce great initiations for the new brothers.

Alpha Omicron- Ohio University

Strengths:

- Professional event program
- Brotherhood

Opportunities:

- Better Initiation
- Continue to improve and use CMP

Notes of Importance:

The Alpha Omicron chapter has finally got a District Director that can assist them and provide good details and help provide a level of understanding about Delta Sigma Pi that they have not had in a long time. This chapter is great at brotherhood, they are good at encouraging and helping their brothers get jobs or internships after college. Something that they can work on is becoming more focused on Delta Sigma Pi at a national level. They tend to stay to themselves still and do not ask a lot of questions. When I last visited the chapter they had incredible support for the facility. This past spring they had a great 90th Birthday with a lot of Alumni that came back to visit. With this they do not always use CMP and record all the activities that they do at the school and really they do great activities but they never report it or fail to do so in a timely fashion.

Alpha Upsilon- Miami University

Strengths:

- Overall Operations, (CMP, Professional and Service Programs)

- Brotherhood
- Memorization of Ritual

Opportunities:

- Improving Ritual
- Not taking “attendance” at ritual
- Presence at National Events

Notes of Importance:

The Alpha Upsilon brothers are very close, at each chapter meeting they have nominations for the best Deltasig of the week, these nominations go for 5-10 each week on why and how other brothers have helped each other through the week. This chapter also takes the time to memorize ritual which then is over shadowed by some of the other things that they were doing, this will be corrected for next semester. They also do not challenge anyone, which is quite concerning. This chapter only sends a few people to National events and that is quite concerning with the size of the chapter, they are also close to Central Office and have little to no contact with anyone there. However, the overall chapter operations of the chapter is fantastic. They have great professional and community service events that make this chapter one of the best in the region.

Epsilon Tau- University of Dayton

Strengths:

- Good relationship with the business school and the Greek Life at school
- New DD that has experience in taking chapters to the next level

Opportunities:

- Doing initiation correctly and focusing more on the day rather than how they have always done it
- Create a Committee that does not change positions every semester

Notes of Importance:

The Epsilon Tau chapter has a lot that they can focus on in the next semester. They will need to focus their time on having a better initiation and focusing on having a executive committee that does not end after one semester. Having the ability to have a strong committee for a year will help this team ensure that things are getting done and they understand the job before they move on. They have a great District Director this year that will be able to help this chapter understand and give them insight on how to do things better. She was part of an executive committee that helped another chapter rebuild and become a solid chapter. The Epsilon Tau chapter has a good relationship with the school, they need to focus their attention towards becoming a more experience chapter and have more communication with the DD and RVP.

Theta Lambda- Xavier University

Strengths:

- Member inclusion

Opportunities:

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

Notes of Importance:

The Theta Lambda chapter had a great initiation a few weeks ago. There are a few things that we will need to work on and change, but overall it was really solid being read out of a book. My recommendation for them would be to maybe to start memorizing these parts for next semester, if they do not feel comfortable with that yet, have it memorized for the next year. This chapter really has the desire to improve, since I met them 4 semesters ago, they have improved greatly, they still have a lot of growing to do but they are a great chapter. They are working on improving chapter morale and they brought in the most new brothers then they have in the past. They should utilize the Alpha Theta chapter more since they are just a few miles down the road.

Theta Pi- Bowling Green State University**Strengths:**

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

Opportunities:

- Improve upon initiation

Notes of Importance:

The Theta Pi chapter semester over semester seems to be strong in their operations and brotherhood. They have the ability to motivate brothers and had a great initiation, there are a few minor adjustments that need to be made, but overall the chapter is very strong and very consistent in overall. This chapter has been able to reach accredited chapter or more year after year.

Xi Upsilon- Marshall University**Strengths:**

- Strong Brotherhood
- District Director

Opportunities:

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

Notes of Importance:

The Xi Upsilon chapter sent 6 of their chapter members to a lead event this fall. This may not seem like a lot but for them it was their whole chapter. This chapter wants to succeed and is open and are willing to ask the questions to get better. They have a really good District Director and past RVP, Ollie Moses that can help build the chapter and be a great resource for this small chapter. They need to work on submitting items to CMP but they have been doing well recruiting. Again, initiation was good but there will need to be a few adjustments to make it that much better. Even though the chapter is small, the members have a very special relationship and they are able to work together as a unit and they help and assist one another, they have an incredibly strong brotherhood.

Omicron Tau- Ohio Dominican University**Strengths:**

- Willingness to see the chapter succeed

Opportunities:

- Proximity to the Nu Chapter
- Commination
- Create more of a brotherhood

Notes of Importance:

The Omicron Tau chapter has had many opportunities to make an improvement. They took a semester off from recruiting to regroup and they came back the next semester with only 3 recruits. This chapter lacks communication and drive when it comes to taking constructive criticism from the advisor, they will be looking to find a new advisor for the Spring. The chapter also does not have a close relationship with one another and they seem to blame each other for failures rather than working on their successes. The good thing that this chapter has going right now is that they have the drive to not see this chapter shut down. They have a long way to go but they are working on making some improvements to help them succeed.

Niagara Region RVP Report

Kayleigh Lot
Fall 2015 Semester

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

Date	Chapter/Colony	Location	Reason
9/11	Alpha Kappa	Buffalo	Speak at MTC; chapter meeting
11/21	Epsilon Lambda	Rochester	Initiation

Overall:

- CMP performance for the region has regressed, mainly due to a fundamental lack of attention to deadlines.
- Memorization of ritual has declined. Chapters that historically do this every semester have neglected to follow through this time.
- Even with the approach of virtual district directors, there are still three chapters without one.

Chapters:

Alpha Kappa

District Director: NONE

Strengths:

- 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
- Newly elected leaders are very interested in change
- Diverse membership

Weaknesses:

- Strategic planning
- 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
- Complicated committee structure

Opportunities:

- 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
- Hold programs more closely aligned with what the members consider a value add

Notes:

- Need to break out of the “this is the way we have always done it” mindset
- Began a “Career Passport Conference” that the chapter intends to make an annual event. It was very successful, with nearly 200 students in attendance, and the School of Management (who partnered on the event) was impressed. They are also working on a subevent for next semester called “Career Passport Ticket” that focuses on competition type events.

Epsilon Lambda

District Director: Billy Markowitz

Strengths:

- 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
- Desire to do well
- Desire for engagement with National leadership
- Improved marketing efforts on campus and through the Chapter’s website

Weaknesses:

- Many members have a lack of interest in holding officer roles, leading to some people holding multiple officer positions and/or some roles going unfilled.
- An extension of the above issue, because there are so few members interested in holding office, the chapter is reluctant to hold those that do accountable for executing their responsibilities, which is leading to missed deadlines, fewer than the required number of events, and little fundraising.
- The committee structure is overly complicated and service on them is forced. This creates disengaged members and spreads others too thin.
- Lack of strategic planning overall, and of planning events in advance.
- Lack of participation from the majority of chapter members (they estimate about 68% of the chapter missed several events this semester)

Opportunities:

- Building an alumni base
- They are the only business Fraternity on campus
- Working on corporate sponsorship
- Changing chapter advisors, with the hope that the new person in the role will be able to be more actively involved.
- Better communication with National Officers – we are only able to help and advise when we are aware of the situation or issues, and they have been making significant strides in this area

Notes:

- This is a chapter that definitely needs more hands on leadership from a national level. They struggle in a lot of areas that they need direction. The biggest challenge is the overall engagement of the chapter, as many of the other issues they have stem from this, including lack of interested leaders, lack of participation in fundraising and other events, etc.

Zeta Psi

District Director: Adam Thuman

Strengths:

- Financially stable – the career fair that the chapter holds is a significant source of their fundraising

Weaknesses:

- Issues with campus image and relations with the school, particularly due to accusations of hazing and alcohol related offenses.
 - *They are currently on probation due to these issues*
- Inability to meet deadlines
- Involvement in the national fraternity is severely lacking
- Very opposed to change and they do not think outside the box
- Do not memorize ritual
- Tunnel vision – refuse to see beyond one issue at a time. Being on probation this semester has limited their focus to just meeting those requirements instead of a continued planning for the bigger picture.

Opportunities:

- Increased involvement in national events and with national leadership would help to get the chapter on the right track with its activities, particularly in regards to pledging.
- 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

Notes:

- This chapter has serious issues with operating outside of Fraternity expectations and policies. Their focus seems to be solely on what they want to do, to the exclusion of what they have to do. They would greatly benefit from more significant involvement of national Fraternity leadership.

Theta Upsilon

District Director: Patrick Johnson

Strengths:

- Improved financials which has allowed the chapter to reduce membership dues
- Stronger relationship with Zeta Psi than in years past, including holding joint events
- Higher rate of growth than there has been in the past

Weaknesses:

- Need to ensure full understanding of national bylaws and policies and procedures
- The chapter President is extremely dedicated and ambitious and has helped the chapter to excel, but the worry is whether this will be sustainable with other members moving forward.
- Rapid growth has to some extent caused issues among the "close" feeling of the chapter members
- Commuter members aren't as engaged
- Older brothers tend to have a feeling of having "paid their dues" and begin to check out
- Lack of long-term strategic planning

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
- Streamlining the executive and committee structures will lead to less burned-out members and increase the ability of officers to hold others accountable for executing against expectations.

Notes:

- This chapter has made absolutely phenomenal progress. My only worry with them at the moment is if they are trying for too much, too fast and are going to get burned out.
- There seems to be a growing feeling of desire to attend national events.

Kappa Lambda

District Director: NONE

Strengths:

- Extremely high caliber of professional programming, with increased attendance at this semester's events
- 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 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)
- Interest in attending chapter social/bonding events is not as high as for professional events

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.
- New organizations in the School of Management provide additional opportunities for collaboration outside their typical areas

Notes:

- Phi Chi Theta has recently been chartered on their campus, and has the same target audience that we do (business and economics students) and could have a potential impact on recruiting efforts as well as other areas in the coming semesters. This is something we definitely should be keeping an eye on.

Xi Tau

District Director: NONE

Strengths:

- Strong faculty involvement
- Increased diversity of professional events, which has also lead to an increase in attendance
- This executive committee has worked more diligently than previous teams
- 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).
- Chapter advisor is hugely supportive of the chapter and has a desire to be very involved. She has very much been a strong area of support for the chapter, helping to bridge the gap created by not having a DD.

Weaknesses:

- Lack of overall participation, particularly at chapter meetings
- Limited fundraising
- Little to no participation in national events

Opportunities:

- 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
- The chapter has also built a couple “legacy” events, which are successful, enjoyable, and are going very well for the chapter. Capitalizing on this will build them up for even more success in the future.
- More effective utilization of a committee structure will help to engage more members, and provide for more experienced candidates running for officer positions

Notes:

- There can be a tendency for officers to operate on their own without the involvement of other officers or leaders when making big decisions. This came to a head this semester regarding a planned event to bring Tim Augustine on campus to speak. The VPPA had signed a contract and made commitments regarding funding that turned out not to be true, and the event was cancelled mere days before it was scheduled to occur. The chapter advisor has been extremely helpful in working through this situation; however it brings to light the need to clarify with officers how they should be approaching events such as this.
- There is a possibility that the Whitman School of Management may put a policy in place that requires an organization’s advisor to travel with students on trips, which could seriously hinder their ability to attend things such as LEAD. More information to come on this as it is available.

Omicron Rho

District Director: Jessica Boucher

Strengths:

- Strong brotherhood
- Mentorship of younger brothers
- Brothers are involved in other things on campus
- Strong campus brand

Weaknesses:

- Financial performance – the chapter currently holds no fundraising events and focuses solely on dues. Even looking towards next semester, after completing the strategic plan for VPF twice they are still only planning on \$200 in revenue from fundraising.
- Interest/direction of the chapter is very focused on finance, it is a reputation on campus

- Tends to be a rather insulated chapter
- Problems meeting deadlines, submission requirements, and Fraternity expectations.
 - Continued inability to submit membership status reports in a timely fashion has lead to the chapter paying for many more members than are actually active.
- Need a better understanding of ritual

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

Notes:

- The chapter has made significant steps backwards over the last couple years, and needs to realign themselves with the National organization. I believe that their new DD, while virtual in nature, will be able to provide a lot of value for the chapter in this area.

**Report of Steel Valley Regional Vice President: Kristen Kralik
Fall 2015**

Fall 2015 Travel and Scheduled Conference Calls

Date of Visit	Chapter	Event	Location
9/11/15-9/13/15	National	National Volunteer Leadership Retreat	Hebron, KY
10/9/15-10/10/15	North Central Province	LEAD School	Fort Wayne, IN
11/21/15	Beta Pi	Initiation	Kent, OH
12/1/15	Theta Kappa	Chapter Meeting	Akron, OH

Spring 2015 Planned Travel

Date of Visit	Chapter	Event	Location
January 2015	Nu Upsilon	Chapter	Morgantown, WV
January 2015	Lambda	Chapter	Pittsburgh, PA
January 2015	Theta Rho	Chapter	Pittsburgh, PA
January 2015	Mu Pi	Chapter	Erie, PA
2/5/15-2/7/15	Northeastern Province	LEAD Provincial Conference	Washington, D.C.
February 2015	Beta Pi	Chapter	Kent, OH
February 2015	Theta Kappa	Chapter	Akron, OH
March/April 2015	Lambda	Chapter/Initiation	Pittsburgh, PA
March/April 2015	Theta Rho	Chapter/Initiation	Pittsburgh, PA
March/April 2015	Nu Upsilon	Chapter/Initiation	Morgantown, WV
April 2015	Mu Pi	25 th Anniversary Event	Erie, PA

Fall 2015 Steel Valley Leadership Team

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

Regional Goal Summary

- *Keep interested alumni involved with DSP by personally inviting them to LEAD events, recruiting them to serve on committees or as LEAD presenters, and training them for future leadership roles – In Progress*
 - Two new District Directors joined the team in 2015-2016, and a few more individuals have been identified who have expressed interest for potential service in 2016 or beyond.
 - Conference calls will be held in the Spring of 2016 on a periodic basis in order to connect the newer team members with the veteran team members to help them learn from their experiences.

- *Improve communications within the region and increase opportunities for networking between collegiate and alumni chapters – In progress*

- Periodic conference calls are being planned between the District Directors in the region and between the Presidents in the region for the Spring Semester.
 - Several of the Chapters are located nearby others in the region. During the Spring semester, emphasis will be placed on participation in joint-Chapter events as well as encouraging Chapters to travel to see other Chapters' Initiation ceremonies.
 - Encouraging the alumni chapter to reach out to collegiate chapters on a more frequent basis
- *Future Goals*
 - Renewed focus on CMP operations due to a comparative decline in a few chapters
 - Explore potential growth opportunities in the region
 - Chapter Award Submissions and continued promotion to increase quality and quantity with the goal of having multiple provincial winners

Chapter Overview

Lambda – University of Pittsburgh

Strengths:

- Experienced District Director and strong support from administration and Chapter Advisor
- Professional and Service Events

Opportunities:

- Proximity to other chapters should assist with inter-chapter engagement
- Increasing attendance at national events

Notes of Importance:

Lambda chapter is strong operationally with a diverse series of professional and service events. When a negative situation occasionally arises, such as recently with several pledges; the Chapter takes ownership, actively addresses it by adapting policy to prevent future reoccurrence, and reiterates to all brothers and pledges that such activity is unacceptable. While the inability to attend a LEAD school in the Fall of 2015 will impact their ability to receive formal recognition as an Accredited Chapter, the chapter has otherwise operated in an efficient and precise manner working to complete the remaining requirements for Chapter of Excellence. Overall, Lambda remains in a strong position to continue to succeed going forward.

Beta Pi – Kent State University

Strengths:

- Strong support from administration and Chapter Advisor
- Professional and fundraising events
- Brotherhood
- Risk Management

Opportunities:

- Proximity to an alumni chapter should assist with collegiate and alumni engagement
- Proximity to other chapters should assist with inter-chapter engagement

Notes of Importance:

Beta Pi Chapter is strong operationally with a high level of brotherhood within the chapter. The chapter has sought to contribute positively to the university community which is vital considering the College has increased their oversight over all Greek organizations on campus (particularly the socials). They have a strong presence on campus and are strongly supported by the College of Business administration and the Chapter Advisor. The Chapter is quite large which makes it easy to

share responsibilities and create committees, but it also makes it difficult to get everyone involved. It will be interesting to see how the Chapter works together to accomplish its goals moving forward.

Theta Kappa – University of Akron

Strengths:

- Strong recruiting
- Experienced District Director
- Professional Events
- Desire to achieve

Opportunities:

- Developing a more robust committee structure to increase and provide more opportunities for participation amongst the large membership
- Proximity to other chapters should assist with inter-chapter engagement
- Proximity to an alumni chapter should assist with collegiate and alumni engagement

Notes of Importance:

Theta Kappa grew tremendously with the Fall pledge class initiation opening them up to new opportunities. The Chapter is creating new committees and sharing responsibilities allowing them to accomplish more. The Chapter sent several delegates to the LEAD school in Boston returning to the Chapter with renewed excitement and passion. Additionally, their District Director has been engaged with the chapter, actively working to develop strong relationships with members and has demonstrated his acumen with Delta Sigma Pi best practices to the benefit of the chapter. Overall, Theta Kappa has a strong foundation and is positioned to continue its positive achievements.

Theta Rho – Duquesne University

Strengths:

- Overall operations
- Professional and service events

Opportunities:

- Proximity to other chapters should assist with inter-chapter engagement

Notes of Importance:

Theta Rho Chapter is generally strong operationally in a majority of functional areas. They have a diverse series of professional and service events. Chapter is engaged with their veteran District Director and has strong support from the administration. Overall, the Chapter is well positioned to continue its success as chapter, and has the ability to achieve at a high level going forward.

Mu Pi – Penn State University – Erie

Strengths:

- Professional and service events
- Experienced District Director

Opportunities:

- Renewed effort toward building spirit and brotherhood
- Increasing attendance at national events

Notes of Importance:

Mu Pi Chapter is generally strong operationally in a majority of functional areas. They have a diverse series of professional and service events. Chapter is engaged with their veteran District Director and has strong support from the administration. Overall, the Chapter is well positioned to continue its success as chapter, and has the ability to achieve at a high level going forward.

Nu Upsilon – West Virginia University

Strengths:

- Experienced and actively involved District Director
- Event program co-sponsored with the College's Management Achievement Program allowing for cross-recruiting

Opportunities:

- Increasing chapter morale/motivation/attendance
- Increasing attendance at national events
- Developing a more robust committee structure to increase and provide more opportunities for participation amongst the large membership
- Renewed emphasis on completion of CMP

Notes of Importance:

The Fall semester was a bit rocky for the Nu Upsilon Chapter. The Chapter was unable to send a delegate the Grand Chapter Congress, and general operations struggled at times in the semester as Nu Upsilon failed to meet CMP deadlines. Additionally, the Chapter has issues with Risk Management near the end of the semester. However, there are passionate and devoted members in the Chapter trying to do the right things and that want to see the Chapter succeed. Additionally, the District Director is vested in seeing the Chapter succeed and has become increasingly involved in helping the Chapter turn a new leaf and get back on track .