

INTERNATIONAL FRATERNITY OF DELTA SIGMA PI, INC.
MINUTES
SOUTHERN PROVINCIAL COUNCIL MEETING
FEBRUARY 1, 2020
JACKSONVILLE, FLORIDA

The Southern Provincial Council Meeting of the International Fraternity of Delta Sigma Pi, Inc. was called to order according to Ritual at 1:45 pm on Saturday, February 1, 2020, by Southern Provincial Vice President Carrie Sagel Burns at the Marriott Jacksonville in Jacksonville, Florida.

Present and in person at this meeting were the following officers of the Southern Province:

| | |
|--------------------|--|
| Carrie Sagel Burns | Southern Provincial Vice President |
| Trina Kirk | Atlantic Coast Regional Vice President |
| Holly Vernon | Central Gulf Regional Vice President |
| Madison Whitehouse | Mid-South Regional Vice President |
| Gabby Leto | South Atlantic Regional Vice President |
| Aimee King | Mid-Atlantic Regional Vice President |
| Meghan Hill | Southeastern Regional Vice President |

Absent officers of the Southern Province were:

None

Other positions were as follows:

| | |
|-----------------|---------------------|
| Norman Kromberg | Chancellor |
| Sarah Lowe | Recording Secretary |

At this time, Burns relinquished the chair to Chancellor Kromberg, who introduced Secretary Lowe. Lowe then conducted the Roll Call of Delegates and announced Forty-eight delegates present and eligible to vote. Zeta Phi moved to adopt the roll of voting delegates. The motion was seconded by Iota Mu and adopted. **See Addendum A.**

Theta Sigma then moved to adopt the Agenda as presented. The motion was seconded by Tau Phi and approved. **See Addendum B.**

Greenville Upstate SC moved to receive the printed Official Reports as distributed to the delegates. Epsilon Rho seconded and the motion was adopted. **See Addendum C.**

OLD & NEW BUSINESS

Chancellor Kromberg then noted there was no old business and moved into new business.

Upsilon Phi then moved the 2021-2022 Provincial Budget. The motion was seconded by Kappa Psi

The 2021-2022 Provincial Budget was then adopted. **See Addendum D.**

Theta Phi then moved **the Location and Date of the 2022 Southern Provincial Conference and Council Meeting**. The motion was seconded by Kappa Nu

The Listing of Preference for the 2022 Southern Provincial Conference and Council Meeting was then adopted.

| Location Preferences | | Date Preferences | |
|----------------------|---------------------------|------------------|----------------------|
| Location 1 | Chattanooga/Knoxville, TN | Date 1 | February 18-20, 2022 |
| Location 2 | Memphis, TN | Date 2 | February 25-27, 2022 |
| Location 3 | Norfolk, VA | Date 3 | March 4-6, 2022 |

Chancellor Kromberg asked for recommendations on the provincial budget surplus.

Burns suggested 75% go to next year's LEAD fund, 25% go to the Southern Province Ashley Harrison Memorial Scholarship

Epsilon Chi then motioned for 75% towards LEAD, 25% for the Southern Provincial Ashley Harrison Memorial Scholarship. The motion was seconded by Alpha Tau.

Kromberg announced important upcoming dates and then invited others to make announcements.

Kromberg then adjourned the Southern Provincial Council Meeting at 2:30 pm after a motion by Kappa Pi, Chi Omega second, was approved by consensus. Burns then closed the meeting according to Ritual.



Carrie Sagel Burns, Southern Provincial Vice President



Sarah Lowe, Recording Secretary

ADDENDUM A – ROLL CALL

CHAPTERS PRESENT:

- | | | |
|----------------------|------------------|-----------------|
| 1. Kappa(Not voting) | 14. Zeta Theta | 27. Kappa Chi |
| 2. Alpha Zeta | 15. Zeta Lambda | 28. Kappa Psi |
| 3. Alpha Lambda | 16. Zeta Upsilon | 29. Nu pi |
| 4. Alpha Sigma | 17. Zeta Phi | 30. Xi Sigma |
| 5. Alpha Tau | 18. Eta Kappa | 31. Omicron Pi |
| 6. Beta Gamma | 19. Eta Upsilon | 32. Rho Psi |
| 7. Beta Eta | 20. Theta Sigma | 33. Rho Omega |
| 8. Beta Lambda | 21. Theta Phi | 34. Tau Phi |
| 9. Beta Omega | 22. Iota Mu | 35. Upsilon Phi |
| 10. Gamma Lambda | 23. Iota Omega | 36. Phi Psi |
| 11. Delta Iota | 24. Kappa Nu | 37. Chi Omega |
| 12. Epsilon Rho | 25. Kappa Pi | |
| 13. Epsilon Chi | 26. Kappa Tau | |

ALUMNI CHAPTERS PRESENT:

- | | |
|---|---|
| 1. Greenville/Upstate SC Alumni Chapter | 4. St Pete-Clearwater Alumni Chapter |
| 2. Atlanta Alumni Chapter | 5. Jacksonville Alumni Chapter |
| 3. Birmingham-Magic City Alumni Chapter(Central Gulf Regional Vice President) | 6. Louisville Alumni Chapter(Mid-South Regional Vice President) |
| | 7. West Palm Beach Alumni Chapter |

CHAPTERS/ALUMNI ABSENT:

- | | |
|----------------|-----------------------------------|
| 1. Omicron | 8. Tau Psi |
| 2. Pi | 9. Central Florida Alumni Chapter |
| 3. Gamma Tau | 10. Columbia(SC) Alumni Chapter |
| 4. Epsilon Psi | 11. Memphis Alumni Chapter |
| 5. Nu Chi | 12. Nashville Alumni Chapter |
| 6. Sigma Tau | 13. Richmond(VA) Alumni Chapter |
| 7. Tau Upsilon | |

OFFICERS PRESENT:

- | | |
|---|---|
| 1. Southern Provincial Vice President | 5. Central Gulf Regional Vice President |
| 2. Atlantic Coast Regional Vice President | 6. Mid- South Regional Vice President |
| 3. Mid-Atlantic Regional Vice President | 7. Southeastern Regional Vice President |
| 4. South Atlantic Regional Vice President | |

ADDENDUM B – PROVINCIAL COUNCIL AGENDA



**International Fraternity of Delta Sigma Pi
Southern Provincial Council Meeting
Agenda Carrie Sagel Burns
February 1, 2020**

- A. Opening Ritual (members only)
- B. Call the Meeting to Order – Chancellor
- C. Roll Call of Delegates – Secretary
- D. Adopt Agenda
- E. Approve the Minutes of the Previous Southern Provincial Council Meeting (Mar, 2019 in Atlanta, GA)
- F. Review Votes Taken Since the Last Meeting
 - 1. None
- G. Receive the Report of the Provincial Vice President - *Carrie Burns*
- H. Receive the Reports of the Regional Vice Presidents
 - 1. Atlantic Coast Region - *Trina Kirk*
 - 2. Central Gulf Region - *Holly Vernon*
 - 3. Mid-Atlantic Region - *Aimee King*
 - 4. Mid-South Region - *Madison Whitehouse*
 - 5. South Atlantic Region - *Gabby Leto*
 - 6. Southeastern Region - *Meghan Hill*
- I. Reports of Provincial Committees
 - 1. Alumni Development - *Mitch Simons*
 - 2. Scholastic Development & Awards - *Gina Irvin*
 - 3. Community Service - *Holly Vernon*
 - 4. Professional Development - *Marlena Jones*
- J. Old Business
 - 1. None
- K. New Business
 - 1. Approve 2020 - 2021 Provincial Budget
 - 2. Legislative Proposals/Recommendations
 - 3. Determine use of budget surplus from 2019 LEAD Provincial Conference

i. Historically we have sent 25% to the Southern Province Ashley Harrison Memorial Scholarship and 75% to the next LPC budget to help reduce costs for next year's conference; in 2019 75% went towards LEAD, 12.5% went to Southern Provincial Ashley Harrison Memorial Scholarship and 12.5% to the Dr. Phillip H. Turnquist Southern Province Scholarship 4. Determine the Date and Location for the 2022 LEAD Provincial Conference & Council Meeting

i. City Recommendations (*historical locations on page 2*):

Chattanooga/Knoxville, TN - Memphis, TN - Norfolk, VA

ii. Suggested Dates: Feb 18-20, 2022 - Feb 25-27, 2022 - Mar 4-6, 2022

L. Review schedule of upcoming LEAD's and events

1. April 25, 2020 - Alumni Day

2. 2020 Southern Province LEAD School - Orlando, FL (October 23-24, 2020)

3. 2021 Southern LEAD Provincial Conference - Raleigh, NC (February 12-14, 2021)

M. General Announcements

N. Adjournment - Chancellor

O. Closing Ritual (members only)



**International Fraternity of Delta Sigma Pi Report
of the Southern Provincial Vice President
Carrie Sagel Burns
January 2020**

For one of the first times, we have District Directors at all but 1 chapter, which we are seeking a remote DD for. The CDL (Certified Deltasig Leader) levels for the DD's are up significantly and things are overall improving, though we're always working on ways to get more District Directors at national events. Surveys for national events are reviewed and working on increasing network activities, but attendance is still a concern and encouraging chapters to tap into their schools and alumni for contributions to the new Chapter Leadership Funds. While this year has been marked by a significant amount of change, it's all positive change and creating dialog that is productive and encouraging. Change is typically tough, but what it's also showing is that there are continued transition concerns that we are working on addressing. There are technology advancements that could be further developed for assistance with streamlining transitions and hoping to work through this over the coming years. Provincial committee chairs are in a position to work with national leaders, collegiates and alumni to strengthen the province and national organization over the next couple of years.

Southern Provincial Leadership & Committees

- Regional Vice President's:
 - Atlantic Coast - Trina Kirk
 - Central Gulf - Holly Vernon
 - Mid-Atlantic - Aimee King
 - Mid-South - Madison Whitehouse
 - South Atlantic - Gabby Leto
 - Southeastern - Meghan Hill
- Alumni Development - Mitch Simmons
- Community Service - Holly Vernon
- Professional Development - Marlena Jones
- Scholastic Development & Awards - Gina Irvin
- Discipline - Carrie Burns, Holly Vernon, Meghan Hill

Significant Travel

Mar 1-3, 2019 - Southern Provincial Conference, Atlanta, GA

Aug 11-18, 2019 - GCC, Atlanta, GA, incl Board of Directors Meeting

Sept 26-29, 2019 - National Volunteer Leadership Retreat & Board Meeting, Cincinnati, OH

Nov 8-10, 2019 - Southern Provincial LEAD School, Lexington, KY * Note that there are other meetings, conference calls, etc. outside of this travel, including those pertaining to GCC

Province Goals

● Member Education

- Improve on DD training to better assist with spotting risk management and other concerns that could end up being ongoing and debilitating in a chapter
 - Status: We have dramatically reduced the number of risk mgmt issues and have close to 100% district director placement
 - Goal to have every chapter complete a Risk Mgmt event during the year
 - Still working on getting DDs better training in place to be able to assist and answer questions
- Improving on transition documents, templates and procedures for national leaders - leadership development/education
 - Status: Work in progress, but further discussions and training with leadership as well as possible new technology will help push forward
 - Haven't been able to figure out the best way to implement this, but feeling like there are transition issues at chapters that are continuing to cause concern and stringer transitions lead to stronger chapters
- CDL - Ensure all RVPs and DDs are at least Tier 1 (or complete VOLT or VLT)
 - Status: 100% of RVPs are Tier 2 and we are up to 35% of DD's being Tier 1 and 29% are Tier 2, RVPs working this year on ensuring all DD's are at least Tier 1

● Member Engagement

- Engaging alumni for speaker roles at national events and volunteer sign-up
 - Status: With Mitch Simmons heading up the SoPro Alumni Development committee we are working through more productive ways of engaging and retaining alumni
- 1 additional alumni chapter in each region by 2019 GCC
 - Currently at 11 with a number of possibilities for refranchising/expanding, working on encouraging more alumni to develop chapters
- Increase use of social media throughout the chapters and alumni by enlisting students and alumni to assist with engagement on a regular basis
 - Work in Progress, would love to have new alumni start to work into engagement between alumni/collegiates using social media

● Membership Growth

- Working on growing numbers, but quality members so we minimize the need for trials and have engaged, educated Brothers

- Recruitment continues to be a concern at a lot of chapters as well as setting realistic expectations for pledges to improve pledge retention; ensure pledges understand that the time commitment is like adding a 1 hour course to workload
- Organizational Excellence
 - Increase use of available technology and communication portals
 - Working on encouraging chapters to use MemberPlanet, though chapters have expressed frustration with it so working through that and would encourage chapters to provide feedback
 - Hoping to see changes to the Hub and DSP back-end technologies in coming years that will help with this
- Increase numbers for COY, Awards and Scholarship recipients
 - COY - We had 5 chapters not submit this year, which is up 3 from last year and we had 16 incomplete applications this year, 3 more than last year, gotta get those applications in to be eligible and need to be encouraging chapters to start talking about COY nominations and Awards in general earlier in the year
- Increase number of chapters taking advantage of Leadership Foundation scholarships and Chapter Leadership Funds
 - Make sure that chapters and members are aware of the available funds and how to apply for them
 - Encourage chapters to reach out for alumni reports that they could email for contributions to their chapter for funds to assist with national events
- Increase attendance at provincial/national events
 - Overall numbers for attendance feel like they are down and while it's been a couple of busy years, national events can assist chapters with educational and transition information that they need to build stronger chapters
 - Jacksonville Provincial numbers are low right now, great opportunity to network and a relatively easy spot to get to so working on encouraging early registration
 - We had 5 Southern Province chapters not attend GCC in Atlanta (32 nationally) - Alpha Sigma (Univ of Alabama), Iota Omega (UNC-Greensboro), Xi Sigma (Wingate), Rho Omega (Univ of Richmond), Phi Psi (Elon Univ)
- Increase number of chapters achieving Accredited, Recognition and Excellence
 - Super important for chapters to watch their CMP numbers and start looking at them early and knowing the dates for deliverables to stay ahead of it and submit early!
- Work on further establishing committees and task force members
 - Alumni development chair is doing great and working on great things for the province and nationally
 - Professional development chair is in place and working on assisting w/ provincial events and further engaging w/ the national committee
 - Community service could use alumni volunteers to further initiatives
 - Awards committee doing great and further encouraging early submission of awards for consideration
- Find ways to further decrease the cost of LEAD/GCC

Expansion Efforts

- Emory University - Attempts by students, but university has denied efforts at this time
- Possible colony at South Alabama, Rollins University in Orlando, Jacksonville University
- Alumni chapters - Savannah, Tallahassee, Miami (FL), Hampton Roads (VA), Greensboro (NC), Charlotte, Raleigh-Durham

Discipline & Assistance Actions & Issues

- **Atlantic Coast Region:**
 - Beta Eta and Kappa Pi are now off Guidance. All Chapters of the Atlantic Coast Region at this time are now in good standing. I hope with the return of communication and the presence of the Atlantic Coast Region Leadership Team and the Chapters knowing they can reach out to us at any time, that all Chapters will not be placed on any Disciplinary action or Chapter Assistance for a long time.
- **Central Gulf Region:**
 - Gamma Tau continuing Guidance and CMP concerns w/ Eta Kappa
- **Mid-Atlantic Region:**
 - Alpha Lambda and Rho Omega continuing Guidance and both Xi Sigma and Sigma Tau need further assistance
- **Mid-South Region:**
 - Epsilon Psi continuing Guidance and Tau Upsilon could stand to be on guidance for further assistance
- **South Atlantic Region:**
 - Upsilon Phi on Guidance, but looking good to come off soon
- **Southeastern Region:**
 - Kappa continuing on Probation

Best Practices

- Slack for team communication working well
- Working on establishing “best practices” for transition docs

Province Highlights

- Close to 100% District Director placement
- Percentages of DDs w/ CDL up significantly
- Fewer chapters w/ disciplinary concerns
- Increasing number of Brothers engaging and wanting to be more productive
- Increasing demand for joint initiations

Regional & Chair Summaries Atlantic Coast Region - Trina Kirk

- The Chapters of the Atlantic Coast Region continue to work on making themselves better than the day they were before. They continue to find better and more productive ways to move forward. The Chapters thrive on communication and feed-back and make

adjustments accordingly. Being one of three Regions where all the Chapters achieved the Accredited Chapter or better on CMP, all Chapters of the Atlantic Coast Region have their sights on the Chapter of Excellence. The Brothers know that there is always room for improvement.

Central Gulf Region - Holly Vernon

- Overall the region is doing okay. All chapters can still achieve 100% submission, but some will not be able to achieve accredited status. Mostly, the region has issues with participation within the chapter as well as proper officer transition. Progress made one year is lost when the new group of officers come in. Over the next spring and fall, I hope to encourage on time submission of the remainder of CMP items and provide tips and tricks on transition of officers. The region has historically had issues with submission of awards, which I have tried to encourage the submission of. While it has improved since I became RVP, I hope to continue to show progress.

Mid-Atlantic - Aimee King

- For the first time in me being RVP, all Chapters have District Directors going into the Spring semester 2020. Overall, the Region is okay. CMP can be improved upon, but it appears that some Chapters are not utilizing the resources available to be the best Chapter they can be.

Mid-South Region - Madison Whitehouse

- Overall, Mid-South Region is doing fairly well.

South Atlantic Region - Gabby Leto

- We entered this year with new beginnings. Coming back from GCC, many brothers were ready to work and make their chapters the best they can be. Each chapter set goals for themselves which included hitting at least Accredited Chapter. All the chapters had amazing events throughout the semester. Beta Omega hosted an incredible alumni panel which drew in many alumni that had not come around in a while. Delta Iota hosted a reverse career fair where the brothers got to market themselves to firms. Epsilon Rho created an amazing recruitment video. It was successful as they had an overwhelming turnout at all recruitment events. Zeta Phi hosted a professional event with the Vice President of Goldman Sachs. Theta Phi hosted the honorary initiation for our new brother, Chris S. Leto, who is the father of our very own Chris Leto. Rho Psi hosted a ton of professional and community service events. They did a company tour at Tampa Brass & Aluminium and helped out at the Ronald McDonald House. Upsilon Phi had numerous events and made a bigger presence of themselves on campus. They had their district director, Amanda Girton host a professional event called "Are you an Entrepreneur? Make it Facebook Official! The region hosted its second regional conference at USF- St. Petersburg. It was a great turnout of more than 100 brothers in attendance. We had a great keynote speaker as well as amazing sessions that allowed brothers to learn. For the first time, we had all 7 COY winners submit applications! I believe this region is doing very well and I am excited to see what the spring has to offer.

Southeastern Region - Meghan Hill

- Coming soon

Alumni Development - Mitch Simmons

- Discovered financial discrepancies, which were discussed on a national level and all provincial chairs are surveying chapters to determine further needs for policy updates regarding alumni chapter finances and checking accounts
- Working on further session development and communication via Slack for alumni development across the province w/ plans to discuss further at LEAD Provincial Conference in Jacksonville

ADDENDUM D – SOUTHERN PROVINCE BUDGET

| Individual Travel for RVPs & PVP | | | | |
|---|--|----|-------|-----------------|
| Collegiate chapters (\$125 each for 45 chapters) | | | | |
| | | | | Budget |
| | Atlantic Coast | 6 | \$125 | \$750 |
| | Central Gulf | 6 | \$125 | \$750 |
| | Mid-Atlantic | 11 | \$125 | \$1,375 |
| | Mid-South | 6 | \$125 | \$750 |
| | South Atlantic | 7 | \$125 | \$875 |
| | Southeastern | 9 | \$125 | \$1,125 |
| | | 45 | | \$5,625 |
| Colonies | | 0 | \$100 | \$0 |
| PVP | | | | \$2,400 |
| Provincial Event Travel | | | | |
| | LEAD School | | | \$1,300 |
| | LEAD Prov Conf | | | \$1,300 |
| | Long distance exceptional travel allowance | | | \$500 |
| | Provincial RVP/PVP Meetings | | | \$1,950 |
| | | | | \$5,050 |
| Other | | | | |
| | Community Service | | | \$100 |
| Grand Total | | | | \$13,175 |
| LEAD Event Allocation | | | | \$3,500 |