

South Central Leadership Team Reports

Spring 2020

South Central Provincial Vice President 2019-2020 Report Mark Wernette

South Central Provincial Committees

- Professional Development Chair – Emily Slone
- Scholastic and Awards Chair – Joe Shaver
- Community Service Chair – Kevin Gore
- Alumni Development Chair – Charlie Kenney
- Marketing Chair – Megan Paul

High Priority Risks

Risk Management: Risk management violations pose a significant risk to Delta Sigma Pi and our chapters and the risk continues to increase as campuses crack down on these issues. Chapters should take Risk Management training and adherence to Fraternity and University policies seriously. I am happy to report there were no formal discipline actions taken by the Fraternity or schools in the South Central Province during the fall 2019 semester, nor are there any chapters currently on Fraternity or school probation, as of the date of this report.

It is the responsibility of all brothers to do their part in following Delta Sigma Pi's Risk Management policy, state laws, and school policies, and to help ensure all members and guests have a safe, healthy and positive experience. All chapters should make sure all members and pledges are receiving proper risk management training, as well as continuing to consider the character of individuals during pledge voting. If there are ever any issues or concerns, it is all of our responsibility to report them and assist in correcting the issue.

The Delta Sigma Pi Board of Directors recently approved a new Risk Management Policy that will go into effect fall 2020. The new policy is more streamlined than the current one and does not materially change what is and what is not allowed by collegiate chapters. I believe the new policy is an improvement. In addition to the policy, best practice guides are being developed to accompany it. More information and training over the new risk management policy will be made available before fall 2020 semester.

Major Province Goals

Improve CMP Performance: CMP performance continues to be a priority in the province. Our approach to CMP, like other things, has focused around 1) communicate expectations 2) educate 3)

reward those who do well 4) accountability and corrective action. Different things have been tried in order to raise awareness and provide training of CMP, including a provincial webinar, the recording of which is available for chapters to view. The province’s Leadership Foundation fund has been altered to reward CMP performance, with the annual grant being split between those chapters who reach Chapter of Excellence. This provides a healthy incentive for chapters to take CMP seriously and we will monitor and see if it helps increase performance over the next couple years. The first grant under the change was paid out fall 2019, with 9 chapters receiving about \$210 each. Starting in 2019, Board members and staff agreed on revised actions for chapters who do not achieve Accredited CMP status, including letter of encouragement, warning letter, and guidance. I believe that it will take multiple years to see true progress with CMP. Along with CMP, an emphasis has been added for overall chapter health, with working on chapters to improve all aspects of their operations and cultures. The following chart shows the percent of chapters in the province who have achieved Accredited Status over the last several years.

Tier	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
Accredited	18/37=48%	15/38=39%	20/38=53%	21/38=55%	18/36=50%	20/37=54%

Increase LEAD Attendance: LEAD attendance continues to be a struggle in the South Central Province. We saw very healthy numbers at the fall 2018 LEAD school in Dallas, but numbers were a struggle for Baton Rouge Lead Spring 2019. Numbers were back up for fall 2019 in Kansas City, but that was helped by North Central Province Chapters. 2021 provincial conference will not be during spring break for the first time in a few years, and that should help with future attendance. We have made adjustments in promoting LEAD and will continue to explore things that work. Clearer expectations will continue to be communicated as well. We will continue to develop guidelines for promotions, working with chapters about financing options, and receiving feedback about desired sessions and activities at LEAD. Some factors we have identified as having a large impact on registration numbers include location (desirable location, centralized location, travel costs, etc), competing LEAD events (chapters will pick a closer LEAD or “more cool location” if there is an option), and a chapter’s District Director and their attitude and approach to LEAD. I believe that the new Chapter Leadership Funds will help chapters attend national events more easily in the future. For spring 2020, an email was sent to all DD’s and chapter advisors inviting them to LEAD and asking them for their assistance in promoting the event to their respective chapters. We have also put effort into engaging local alumni to be speakers at LEAD, have added a honorary initiation for Friday night, and are looking at other value added things to make the weekend as memorable as possible for collegiate and alumni brothers.

Collegiate Attendance per LEAD Event									
Province	Fall 2015	Spring 2016	Fall 2016	Spring 2017	Fall 2017	Spring 2018	Fall 2018	Spring 2019	Fall 2019
South Central	136	255	143	156	66	166	278	213	226
North Eastern	203	296	304	304	208	428	225	424	177
North Central	179	240	155	345	122	324	190	340	134
Southern	313	322	217	288	177	295	178	281	142
Western	183	406	433	402	218	492	207	423	238
<i>*Does not include pledges, alumni, leadership, or guests</i>									

Enhanced Leader Training: This is a new goal for this year, in order to raise the level of training for current and future leaders in the province at all levels – PVP, RVP, and DDs. This will include

encouraging all leaders and potential leaders to attend existing Fraternity training, and looking at other ways we can increase local training to cover as many leaders as possible. As the chart below illustrates, there is great room for improvement on basic training, such as Certified Deltasig Leader training. In addition to promoting or requiring existing training, new things are currently being developed that include evaluation and coaching material for RVPs and DDs and an improved outline for RVPs to use in the start of term training with their DD teams.

DD's with CDL training as of 1/23/2020						
Region	# of DDs	Tier 1	Tier 1 %	Tier 2	Tier 2 %	
Gateway	5	4	80%	4	80%	
Gulf South	6	1	17%	1	17%	
Gulf Western	8	3	38%	1	13%	
Midwestern	4	2	50%	2	50%	
Southwestern	7	3	43%	3	43%	
Tornado Alley	3	1	33%	0	0%	
Total	33	14	42%	11	33%	
*If a DD is listed for multiple chapters, they were only counted once						
** Does not include DDs for alumni chapters						

Other goals and objectives continue to be developed for the province.

Province Highlights

LEAD Tours – The Kansas City Alumni chapter planned two tours for Kansas City LEAD, one at the Federal Reserve Bank of Kansas City and one at the Nelson Atkins Art Museum. Attendance at both tours was slightly lower than expected, but they were successful outings. Alumni in future cities will be engaged in an attempt to find value added activities for LEADs.

Alumni Engagement/Alumni Leaders – I authored a white paper that was submitted to the Board and Leadership Foundation that outlines a possible “exit survey” for graduating seniors that gauges their interest in various alumni activities and encourages donations to the Leadership Foundation. After the August Board meeting, I created a proposal that went to the September Board meeting. It was referred to the Alumni Development Committee and a revised proposal was submitted for a mail vote, and was approved. This is scheduled to be implemented for spring 2020 graduates. In addition, work on whitepapers for an Assistant District Director position and “subject matter experts” have been started and will be submitted spring 2020. We are also exploring other ways to identify and engage alumni as future volunteer leaders.

Pledge Education – A lot of my time during last summer was spent working on the Pledge Education Task Force, which included weekly conference calls and many hours writing and revising the new policy. The new policy for the Pledge Education Program was approved at the August 2019 Board meeting, and I have continued to consult in a minor role on the Pledge Education Program material.

I encourage all members to review the summary of Board meetings, which are made available on the Fraternity’s website, and to contact me if there are questions.

Leadership Foundation:

Endowment Funds in the South Central Province – There are currently no endowment funds in the province working towards the minimum endowment level. The Delta Epsilon Fund reached the minimum endowment level in August 2019, thanks to a joint alumni chapter brunch and a match challenge offered by 4 alumni brothers. I encourage all brothers to continue to support all existing endowment funds, so that they may continue to grow and support even more brothers.

Chapter Leadership Funds – Social media, in person discussions, emails, and a recorded presentation were used to help raise awareness and promote these new funds, in addition to official promotions from the Leadership Foundation. We will continue to encourage chapters to reach out to alumni and will continue to have in person discussions with alumni about them.

Other various ideas on supporting the Leadership Foundation have been passed along to appropriate parties. If you have feedback or questions about the Leadership Foundation, I encourage you to reach out to myself, a Leadership Foundation Trustee, or Tyler Wash at the Central Office.

Expansion Efforts:

Although expansion is not a specific province-wide goal, it has been made more of a priority over the next two year and discussions have been had with the provincial team. Although there are no colonies currently in the province, there have been interest at a few Universities. I am hopeful that some of them materialize as colonies in the spring semester. Please reach out to your RVP or Dale Clark at the Central Office if you have any leads for a potential new colony.

Gateway Regional Vice President
2019-2020 Report
Matt Hudson

Travel(s)

Date	Chapter/Event Reason
8/10 - 8/18	Grand Chapter Congress - Atlanta
9/3	Chapter Visit - Sigma Psi
9/8	Chapter Visit - Eta Sigma
9/14	Pledging Ceremony - Eta Nu
9/15	Pledging Ceremony - Eta Sigma
9/22	Chapter Visit - Eta Sigma
9/27 - 9/29	Leadership Retreat
9/30	Pledging Ceremony - Beta Sigma
10/23	St. Louis Alumni Chapter Meeting
10/27	Initiation - Eta Nu
11/1 - 11/3	LEAD School - Kansas City
11/4	Chapter Visit - Eta Nu
11/7	Founder's Day - Bowling with Eta Nu
11/9	Initiation - Kappa Omicron
11/10	Initiation - Alpha Beta
11/10	Chapter Visit - Eta Sigma
11/12	Chapter Visit - Sigma Psi
11/14	Initiation - Beta Sigma
11/15	Initiation - Alpha Chi
11/16	Initiation - Iota Nu, Initiation - Sigma Psi
11/17	Initiation - Eta Sigma
12/8	Chapter Visit - Eta Sigma

DD Appointment List

Chapter	District Director
Alpha Beta	Don Fitzgerald
Alpha Chi	Joe Shaver
Beta Sigma	<i>Vacant</i>
Eta Nu	<i>Vacant</i>
Eta Sigma	Emily Slone
Iota Nu	Julie Baer
Kappa Omicron	Sally Hinkle
Sigma Psi	Joe Shaver

Chapter Updates

Alpha Beta – University of Missouri
53.33% Complete / 40% Approved

In my report to the Provincial council in 2019, the Alpha Beta chapter flying high. In the 2017-2018 fiscal year they were recognized as having achieved the Recognition Tier and being named Most Improved chapter for the Gateway Region. Fall 2018 saw much of the same operational excellence, and it looked like the chapter was on track to repeat many of their achievements. The Spring 2019 semester, however, saw the chapter lose some of the momentum from the previous three. Financial challenges in getting invoices paid on time along with opting not to memorize initiation ritual caused the chapter to miss out on Accredited tier for the year. Additionally, the Spring semester saw their number of new initiates hit a 5-year low, causing the chapter to shrink by about 15% heading into the 2019-2020 fiscal year.

Fall 2019 has been a bounce-back semester for the chapter, with a strong recruitment program and pledge class. Additionally, the chapter put on solid programming, with speakers from Kraft Heinz, E&J Gallo, as well as completing all the required community service events for the year.

One of the biggest challenges facing the chapter currently is in regards to fundraising. For decades now, the chapter's largest fundraiser has been working a concession booth during the university's football games. The SEC and university made a policy change starting with the 2019 football season to begin allowing alcohol sales at the stadium during games. Due to this being against our Risk Management policy, the chapter has had to suspend the fundraiser, and is currently trying to work with the concessions vendor to provide a booth where no alcohol is sold. It is undetermined at this time whether the conversations will prove successful and the fundraiser will be able to continue into the future.

The chapter is on track to achieve Accredited tier this year, though having two items not approved from the Fall term they will need to ensure all remaining CMP items are submitted on time.

Alpha Chi – Washington University
55.56% Complete / 48.89% Approved

Alpha Chi continues to have strong programming, with a focus on professional development. Unfortunately, a few unapproved CMP items in Spring 2019 caused the chapter to just miss Accredited tier for the second year in a row. The chapter continues to have a strong recruitment in the Fall, with the Spring class usually being half the size of the Fall class. Membership numbers continue to remain steady around 80 Brothers, which based on the estimate of enrollment in the business school, is roughly 10% of undergraduate business students.

The chapter is on track to achieve Accredited tier this year, though having two items not approved from the Fall term they will need to ensure all remaining CMP items are submitted on time.

Beta Sigma – Saint Louis University
40% Complete / 24.44% Approved

Beta Sigma continues to be a chapter in flux as they work through challenges of the past year. After having been on university probation with a ban on recruiting during the Spring 2019 semester, the chapter had one of its largest pledge classes to date in Fall 2019. With such a large pledge class, much of the chapter's energy was focused on recruitment and pledging during the semester, and as such other areas of operations suffered. Due to a handful of late CMP submissions, the chapter will not be able to achieve the Accredited tier this year. This will be the 7th year in a row that the chapter will not achieve Accredited. The chapter has been on guidance since August 2018, and I would expect the chapter to be on assistance through the 2020-2021 fiscal year.

Eta Nu – University of Missouri - St. Louis
55.56% Complete / 40% Approved

Eta Nu finished up the 2018-2019 fiscal year strongly, achieving Recognition tier and just coming short of hitting all the requirements for Excellence. The chapter has high morale, and overall is operating well with solid events and programming. Membership has always hovered around 20 brothers, which is under the national fraternity's strategic priority of having the majority of chapters at or above 30 members. The chapter is well on its way to achieving the Accredited tier this year, with sights on Recognition and Excellence.

Eta Sigma – Southern Illinois University - Edwardsville
44.44% Complete / 26.67% Approved

Eta Sigma entered into the Fall 2019 semester with a District Director change to help assist with ongoing pledge retention issues the chapter had seen for multiple semesters. Additional challenges cropped up at the very beginning of the semester - 10 members showing up for meetings while the roster reflected having in the mid-20s, multiple executive committee members who felt they did not receive a proper transition or training, and overall low morale of all Brothers. After reviewing the situation with Fraternity leadership, the decision was made to put the chapter on guidance in order to provide additional assistance to the chapter, including the approval for the chapter to hold 2 4-week pledge classes in the Spring 2020 semester to help increase membership levels to a healthy number.

Since being placed on guidance, the chapter has made significant strides to improve the overall situation. Morale has returned to the members, and the chapter initiated a strong pledge class of 7, which was a 100% pledge retention rate. The semester did see a handful of operational challenges - invoices were not paid in a timely manner, and the chapter had difficulty planning professional events. Due to these challenges, the chapter must be perfect with CMP deadlines in the Spring in order to achieve Accredited.

Iota Nu – Truman State University
53.33% Complete / 44.44% Approved

Iota Nu ended the 2018-2019 fiscal year having hit 100%+ for approved CMP items across the Accredited, Recognition and Excellence tiers - the second year in a row they have accomplished this feat. The chapter is well on its way to a three-peat of this achievement. While operationally the chapter is humming along, they are still facing a large challenge in the area of recruitment and retention. Enrollment at Truman State continues to be on the decline, and has brought the chapter to its smallest chapter size in the 8 years of data readily available. The chapter is on track to achieve Recognition Tier at a minimum, and will likely achieve Excellence for the 7th year in a row.

Kappa Omicron – Missouri State University
66.67% Complete / 57.78% Approved

Kappa Omicron has continued the trend notes in my previous report. Membership continues to grow, and has doubled from the 5-year low experienced in Spring of 2018. The chapter's operational excellence has continued - the chapter would have hit the Excellence tier for the second year in a row, but unfortunately had a situation where the volunteer who agreed to perform their spring financial review did not follow through with the commitment in a timely manner. One area of improvement the chapter plans to focus on in the Spring semester is recruitment of Freshmen and Sophomore students. Previously, the recruitment approach has been successful recruiting mostly Juniors, but the chapter would like to bring in more lowerclassmen who will contribute to the chapter as a collegiate for a longer period of time. The chapter is on track to achieve the Accredited tier, with significant progress being made towards the requirements for Recognition and Excellence.

Sigma Psi – Lindenwood University
60% Complete / 48.89% Approved

Sigma Psi has traditionally been a strong chapter since their installation in 2014, with great motivation, morale and programming coming out of the chapter. Membership continues to grow, with the chapter now seeing three straight semesters with double digit pledge classes, including the largest number of brothers initiated this past Fall. However, while coming close a couple times to meeting the suggested membership goal of 30, they remain just below that number. The chapter is well on its way to meeting the requirements for Accredited tier, and has made significant progress towards tier 2 and 3.

St. Louis Alumni Chapter

The chapter overall is remaining consistent, and holding regular business meetings and social events. A handful of recent grads have stepped up into leadership positions within the alumni chapter who will hopefully be able to help develop some new ideas for member engagement and collegiate outreach.

Regional Expansion Activity

No expansion activity currently underway. Possibilities for future expansion exist at Maryville and Southeastern Missouri State in Missouri, along with multiple state universities in Arkansas. Some interest has been shown in franchising an alumni chapter in Springfield, Missouri.

Regional Goals For 2019/2020

1. Appoint District Directors at all chapters in the region.
2. Work with the St. Louis Alumni Chapter to update the transition approach for collegiates moving to alum, in order to help rebuild the bench of future leaders for the region.
3. Plan one Regional event in coordination with the St. Louis Alumni Chapter
4. All chapters achieve Accredited CMP and apply for awards

Suggestions and Comments

Overall, it has been a season of change within our Fraternity, with multiple high-impact changes going into effect or being announced at a national level. Additionally, multiple chapters in the region are having to adjust their operations and approaches due to external factors - be it enrollment numbers and concessions policies to name a couple. Each of these threats in turn pose new opportunities, however we must continue to train and mentor strong leaders at both the collegiate and alumni levels. The Presidents' Academy is a wonderful start and deserving of the recognition it has received, however it should only be the beginning. We must continue to find ways to provide the necessary tools to all members of our Fraternity to better equip them for the changes we are witnessing on college campuses and the commercial world. I believe our organization has the resources and talent to do so.

Feel free to reach out to me with any questions.

**Gulf South Regional Vice President
Jan 2020 Update
Megan LeBouef**

Travel(s)

Date	Activity
8/13-18/19	Grand Chapter Congress
9/9/19	Lake Charles Lagniappe Alumni Executive Meeting
9/19/19	Lake Charles Lagniappe Alumni Chapter Meeting
9/27-29/19	Leadership Retreat – Cincinnati
10/17/19	Lake Charles Lagniappe Alumni Social
10/30/19	Eta Tau Initiation
11/5/19	Lake Charles Lagniappe Alumni Social

Including numerous emails, texts, and phone calls with Chapter, Alumni, Regional, Provincial, and National Leadership regarding Chapter Operations and issues.

District Director Appointment List

Chapter	District Director
Beta Psi	Devon Chadwick
Beta Zeta	Erin VanGeffen
Delta Nu	Alexis Kuhn
Eta Tau	Jennifer Frey
Kappa Xi	Samantha Hill
Gamma Mu	Liz Byrom

Chapter Updates (as of 1/13/2020)

Beta Psi - Louisiana Tech - Ruston, LA

CMP Accreditation Report: Complete 44.44% Approved 35.56%

80% Pledge Retention Rate 5 initiated 7 members

CMP submissions are received on time and pending. No items rejected. The Chapter needs to focus on recruitment. They were not present at Lead or GCC, so that is unfortunate. Chapter was placed on guidance and improvement was seen however, their guidance has been continued due to minimal recruitment and increase in membership.

Beta Zeta - Louisiana State University - Baton Rouge, LA

CMP Accreditation Report: Complete 64.44% % Approved 57.78%

79% Pledge Retention Rate 41 initiated 96 members

They are the largest chapter in the region and showed great representation at past Leads. Increase pledge/initiate retention from prior year, so that is awesome. Area Alumni are still working to revive area alumni chapter. CMP items are all received on time and pending. No items rejected.

Delta Nu – Loyola University – New Orleans, LA

CMP Accreditation Report: Complete 48.89% Approved 42.22%
83% Pledge Retention Rate 10 initiated 30 members

As my former smallest chapter of the region, they have increased numbers and pledge retention rate has improved from prior year. They have some issues with debt owed for the Fall semester due to items not being received from CO, however, they are working with staff to handle the correction of that debt with the shipper. Chapter has also expressed struggle with motivation and keeping membership engaged and going to events.

Gamma Mu – Tulane – New Orleans, LA

CMP Accreditation Report: Complete 53.33% Approved 40.00%
91% Pledge Retention Rate 32 initiated 119 members

There has been a continued drop in CMP participation from the prior years. Quite a few items are not approved. Concern has been expressed numerous times that this chapter focuses as operating as more of a social fraternity. Calls and communication have taken place over the last semester to discuss their dues and operational concerns with DD, Chapter Advisor, and President. Financial review was also conducted of their spend.

Kappa Xi – University of Louisiana, Lafayette – Lafayette, LA

CMP Accreditation Report: Complete 26.67% Approved 8.89%
0% Pledge Retention Rate 0 initiated 21 members

Many items on CMP are late, unapproved, or not received. I appointed a new DD who has been very active and made numerous visits/calls to help them but not seeing much success or improvement. They are unorganized and unmotivated. Luckily they were on the list to receive a consult visit. Hopefully some improvement will be seen with the visit and continued support from their new DD.

Eta Tau – McNeese State University – Lake Charles, LA

CMP Accreditation Report: Complete 57.78% Approved 46.67%
81% Pledge Retention Rate 9 initiated 25 members

They have had great participation at events. Pledge retention rate has improved from the prior year and membership has also grown. The chapter was removed from guidance due to better performance. New leadership continues to be hopeful and motivated.

Regional Expansion Activity

1. Brothers of the Lake Charles Area are attempting to expand the chapter by hosting more monthly social events for recruitment.
2. Recent graduates from LSU have been in talks with other Baton Rouge area alumni to start having more activity from the Red Stick Alumni Chapter.

Regional Goals

1. Continue reaching out to chapters to make personal connections and increase communications amongst Chapters and DD's. I hope to continue getting more involvement from recent alumni whether it be on a regional committee or in a DD role. I have many recent graduates that seem ideal for leadership roles in the region.
2. Promote attendance at Provincial and National Leadership events.
3. Encourage quality applications for scholarships and awards.

Gulf Western Region 2019- 2020 Report

Gilbert Landras

Travel Dates:

- 1/13 – 1/15
 - o Visiting San Antonio Chapters: Omicron Phi Pledge voting, Lambda Upsilon social, Pi Omega recruiting event
- 10/5 – 10/7
 - o Visiting Kingsville: Zeta Nu general meeting, meeting with local alumni
- 10/14
 - o Visiting College Station: Lambda Nu general meeting
- 10/19 – 10/21
 - o Visiting Austin: Beta Kappa UT/Kansas Social, Theta Omega general meeting and professional, Austin Alumni meeting
- 11/22 – 11/24
 - o San Antonio Joint initiation, Theta Omega Initiation

Beta Kappa Chapter

The University of Texas at Austin

Accredited Percent Complete: 46.67%

Accredited Percent Approved: 44.44%

Beta Kappa is continuing to do well. Reading the previous report, they had been in a rut of sorts. When I visited with them thing felt highly motivated. It does help that several of the executive officers are highly motivated. They are on their way to getting Chapter of Recognition. As they continue to participate in the region they will surely achieve Excellence. How to utilize their large numbers towards fundraising would be a goal during this biennium.

The Zeta Nu Chapter

Texas A&M University – Kingsville

Accredited Percent Complete: 46.67%

Accredited Percent Approved: 37.78%

As Zeta Nu has been isolated since the departure of their neighboring chapter my concern has been maintaining their connection with the rest of the chapters in the region. The officer core has had a crash course in chapter leadership as a number of experienced Deltasigs graduated at one time. They have addressed their attrition issues in the long term by pledging younger brothers. When I visited with them we discussed some unique fundraising opportunities that only a chapter in a small town has regarding helping local businesses brand and sell merchandise. This is easily worth \$5000 a semester. This money would help them finance the additional travel they need to do to maintain participation regionally, provincially, and nationally. It is my goal in 2020 to make a couple of more visits with them. Zeta Nu is able to help develop chapters in neighboring universities.

Eta Psi

The University of Houston

Accredited Percent Complete: 31.11%

Accredited Percent Approved: 20.00%

Eta Psi has overcome a lot this past 2019. Their primary goal is to build on Fall 2019, continue building morale with new brothers, report their events in a timely manner, and make hard decisions on chapter operations. This semester they are hosting the Eta Psi 50th anniversary and hosting a regional initiation which will be the first large scale event in a while. Much of the work

this semester for them will be event based. These will be the opportunities to turn participants into leaders.

Theta Omega

St. Edwards University

Accredited Percent Complete: 53.33%

Accredited Percent Approved: 42.22%

Theta Omega has overcome some critical operational issues with reporting and finance. They have straightened out some previously reoccurring problems with operations and are on their way, in my opinion, to be a strong candidate for Most Improved Chapter. The officers have made great strides in asserting authority, their chapter advisor is actively involved, and the financial operations are under control pending a year end audit. Theta Omega just has to keep documenting and reporting.

Lambda Nu

Texas A&M University at College Station

Accredited Percent Complete: 60.00%

Accredited Percent Approved: 46.67%

Much of the strength Lambda Nu has is within their university culture. College Station is probably the most University centric towns in Texas. Robust campus life and a sense of college community has and will continue to propel them towards Chapter of Excellence status. Lambda Nu is well on their way. They have already been working with their representative on the Finance Committee and have made strides in strengthening their Financial Operations. Any improvement will be similar to other chapters of their size; they need to focus on how fundraising and not rely on dues to generate operating income.

Lambda Upsilon

St. Marys University

Accredited Percent Complete: 51.11%

Accredited Percent Approved: 46.67%

After recently participating in a sizeable joint initiation with the other chapters in the San Antonio area Lambda Upsilon was exposed to regional level activities right in their own back yard. The rest of this calendar year will be using that momentum to develop working relationships with their neighboring chapters. Minor operational issues aside Lambda Upsilon is positioned to grow quickly.

Omicron Phi

University of Texas at San Antonio

Accredited Percent Complete: 55.56%

Accredited Percent Approved: 44.44%

This chapter has become one of the bigger chapters in the region. Omicron Phi has one of the strongest Financial Operations along with a great enforcement of chapter policies relative to other chapters in the region. They need to continue building on this. Omicron Phi successfully hosted a joint initiation for San Antonio area chapters which was a pilot program of sorts in bringing back regional level initiations. Chapter of Excellence is a likely achievement this fiscal year.

Pi Omega

Trinity University

Accredited Percent Complete: 62.22%

Accredited Percent Approved: 51.11%

Going into their 10th year Pi Omega has maintained solid membership and have recently participated in events with their neighboring chapters and other regional level events. Operationally they are solid. The new Pi Omega officers need to continue that momentum. Chapter of Excellence is a likely achievement this fiscal year.

Regional Notes:

- District Directors in the region went through a job reference style process. They had references from local alumni and in some cases the chapter. There is mutual accountability for a good working relationship and chapter success.
- Discipline region wide is moving in the right direction. By the end of this year the expectation is all chapters are off any kind of chapter discipline.
- Continue regional initiation through Spring 2021; San Antonio, TX in Fall 2020 and Austin, TX in Spring 2021
- The goal for 2020 is to continue addressing alumni participation. Many hands make light work... the hope is to create an environment where people don't feel "drafted" in to volunteer service. Brand Alumni chapters.
- Continue to address region wide Financial Operations. When this is completely audited the next step is develop and see fundraising as more of an ongoing revenue streams not typical "fundraising".

**Midwestern Regional Vice President
Spring 2020 Report
Angie Schelp**

Travel

Date	Chapter/Event - Reason
8/25	Iota Omicron - Executive Committee Meeting
9/5	Iota Omicron - Pledging Ceremony
9/11	Nu Xi - Pledging Ceremony
9/27 - 29	Leadership Retreat
11/1 & 2	South Central LEAD (Kansas City, MO)
11/3	Iota Omicron - Initiation
11/9	Nu Omega - Initiation
11/9	Nu Xi - Initiation
11/13	Nu Xi - Leadership Foundation Presentation
12/5	Nu Omega - Alumni Networking Happy Hour
12/10	Iota - Officer Transition (rescheduled for the following day and couldn't attend)

DD Appointment List

Chapter	District Director
Iota	Katie Goebel
Iota Omicron	Henry McDaniel & Katie McGrath
Nu Xi	Kris McDaniel
Nu Omega	Jessica Glavas

Chapter Updates

Iota – University of Kansas
CMP - 55.56% Complete / 44.44% Approved

Iota has a strong recruiting and pledging program, but suffers from low member engagement. They plan to implement changes to their chapter meeting format to make it more engaging, make executive committee decisions more transparent and plan to implement other changes to incentivize member participation. They are seeking additional faculty member initiates

and corporate sponsorships. They have started planning their Centennial Anniversary Celebration for spring 2021. They are in a good position with CMP and should attain Chapter of Recognition status this year.

Iota Omicron – University of Central Missouri
CMP - 51.11% Complete / 40.00% Approved

Iota Omicron has struggled recently with member numbers and participation. With high graduation numbers for this and next semester, their focus is on recruiting and retention. The chapter has worked with their DD and Assistant DD to develop a plan for a successful recruiting season, including defining the pledge program way in advance of the start of the semester, extending the recruiting season to a two week period and setting clear goals and expectations for all chapter members. Retention is another key to ensuring the chapter continues to grow and prosper. The executive committee plans to set all chapter event dates at least one month in advance for scheduling purposes and to allow members to have a clear idea of participation expectations. The executive committee plans to schedule their meetings a few days in advance of the chapter meetings in order to increase the effectiveness of the chapter meetings. The chapter officers plan to follow proper procedures for executive and chapter meetings going forward. All of these steps will enable the chapter to them to operate more efficiently, thereby increasing chapter numbers, participation and overall chapter proficiency. The chapter is in good position with CMP and intends to achieve Accredited Chapter status for this year.

Nu Xi – University of Missouri - Kansas City
CMP - 66.67% Complete / 60.00% Approved

Nu Xi is a very strong chapter. They are respected on campus and have great networking and alumni engagement activities. Chapter meetings are fun and members seem to genuinely enjoy their time together. Recruiting and retention are strong, but they are looking to increase their numbers over the next year because they are expecting high graduation numbers. The chapter intends to improve elections format, officer transitions and external fundraising. They are in a great position with CMP at the mid-way point and plan to achieve Chapter of Excellence this year (for the third year in a row).

Nu Omega – Rockhurst University
CMP - 51.11% Complete / 48.89% Approved

Nu Omega has improved their CMP recently and is on track to receive Chapter of Recognition. The chapter found the ELC visit to be very helpful and plans to take suggestions to implement changes to increase chapter participation rates and expand fundraising opportunities. They also plan to increase their faculty relations as they need to find a new advisor because their current advisor, Turner White, is planning to retire in Spring 2020. Their pledge class size and retention rate is good. They need to keep up this momentum and additionally, initiate a faculty member. Nu Omega is well respected on campus.

Kansas City Alumni Chapter

The chapter has a strong core group that participates in most chapter events and also fills other leadership positions within the region. KCAC would like to increase the size of the chapter along with event participation.

Regional Expansion Activity

I plan to look into expansion opportunities at Wichita State University, Washburn University (reactivation) or MidAmerica Nazarene University during 2020.

Regional Goals For 2019/2020

1. Appoint District Directors at all chapters in the region - Complete
2. Conduct monthly meetings/conversations with DDs to support conversation pertaining to impending deadlines, LEAD participation and collegiate chapter conversations
3. Encourage all chapters to qualify for Accredited CMP and apply for awards
4. Help facilitate planning for Regional Initiation hosted by Iota Omicron
5. Collaborate with Kansas City Alumni Chapter to promote alumni chapter activation with graduating seniors to build alumni chapter and to build a team of future leaders

Suggestions and Comments

The Midwestern region has had a good start to the 2019-2020 year. All chapters are in good positions with regards to CMP. Three chapters are in line for Chapter of Recognition and one chapter expects to achieve Excellence. Ritual memorization was an issue this past semester, due to changes in ritual, that will keep several chapters from achieving Chapter of Excellence, but we will continue to encourage chapters to make this a priority.

Member engagement/retention and external fundraising seem to be the recurring issues that the chapters in this region are facing. All chapters benefited greatly from their District Directors input and ELC visits and have plans in place to combat the issues that they are facing.

Currently, we only have two chapters, with a total of four individuals, registered for the 2020 Spring LEAD Provincial Conference in Dallas. Promotion of this conference will be the highest priority for our leadership team as the students start the semester.

The region is looking forward to a joint initiation this April. This is a great opportunity for the chapters to collaborate and network together.

Please let me know if you have any further questions.

**Southwestern Regional Vice
President Provincial Report FY '20
Josh Robinson**

Travel(s)

Date	Chapter/Event	Reason
31-Aug	DFW Alumni Chapters	Fundraiser
27-29-Sept	Post-GCC Leadership Retreat	
8-Oct	Dallas Area Alumni	Social Event
18-Oct	Dallas Area Alumni	Social Event
1-3-Nov	Kansas City LEAD	
10-Nov	Chi Psi	Initiation

FY '20 DD Appointment List

Chapter	District Director
Beta Iota	Nathan Preston
Beta Phi	Omar Sandoval
Delta Epsilon	Kevin Gore
Delta Upsilon	Charlie Kenney
Zeta Mu	Morgan Schomburg
Eta Theta	Marquis Allen
Chi Psi	Lainey Gover

Chapter Updates (as of 18 January 2020)

- **Beta Iota – Baylor University**
 - CMP Progress – 37% complete, 33% approved
 - Beta Iota is currently in a transitional period, with many of the officers being recently initiated, as well as having graduated 30 brothers in the December 2019. The new exec team has great potential, however, will also need a lot of guidance. Nathan and I are working on a plan to bolster recruiting, fundraising, chapter operations, as well as identifying areas we can assist the new officers with their duties so they do not become overwhelmed.
- **Beta Phi – Southern Methodist University**
 - CMP Progress – 35% complete, 24% approved
 - Beta Phi continues to focus on the fundamentals of chapter operations. The chapter does well with recruiting, notably being featured for their recruiting practices in the last issue of the Deltasig. With such a large pool of talented recruits, it would serve the chapter well to emphasize pledges fully committed to the chapter, as attendance remains an issue for the chapter. The chapter also has a drive to improve brotherhood, as well improve their presence at national events.
- **Delta Epsilon – University of North Texas**
 - CMP Progress – 73% complete, 64% approved
 - Delta Epsilon maintains operational excellence. The chapter enjoys a veteran leadership team and has a great plan in place to transition at the conclusion of the Spring semester. The chapter has a great presence on campus with strong support within the College of Business. They are currently engaging more faculty to initiate to strengthen their

foundation. The chapter is on track to reach Chapter of Excellence.

- **Delta Upsilon – Texas Christian University**
 - CMP Progress – 60% complete, 53% approved
 - Delta Upsilon is on track to achieve Accredited Chapter for the first time in three years, primarily due to missing deadlines by a single day. The primary focus of the chapter this year has been setting reminders for due dates, as well as reminders and check-ins from Charlie. The new leadership team is committed to making improvements in operational excellence. Pledge education and knowledge of fraternity operations are areas of focus, with plans being developed to address the gaps in knowledge. Longtime chapter adviser and asset to the chapter John Mathis plans to retire soon, leaving huge shoes to fill for a dedicated faculty resource.
- **Zeta Mu – University of Texas at Arlington**
 - CMP Progress – 48% complete, 42% approved
 - Zeta Mu continues executing great recruiting practices with healthy, sustained growth within the chapter. Engagement among members remains high, and the chapter maintains a great presence on campus with their professional events and within the local community with their community service. Opportunities exist for higher involvement at the national level, with Dallas Provincial LEAD being a key motivating factor for the chapter to network outside of the local area.
- **Eta Theta – Angelo State University**
 - CMP Progress – 60% complete, 48% approved
 - Eta Theta continues to operate extremely well, notably winning the R. Nelson Mitchell Outstanding Chapter Award at GCC in Atlanta this past August. Chapter adviser Gayle Randall continues to be a cornerstone of leadership for the chapter, assisting with the extremely positive image DSP has on campus. The chapter continues to enjoy healthy pledge classes, maintaining the growth of the last several semesters. Opportunities exist to improve communication between officers and members, and Marquis has been working with the chapter develop an improved communication plan. The chapter continues their streak of having one of the largest presences of the Region at national events.
- **Chi Psi – University of Texas at Dallas**
 - CMP Progress – 53% complete, 46% approved
 - Chi Psi has been experiencing healthy growth since receiving their charter in April 2018, with a focus on initiating faculty members to help strengthen the foundation of the young chapter. An area of interest for the chapter is to build, strengthen, and maintain a strong relationship with the DFW alumni chapters, specifically Dallas Area. Opportunities for improvement exist in pledge education. Lainey and I have been actively working on a plan to assist creating a high value curriculum for the chapter. National participation is also an area of opportunity of improvement, with conversations ongoing regarding how we can better motivate the chapter to attend national events. Dallas Provincial LEAD should be a great asset in this regard.
- **Arlington Lone Star, Dallas Area, and Fort Worth Cowtown Alumni Chapters**
 - All three regional alumni chapters have experienced healthy growth and engagement of new members so far this year.
 - Plans are being executed to expand inter-alumni chapter relations and events, with full leadership backing.

Regional Expansion Activity – There are no current expansion initiatives in the region, although Texas Woman’s, Stephen F. Austin, and TAMU-Commerce are on the radar.

Regional Goals for 2019-2020:

- 1) CMP Education – Several chapters have late CMP items that were missed by a single day. Prioritizing deadlines and setting reminders are extremely important to achieving CMP credit. An emphasis on strategic planning for the next semester is also a must to ensure success in the future semesters.

- 2) Develop a curriculum to teach and explain our rituals and the importance of taking ritual seriously to performing it correctly. Added emphasis on the recent ritual changes.

- 3) Utilize technology to bridge the gap between all chapters in the region, as well having the ability for chapters to attend each other's events without being physically present.

- 4) Actively pursue moments to teach and train current and future leaders, and to develop effective messaging explaining the benefits of staying active after graduation.

- 5) Discipline Education and Mitigation – A high number of trials is never healthy nor good for the morale of the chapter. Plans to emphasize pledge selection, as well as having conversations with brothers before a trial is needed are being developed with the help of the DDs.

**Tornado Alley Regional Vice President
Spring 2020 Report
Jennifer Mayes**

Chapter Updates

Beta Epsilon – University of Oklahoma

CMP: 57.78% Complete, 48.89% Approved

Weakness 1: Ritual – the chapter needs to remember the importance of ritual (all aspects – memorization, reverence, meaning)

Weakness 2: Local event participation – The chapter is large in numbers, but the attendance at local events could increase.

Positive: The chapter is working hard to fully blend the pledges into the chapter to create an easier transition after the pledge process is completed.

Beta Upsilon – Texas Tech University

CMP: 62.22% Complete, 53.33% Approved

Weakness 1: Alumni Relations – unfortunately, due to the location not a lot can be done about this except for getting more people to make a visit or using virtual tools

Weakness 2: Officer transition and training – the chapter should be clear about expectations and accountability for those holding officer positions

Positive: The chapter is consistently using Roberts Rules and continuing to increase their attendance at National events

Gamma Epsilon – Oklahoma State University

CMP: 57.78% Complete, 48.89% Approved

Weakness 1: Attendance at National Events – Gamma Epsilon needs to impress upon the members the importance and benefits of attending national events

Weakness 2: The chapter has seen a decline in fundraising which affects the ability to host social events and pay for other expenses

Positive: The chapter has done an excellent job with professional events, including an employer reception after a career fair. Additionally, the chapter is increasing attendance at alumni events to continue improving those relationships

Epsilon Zeta – Midwestern State University

CMP: 68.89% Complete, 55.56% Approved

Weakness 1: Attendance at National Events – Epsilon Zeta faces a challenge with attending national events and will need to continue to brainstorm ways for attendance including working with the University

Weakness 2: Relationship with Chapter Advisor – This will take a higher-level discussion with the Dean, but the chapter and the Chapter advisor have been made fully aware of the nature of the relationship.

Positive: Communication has vastly improved between members and engagement has increased

Oklahoma City Tornado Alley Alumni Chapter

Weakness 1: New membership – while the chapter has made connections with a few younger members, it is still difficult to bring in others. The chapter needs to start making connections a lot sooner.

Weakness 2: Fundraising – The standing members typically just donate the money that is needed instead of asking for outside donations. A consideration for having food nights at restaurants that will give a percentage of the proceeds is a good start.

Positive: The alumni chapter is continuously winning awards.

Regional Goals Update for 2019/2020

- Continue to get feedback from collegiate and alumni brothers and pass along the information as appropriate
- Chapter award submission from each chapter – during this part of the year, COY submission by the chapters is encouraged. Every chapter submitted a COY nomination
- Encourage and promote inter-chapter events – the chapters are starting off a bit slow but still seem encouraged to have more joint events
- Encourage and promote attendance at National and Regional events – each chapter was present at Grand Chapter Congress and Kansas City Lead
- Encourage chapters to reach Chapter of Excellence tier for CMP – memorization of ritual for initiation is still creating challenges for some of the chapters
- Identify and develop potential alumni leaders in the region – District Directors will also assist
- Foster innovation as it presents itself

RVP Lessons Learned

Communication is key! I feel more confident about answering questions, but there is still a lot to learn. Regular communication makes a difference when wanting the chapters to meet expectations. The DDs handle most of the issues until they need to be escalated to me, but they have been doing a great job. Most times, the chapters loop me in group communication to make sure I am aware of certain situations. It is also important for me to allow the chapters to do some problem-solving and come with solutions. My challenge will be to continue to find individuals that are interested in being a DD and ensuring they are dedicated to volunteering their time.

Alumni Development Chair – South Central Province

Charlie Kenney

Semester: Spring 2020

STATE OF PROVINCIAL ALUMNI DEVELOPMENT

The Province held Alumni Forum at Kansas City LEAD where collegiate and alumni attendees discussed topics ranging from event planning, communication, and alumni engagement. The forum was constructive in finding ways to increase alumni support for collegiate chapters. The discussion of the forum was passed along to the National Alumni Development Chair. The first National Alumni Development Committee meeting was held in December where key areas of opportunity was discussed as the focal point for the next two years. The National Alumni Development Committee met twice in December 2019 to discuss Alumni Chapter financial operations and working with Leadership Foundation on joint alumni events. There currently is no goals or action plans set for the province, but creating an action and goals are will be the focus for Spring 2020, including identifying future leaders and re-engaged alumni.

S.W.O.T

Based on your rankings above, please give a brief Strengths/Weaknesses/Opportunities/Threats Analyses of Alumni Development

STRENGTH	WEAKNESSES
<ul style="list-style-type: none">• Current Alumni leaders• Breath of knowledge w/ Current Alumni leaders	<ul style="list-style-type: none">• Alumni engagement growth• New active alumni
OPPORTUNITIES	THREATS
<ul style="list-style-type: none">• Diverse Alumni count in majors cities	<ul style="list-style-type: none">• Disengagement of current alumni

YOUR EVENT ATTENDANCE

Please mark the following events that you attended this past semester:

Atlanta Grand Chapter Congress
Kansas City LEAD School
Delta Upsilon Initiation

LEADERSHIP TRAINING

Check CDL Level of Training: ___X___ CDL Level 1 ___X___ CDL Level 2

Community Service - South Central Province

2019-2020 Report

Kevin Gore, Chair

Committee Report

Held donation food drive for Baton Rouge Food Bank during Spring Provincial LEAD. Great turn out with numerous chapters donating and the local chapter at LSU facilitating delivery

Held donation drive for Ronald McDonald House Charities of Kansas City for Kansas City Fall LEAD. Again, Brothers came out in great support donating items and monies in excess of 200 items as well as over 40 pounds of pop tabs collected and donations totaling \$200.

Plans are under for what hopes to be another successful event for Provincial LEAD in Dallas where we will again be supporting the Ronald McDonald House of Dallas with wish list items, pop-tabs, and donations which are all appreciated by the staff and the families who stay at the House.

Committee Goals for 2019/20

- 1) Continue to increase participation at all LEAD events within the Province
- 2) Review and assist National Community Service Committee with current initiatives and possible recommendations of new initiatives.

Suggestions and Comments

NONE

Professional Development Committee – South Central Province
2019-2020 Report
Emily Slone, Chair

Travel(s):

January 2020 Presidents' Academy
November 2019 Kansas City L.E.A.D. School
August 2019 Grand Chapter Congress
May 2019 Volunteer Leader Training-St. Louis
March 2019 South Central L.E.A.D. Provincial Conference

Committee Report

This committee is focused on increasing knowledge sharing among chapters related to successful professional events. As a professional business organization, we find it very important to make sure our chapters are gaining access to top companies and gaining valuable skills to prepare them for their future endeavors. We hope to aid in growing professional events around the province by both learning from the successes of chapters and brainstorming new ideas to enact in the future. We want to bring chapters together to share knowledge at regional, provincial, and national events and then continue to foster and build those relationships long after the events are over. We hope to offer LEAD Tour opportunities to collegiate brothers to further the connection and networking opportunities at LEAD events.

Committee Goals for 2020/2021

- 1) Encourage chapter VPPAs to reach out to one another if they are finding difficulty in a situation or success with an event. Educate VPPAs and Presidents on how to access roster information.
- 2) Set up LEAD tour opportunities at Fall LEAD events by working with local leaders that have established connections.

**Awards Committee – South Central Province
2019-2020 Report
Joe Shaver, Chair**

Travel(s)

Date	Chapter/Event
11/1-2	Kansas City LEAD School
11/9	Chicago Alumni Chapter – Founders’ Day Dinner
11/10	St. Louis Alumni Chapter – Founders’ Day Dinner
11/15	Alpha Chi (Washington-St. Louis) Initiation
11/16	Sigma Psi (Lindenwood (MO)) Initiation
1/10-12	Presidents’ Academy
2/21-23	North Central LEAD Provincial Conference
3/6-8	South Central LEAD Provincial Conference

Committee Member List

Name	Region
Jeanette Buie	Gateway
Samantha Louque	Gulf South
Joelle Berlat	Gulf Western
Jackie Soetmelk	Midwestern
Sara Casey	Southwestern
Jim Deaton	Tornado Alley

Committee Report

2020 Collegian of the Year Award applications were submitted and reviewed. Regional Awards Chairs had their winner selections submitted by 12/18, at which point the Provincial Awards Committee began review of the six regional winners’ applications. Our winner selection was submitted on 1/9/2020.

- 100% of chapters (37 out of 37) submitted a nominee for Chapter COY
- 70% of Chapter COYs (26 out of 37) submitted their application
 - o Gateway 75% (6 of 8)
 - o Gulf South 50% (3 of 6)
 - o Gulf Western 50% (4 of 8)
 - o Midwestern 100% (4 of 4)
 - o Southwestern 71% (5 of 7)
 - o Tornado Alley 100% (4 of 4)

The Committee will be actively promoting Chapter Award applications due June 1!

**Marketing Committee – South Central Province
2019-2020 Report
Megan Paul, Chair**

Travel:

11/1/19	LEAD School -Kansas City
1/9/20	Board Meeting – St. Louis

Committee Member List

Name	Region
Cody Vasquez	Southwestern
Kristina Block	Gateway

Committee Report

The COY tips campaign on Facebook was received well both within the province and was shared in most others as well. Other posts have been made in effort to keep chapters up to date and committed.

Plans are under way to create a promotional video containing pictures of chapter activities across the region to show during Provincial LEAD.

Committee Goals for 2019-2020

1. Increase engagement across different platforms including Twitter and Instagram
2. Create a forum that will help collegians with marketing of their own events
3. Serve as a voice of reminders of important due dates (scholarships, awards, strategic plans, etc.)
4. Help bridge the gap of communication from the national level down to the chapters

Suggestions and Comments

1. New contact email is DSPSouthCentralMarketing@gmail.com