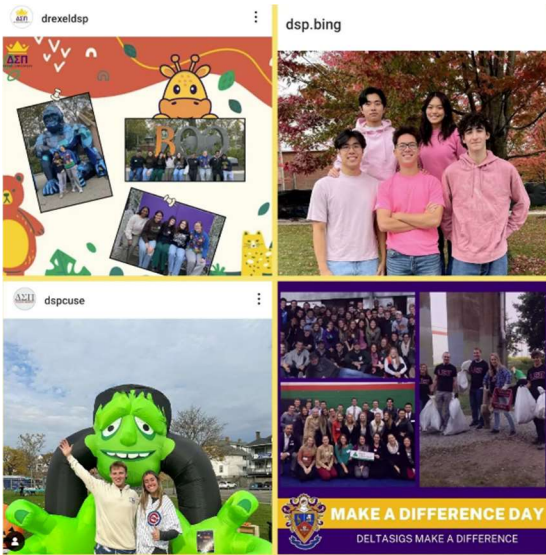


# 2024 Northeastern Provincial Report



**FAYHA FAROOQI**  
**President**  
2/4 Quantitative Finance Major

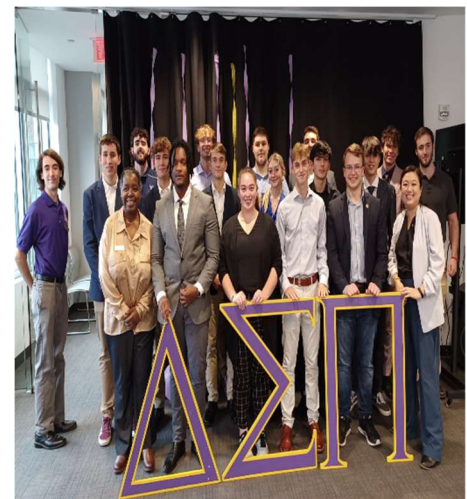


This past summer Fayha participated in a 12-month long Machine learning program with Cornell faculty. She is currently working under JP Morgan Chase & Co leading a project team of 5 to develop a machine learning model for a self-hosted end-to-end question answering bot by using an Open Source LLM and a Python framework for the user interface.



**JPMORGAN  
CHASE & CO.**





## **Section 1: Introduction**

Delta Sigma Pi as an organization and the Northeastern Province is navigating the changing landscape of belonging to a Greek-letter organization. For example, our collegiate chapters need to stand out on their host institutions to attract new members. Additionally, our province has to make sure we have the necessary volunteers in place to provide assistance and leadership to our chapters and regions.

Below are the changes that Northeastern Province experienced in 2023:

### **Regional Boundaries**

- East Central region is now a part of the North Central Province due to successful vote of GCC 2023 delegates.
- Delegates at the 2023 Northeastern Provincial Council approve a new region-North Atlantic. This region was fully established at the conclusion of GCC 2023. This region was created to provide better volunteer support; encompasses chapters that previously were in the New England and Niagara regions.

### **Volunteer Leadership Team**

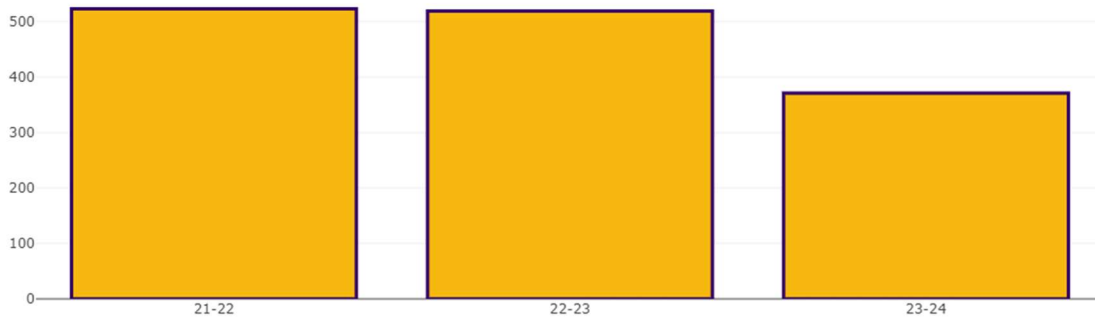
- Regional Vice Presidents (RVP): Our province has 3 new RVPs (Capital, New England and North Atlantic) to start this biennium. Team Northeast do not have any vacant RVP positions.
- Provincial Committee Chairs: The province has 3 new provincial chairs (Alumni, Community Service, and Professional Development). A new chair position (Provincial Standards) will be filled soon, and this will make 4 out of 5 provincial chairs as new volunteers.
- District directors: The province has 10 open district director positions and several new alumni serving as district directors in the province.

With these factors in mind, the Northeastern Province has to measure our performance versus Delta Sigma Pi's Strategic Priorities and discuss ways to ensure that Delta Sigma Pi continues to serve our collegiate and alumni brothers and the host institutions we serve.

## **Section 2: Provincial Performance towards Strategic Priorities**

### **Member Education:**

**Goal:** Member Development: Increase the annual number of overall learners through live events and webinars by at least 5% each year and 50% over the term of the priorities.



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<b>Year</b>	<b>Annual Learners</b>	<b>Yearly Growth</b>	<b>Overall Growth</b>
21-22	523	--	--
22-23	519	-0.76%	-0.76%
23-24	371	-28.52%	-29.06%

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While attendance by Northeastern Province brothers was down at GCC 2023 and Fall LEAD schools, the province did have brothers attend all in-person educational events for 2023. Additionally, Northeastern Province had a joint educational event spearheaded by New England and North Atlantic regions for collegiate chapters who could not attend Fall LEAD school. Attendance at this event was 48 brothers and 24 pledges from New England, North Atlantic, Niagara and Eastern regions. Early registration for 2024 Northeastern LEAD Provincial was over 170 and every region had at least one chapter registered. Having more localized educational events can increase our numbers in this area.

**GOAL:** Leadership Development: Provide training for chapter officers and volunteer leaders, with 95% participation

Presently, 34 % of 462 officers have completed their designated trainings. Since collegiate chapters have high officer turnover during Spring term, several leadership and operational sessions have been added to the 2024 Northeastern LEAD Provincial Conference. For example, Individual Discipline Policy (IDP) and Risk Management sessions have been added to provide training to chapter officers and volunteer leaders. RVPs will encourage new officers to complete e-learning training for their respective chapter office.

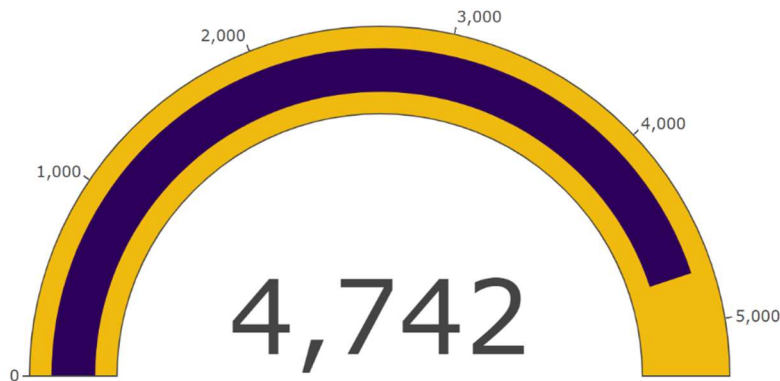
**Member Growth:**

**GOAL:** Chapter Expansion: Install or reactivate at least 30 collegiate chapters over the term of the priorities.

Overall, the fraternity has installed 2 new chapters in support of this goal. Currently, Northeastern Province has two active start-up groups at Stevens Institute of Technology and University of Vermont. Stevens has a potential installation by the end of Spring 2024. The province has 15 potential campuses to start or reactivate with at least one reactivation slated for Fall 2024.

**GOAL:** Membership: Increase combined fall and spring dues paying collegiate members by 10% over the term of the priorities.

Provincial Goal: 5,279 total dues members (fall and spring combined) by 25-26.



Goal: 5,279 total dues members (fall and spring combined) by 25-26

Northeastern Province is on pace to exceed this goal, but we will need to re-evaluate our national and Provincial growth projection based on overall higher education enrollment trends. Any changes to this goal will need to factor potential new chapter growth in the province and collegiate chapter member recruitment and retention activities.

**Membership Engagement:**

**Goal:** Alumni Engagement: Generate trackable engagement of 30,000 alumni over the term of the priorities with an increase of 10% every year as they interact with the organization via channels including but not limited to volunteers, donors, event participants, supporters of chapter or regional activities, or otherwise engaging in national initiatives.

**Provincial status:** 6052 alumni engaged since 7/1/21 from the Northeastern Province

Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	3,293	--	3,293
22-23	3,543	7.591%	2,069
23-24	2,060	-41.8%	690

While the fraternity goal has been accomplished, the Northeastern Province is striving to increase alumni engagement at least 10% each year. 2024 Northeastern LEAD Provincial Conference had activities geared towards alumni engagement (alumni mixer and alumni roundtable). Provincial alumni development committee work is focused on alumni engagement. Executing the committee’s goal will move the province towards meeting this goal.

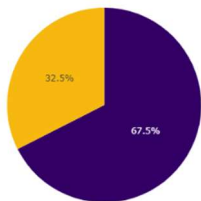
**GOAL: Member Retention:** Engage 50% of new alumni within three years after their graduation, while retaining annually 45% of the prior year’s overall engaged alumni.

**PROVINCIAL STATUS:**

1,465 of 3,340 recent grads have engaged as alumni.



1,150 of last year's 3,543 engaged alumni have reengaged this year.



Northeastern Province does not meet the target level of engagement for recent and more established alumni members. Provincial alumni development committee is looking to schedule interviews with alumni chapter POCs to provide assistance. Additional alumni chapters in areas of greatest needs can support and improve alumni engagement.

**Organizational Excellence:**

**GOAL: Financial:** Decrease financial dependence on revenue sources directly connected to membership dues and chapter fees, generating an additional 5% of total revenue annually.

Provincial Goal: *This is measured by Chapter Leadership Fund dollars granted to chapters and money raised by chapters through fundraising.*

**PROVINCIAL STATUS:**

- \$56,133.36 Granted From Chapter Leadership Funds Since 7/1/21
- \$97,245.05 Raised from Chapter Fundraising Activities Since 7/1/21

Northeastern Province has the third-best CLF total raised in the fraternity. However, they are 4 chapters that do have any dollars in their CLF and 19 chapters that have not requested payment from their CLF account. Since Leadership Foundation has modified CLF approval and request process to allow for national event fee payment, conducting a specific fundraising to boost CLF balances will benefit our collegiate chapters in lowering cost to attend fraternity events.

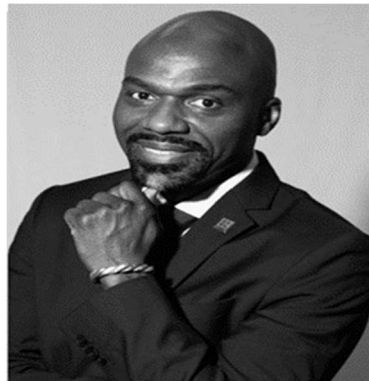
**GOAL:** Fraternal Organization: 75% of collegiate and alumni chapters achieve established minimum health indicator

**PROVINCIAL STATUS:**

Expectation	▲ % Of Collegiate & Alumni Chapters Meeting Expectation
Chapter Is In Good Standing	95%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	45%
In Good Financial Standing	91%
Minimum Membership Size	89%

Northeastern Province has good number of collegiate and alumni chapters in good standing, no sufficient debt to Central Office and meet minimum membership size, the area of concern is the number of collegiate chapters that will not meet minimum level within CMP. Key reasons for not meeting minimum level within CMP include but not limited to the lack of attendance at required national fraternity events and late submissions of chapter activities.

**Section 3: Provincial Leadership Team Reports**



### **Section 3: Provincial Leadership Team Reports**

#### **Introduction**

Welcome to Buffalo, NY and the Northeastern Province starts the Provincial Conference season!! I want to start by saying “Thank You” for coming this weekend and for all that you and your chapter have accomplish thus far. As you see in the early sections of this report, the work of each chapter and volunteer leader within our province contribute to the overall success of Delta Sigma Pi’s strategic priorities. The following reports provides additional information from the provincial leadership team on our progress.

Feel free to ask questions or provide suggestions into how “Team Northeast” can become the best province within Delta Sigma Pi. I can’t wait to see which chapters in our Province win National Awards and recognize for chapter management success.

I look forward to meeting many of you in the near future,



Northeastern Provincial Vice President

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#### **Provincial Leadership Team**

<b>Regional Vice President</b>	<b>Provincial Chairs</b>
Capital-Marvin Boone	Alumni Development-Vito Honey
Eastern-Angela (Angi) Coston Jones	Awards-Sean Rosney
Empire-Charles Weening	Community Service-Bart Leonidas
Niagara-Robert (Rob) Fosdick	Professional Development-Guy Dorsanville
New England-Kelsie McAllister	
North Atlantic-Travis Brodbeck	
Steel Valley-Patrick Bonfrisco	

#### ***Report of Northeastern Provincial Vice President, Stacy Jordan***

##### **Events During Period**

- **September:** Fraternity Board Meeting and Post GCC Retreat
- **October:** Chicago and Atlanta LEAD School; Northeast Deltasig Summit
- **November:** Xi Rho initiation ceremony
- **December:** Virtual Board Meeting

##### **Planned Events/Travel**

- **January:** Fraternity Board meeting,
- **February:** 2024 Northeastern Provincial Conference, Buffalo, NY; THON (Alpha Gamma)



- **March:** 2024 Southern LEAD Provincial Conference, Leadership Foundation meeting
- **May:** 100<sup>th</sup> chapter anniversary (Alpha Theta-Cincinnati)

### **Provincial Committee Updates**

We are seeking interested brothers (collegiate and alumni) who would like to use their talents by serving on the following committees:

- Provincial Standards (alumni only)
- Social Media/Communication

Additionally, provincial committees are working in support of national committee responsibilities that tie to Delta Sigma Pi's Strategic Priorities. Below are goals that these committees are working to implement:

#### ➤ **Alumni Development**

- Explore opportunities for alumni focused programming at provincial conference.
- Alumni chapter: We've identified 6 locations for establishing or reactivating alumni chapters. Selection criteria included:
  - Interest from alumni residing there.
  - Presence of multiple collegiate chapters or a vibrant single chapter.
  - Trending destinations for professionals or graduating brothers.

**Status:** We're actively working towards franchising alumni chapters in both the Capital and Niagara regions by summer 2024.

- Support engagement by increasing awareness of and participation of alumni chapters. Work in conjunction with the provincial professional and service committees to promote cross functional opportunities.

#### ➤ **Awards**

- Ensure committee members represent cross-section of the province.
- Evaluate and select provincial winners of individual and chapter awards for national award review.

#### ➤ **Community Service**

- Research different community service opportunities that are high accessible and easy for execution by chapters.
- Increase communication with collegiate chapter VP-Community Service and alumni chapter officers concerning executing national community service initiatives such as Make a Difference Day.
- Foster a spirit of camaraderie and competition in regard to community service events.

#### ➤ **Professional Development:**

- Work with various stakeholders to seek diverse presenters at LEAD Provincial Conference.
- Assist collegiate chapters in their professional programming activities

## ***Marvin Boone, Capital Regional Vice President Report***

### **Fall 2023 Overview**

The primary focus of the past year has been supporting chapters in building bonds of Brotherhood while meeting expectations and requirements of the national organization. As the newly elected RVP, I notice chapters continue to feel the effects of restricted engagement during the height of Covid-19 restrictions. Overall, in response to setbacks from this past quarter, chapters are gearing up to host high impact recruiting programs aimed at increasing collegiate membership. Chapters are also focused on improving transition protocols to aid Brothers in successfully navigating their chapter officer roles with fidelity. This will also allow improvement in other potential growth areas such as developing year-round fundraisers to increasing chapter leadership fund balances and maximizing CMP credits throughout the region.

### **District Directors / University / Chapters**

1. Frostburg University| Position Currently Vacant | Omicron Chi
2. George Washington University | Julia Giglio | Xi Rho
3. Howard University | Position Currently Vacant | Iota Rho
4. Shepherd University | Morgan Sites |Epsilon Kappa | Assistant District Director - Tavon Bennett
5. University of Maryland College Park| Heath Marell |Gamma Sigma

### **Regional Awards Committee**

- Jessica Boucher, Chair
- Onuka Ibe
- David Mazur

### **Chapter Awards for 2022-2023:**

Shepherd University - Chapter Management Program of Excellence

Howard University (DC) -Northeastern Highest increase in membership (79%)

### **Travel:**

Dates / Event / Location

1. November 3rd, 2023, | Initiation - Gamma Sigma – Univ. of MD | College Park, MD

### **Planned Travel:**

Dates / Event / Location

1. Feb. 2<sup>nd</sup> - 4<sup>th</sup>, 2024 – 2024 / Northeastern Lead Provincial Conference /Buffalo, NY
2. TBD - Frostburg University – Frostburg, MD
3. TBD - George Washington University – Washington, DC
4. TBD - Howard University – Washington, DC
5. TBD - Shepherd University – Shepherdstown, West Virginia
6. TBD - University of MD – College Park – College Park, MD

7. Aug 6<sup>th</sup> 10<sup>th</sup> 2025/ 2025 Grand Chapter Congress / Palm Springs, CA

## ***Angela Coston Jones, Eastern Regional Vice President Report***

### **GOALS:**

My overall goal for the region is to create an atmosphere of trust, consistency and transparency while getting to personally know the District Directors and their chapters. Because of the size of the region and the distance from Alpha Gamma (Penn State) to Philadelphia for example, being able to personally visit each chapter has always been difficult for RVPs. I would have to say that for this reason the pandemic was a blessing instead of a curse because I have been able to have conversations via Zoom. I have also had phone conversations over sending an email, for more of a personal touch. I have made sure that each email, phone call or text message has been returned promptly. I understand that when anyone has a problem, more than anything they want to be acknowledged and the problem handled, in a timely manner.

Another goal is to continue to spread the need for completion of training modules and developing strong consistent transition plans. The biggest issue I have heard by chapter leadership, is that they do not understand “how to do their position,” which will contribute to low morale within the chapter. The first thing I notice is that most chapter officer’s training modules had not been completed nor had previous chapter officer’s modules been completed. I have provided examples from my own professional background as a trainer on the pitfalls when leadership does not know how to do their jobs. Increasing chapter morale, understanding CPM activities, and reducing pledge drop rates are some of the benefits when chapter leadership feels confident in their positions.

### **GENERAL COMMENTS**

#### **RVP Travel**

Actual: 2023 Grand Chapter Congress, 2023 Post-GCC Retreat

Planned: 2023 Northeast LEAD Provincial Conference

- Chapters in the region attended Fall LEAD Schools (Chicago, Atlanta, Denver) and Northeast Summit in Boston.

#### **Expansion**

As of December 2023, the start up at Villanova University has decided to cease efforts in becoming a chapter of Delta Sigma Pi.

#### **Regional Progress**

##### **CMP**

- Chapter officers have made efforts to revise chapter procedures to effectively improve submitting events in the hub in a timely manner
- Chapters are looking at CMP in a more strategic way.
  - Making sure all events are entered into the HUB
  - Events should be submitted in a timely manner paying attention to dues dates.

- During chapter visits I encourage chapter officers as well as non-officers to ask questions about CMP.
- I also encourage chapter officers to utilize the DSP website, officer packets as well as reaching out to the chapter consultants for help with clarification with CMP principles.

### **2023 National Awards**

- I want to publicly THANK our Eastern Region Awards Committee for their dedication to our region by reviewing award applications, without missing a beat. The committee members are Lindsey (Fonseca) Mokus, Stephanie (Milne) Liberman, Thom Arnott and Christina Wilson.
  - CONGRATUALIONS TO 2022-2023 Regional Award Winners
    - a. Chapter Advisor of the Year: Lan Nygren - Beta Xi, Rider University
    - b. District Director of the Year: Linda Fritschy Oakes - Beta Xi, Rider University
    - c. Outstanding Service Award for a Collegiate Chapter: Zeta Pi, St. Joseph's University
    - d. Outstanding Professional Activities Award for a Collegiate Chapter: Mu Omega, The College of New Jersey
    - e. Outstanding Financial Operations Award for a Collegiate Chapter: Omega Chi, Drexel University
    - f. Outstanding Alumni Relations Award for a Collegiate Chapter: Omicron Omega, University of Delaware
    - g. Outstanding Scholastic Development Award for a Collegiate Chapter: Beta Xi, Rider University
    - h. Most Improved Collegiate Chapter: Beta Xi, Rider University
    - i. R. Nelson Mitchell Outstanding Collegiate Chapter: Mu Omega, The College of New Jersey
  - I am so proud that the region has been applying for national awards. All the great work being completed by the chapters should be known to all and celebrated by all.
  - (6) COY applications have been completed by the November due date, which is 20% increase over last year.

### **District Directors**

- 7 of the 9 chapters have DD appointed where 5 are returning appointments.
- Currently assessing the needs of each DD to ensure that they have the training and resources needed to be successful.
- The most important priority is making sure the communication that is received from the Central Office is understood and received in a timely fashion

### **Chapter Overview**

- Chapters Visited September – December
  - Epsilon Sigma
- Recruitment and Brotherhood are the biggest topics

- As a region we have had a few discipline issues but with the mature and detailed work of the chapter officers, issues were able to be resolved in a timely and respective manner

### Chapter News

- Alpha Gamma – District Director Kevin Wulforth
  - COY – Chapter President Lilli Lucia
  - This chapter is a major participator of THON for well over 40+ years as dancers and volunteering. The 46-hour dance marathon in February 2024
  - You can follow the chapter on their Instagram page: @DSP\_PSU
- Beta Nu – District Director Caitlin Frontino
  - Awaiting fraternity discipline due to university action
- Beta Xi – District Director Linda Oakes
  - COY – Chapter President Lauren Turnbull
  - Outside of being the recipient of (6) national awards for the 2022-2023 school year they conducted a 5-part LEAD Atlanta Interview Series that can be viewed on their Instagram page: @DSP\_RIDER
- Epsilon Sigma – District Director Renee Stewart
  - COY – Chapter President Brendan Fry
  - The biggest highlight of this chapter is attending GCC in Houston with their Chapter Advisor Joseph Ugras
  - You can follow the chapter on their Instagram page: @DSPLASALLE
- Zeta Pi – District Director VACANT
  - COY – Shannon Harrington
  - Recipient of (1) national award
  - The chapter hosts the Casey Doolin 5k every year in the Spring which is a philanthropic event that raises money for the Casey E. Doolin Foundation. Casey was a brother that was diagnosed with leukemia during her senior year at St. Joseph's University. Casey passed in 2013 and the Casey Doolin Foundation was founded by her parents, Mr., and Mrs. Doolin in 2014. Mr. and Mrs. Doolin were initiated as honorary members in the spring of 2019.
  - You can follow the chapter on their Instagram page: @DSPXSJU
- Mu Omega – District Director April Kibalo
  - COY – Chancellor Salvatore Cagnina
  - Recipient of (2) national awards for the 2022-2023 school year

- Outside of the chapter averaging 4 or more brothers in attendance at the past 4 national events, they have 24 brothers that made the Dean's List in 2023!
- You can follow the chapter on their Instagram page: @DSP\_TCNJ
- Omicron Omega – District Director VACANT
  - Recipient of (2) national awards for the 2022-2023 school year
  - The chapter sponsors a DEI Lecture Series given by University of Delaware Professor Anu Sivaraman under the Lerner Diversity Council's Race and Business lecture series.
  - You can follow the chapter on their Instagram page: @UDELDSP
- Rho Tau – District Director Rounak Nischal
  - Chapter is an active participant in the RU4Kids program at Rutgers-New Brunswick which is an organization that pairs students with children who need social interaction due to illness.
  - You can follow the chapter on their Instagram page: @RUTGERSDSP
- Omega Chi – District Director Conchita Dixon
  - COY – Samyuktha Vidala
  - Recipient of (1) national award for the 2022-2023 school year
  - The creativity this chapter uses in their recruitment videos is mesmerizing and it shows in the growth of the chapter.
    - Charter Installation July 2019, today the chapter has 127 brothers
  - You can follow the chapter on their Instagram page: @DREXELDSP

## ***Charles Weening, Empire Regional Vice President Report***

### **District Directors:**

- Beta Omicron: Elizabeth Doody
- Zeta Eta: Devin Varela
- Kappa Rho: William Greenberg
- Pi Phi: Matthew Martinez
- Pi Psi: Christopher Bruno
- Upsilon Omega: Gabriela Berrios
- Stevens Institute of Technology Startup Group: in progress

### **Travel During Period:**

September: Post GCC Leadership Retreat, Kappa Rho, and Stevens

October: Deltasig Summit (hosted by New England and North Atlantic Regions)

November: Pi Phi and Zeta Eta

Throughout the semester: a lot of really great interactions, insights, and inspirations from all of the chapters ❖❖

### **Planned Travel:**

Northeast LPC (Lead Provincial Conference), Beta Omicron, Pi Psi, and other opportunities as they happen.

### **Strengths**

- Spirit of innovation found on campus and in careers
  - Really great events and best practices performed by the chapters
- We come from nothing – and give everything we have
  - Empire is a region where many work full time to pay for school. We represent underserved communities. We have an unrelenting grit and determination that enables us to steer the ship in any storm.

### **Areas for improvement**

- Marketing and awareness
  - It's become much more challenging to recruit interested students – from the changing landscape of college campuses. ΔΣΠ has a lot to offer most students don't realize.

Combining these ideas – these feed into the regional goals

### **Regional Goals**

- Implement consistent programming on campus showcasing Delta Sigma Pi as a value add to students and our chapter's host institutions.
- Develop interchapter events and connections with brothers



- Bolster each chapter leadership funds (CLF) via donations and other funding opportunities.

## ***Robert Fosdick, Niagara Regional Vice President Report***

### **District Directors:**

- Alpha Kappa (University at Buffalo): Tom Rauen (Assistant District Director: Daniel Crowe)
- Epsilon Lambda (Rochester Institute of Technology): Justin Allen
- Omega Psi (St. John Fisher University): Justin Allen
- Xi Tau (Syracuse University): Vacant
- Omicron Rho (Cornell University): Vacant
- Kappa Lambda (Binghamton University): Vacant

### **Awards Committee:**

- Rich Garber (Committee Chair)
- Harrison Garber
- Terri Kane

### **Fall 2023 Travel Summary:**

- 2023 Post-GCC Leadership Retreat (Cincinnati, OH)
- 2023 Fall LEAD School (Chicago, IL)
- Northeast Deltasig Summit (Boston, MA)
- Kappa Lambda Initiation (Binghamton, NY)
- Xi Tau Initiation (Syracuse, NY)
- Omega Psi Initiation (Rochester, NY)
- Epsilon Lambda Initiation (Rochester, NY)
- Alpha Kappa Initiation (Buffalo, NY)

### **Regional Strengths:**

- Proximity – most chapters in the region are within a two-hour driving distance of each other
- Continued involvement by alumni brothers with their chapters
- While still events are still held virtually, chapters have effectively shifted back to holding in-person events
- No current disciplinary/Risk Management issues
- Interest among chapters in participating in inter-chapter events

### **Regional Weaknesses/Opportunities:**

- Some chapters are still missing District Directors
- Currently no alumni chapter in the region due to boundary shift
- Challenges in transitions among officers and chapter rosters from graduating membership

### **Regional Goals**

- Have all chapters still able to reach Accredited CMP status achieve it for the 2023-2024 year and assist chapters who are not in getting as close as they can while leveraging each chapter's strengths to pursue Chapter of Recognition and Chapter of Excellence
- Find local volunteers to serve as District Directors

- Increase regional presence at National events
- Form an alumni chapter(s) in the region

### Final Thoughts

Overall, the Niagara Region is in good shape. Regarding CMP performance, many of the region's chapters are on track to achieve Accredited status, as well as aspiring to reach Chapter of Recognition and Chapter of Excellence. The region has also been well-behaved this semester as there are currently no pending Risk Management issues. The only minor disciplinary actions to report on are that Omicron Rho (Cornell University) is currently on probation and Omega Psi (St. John Fisher University) is currently on guidance – both are due to CMP issues. Regarding alumni involvement, while there is no longer an alumni chapter in the region, talks are currently in place to attempt to form an alumni chapter within the vicinity of Buffalo and Rochester. My desire for the region is to have increased alumni involvement in the hopes that the current vacant District Director positions can be filled with local volunteers.

## ***Kelsie McAllister, New England Regional Vice President Report***

### **District Directors:**

- Gamma - Shannon O'Brien
- Gamma Upsilon - Andrew Bare
- Lambda Tau - Josh Boutin
- Xi Phi - Katie McGreary
- Xi Psi - Brett Mahoney
- Sigma Omega - Grace Wenger | Assistant District Director - Deborah Lang
- Omega Upsilon - Graysen Mortimer | Assistant District Director - Peter LaCava

### **Boston Alumni Chapter:**

- Contact & President - Vito Honey
- VPCO - Anthony Kousmanidis
- VPCR - Michael DelSapio
- VPF - Thomas Skinner

### **Regional Awards Committee:**

Chair - Adam Cavanaugh

- Member - Shannon Flemming
- Member - Tyrone Newsome
- Member - Kristyn Wasikowski
- Member - Peter LaCava

### **Travel During Period:**

- 9/22/23-9/24/23 - Post GCC Leadership Retreat
- 9/28/23 - Lambda Tau Pledge Ceremony
- 10/13/23-10/15/23 - Atlanta LEAD School
- 10/21/23 - Northeast Deltasig Summit 2023
- 11/4/23 - Gamma Fall 2023 Initiation
- 12/5/23 - Omega Upsilon Meeting with Officers and Faculty Advisors

### **Planned Travel:**

- 2/2/23-2/4/23 - Northeastern LEAD Provincial Conference in Buffalo, NY
- TBD - Gamma Upsilon Pledge Ceremony/Meeting
- TBD - Lambda Tau Pledge Meeting
- TDB - Xi Phi Chapter Meeting
- TDB - Xi Psi Initiation
- TBD - Sigma Omega Pledge Meeting/Ceremony
- TBD - Omega Upsilon Chapter Meeting

## **Regional Goals:**

### **Member Education**

- The New England Team plans on sending newsletters concerning chapter operation in Spring 2024 such as: attendance systems, deliberations, ritual trainings, officer engagement/segregation of duties, CLF, pledging, membership engagement. These newsletters will contain information from District Directors as well as examples from our chapters present and past.

### **Membership Growth**

- Small and newer chapters in the region increase their overall chapter size.
  - Omega Upsilon (2020 installation) initiated 20 new members, moving their chapter size from 49 to 69.
  - Xi Phi initiated 11 new members, moving their chapter size from 28 to 39.
  - Xi Psi initiated 4 new members, moving their chapter size from 21 to 25.

### **Membership Engagement**

- Attendance at National Events
  - 4 out of 7 collegiate chapters attended GCC 2023 (2 other chapters registered but did not attend due to illness)
  - 2 out of 7 collegiate chapters attended 2023 Atlanta LEAD
  - 6 out of 7 collegiate chapter attended the 2023 Northeast Deltasig Summit in Boston, MA which granted LEAD event credit
- Plan and execute 1 regional event per semester.
  - The Northeast Deltasig Summit held on October 21, 2023, was developed by collegiate and alumni brothers from the New England and North Atlantic regions; provided fraternity, professional, and leadership learning to all participants through panels, informational breaks, and collaborative sessions.
    - a. The event was attended by 72 collegians (24 pledges) from New England, North Atlantic, Eastern, and Niagara Regions. Additionally, 6 members of the Northeastern Province leadership team plus Central Office staff and Grand President attended the event as well.
    - b. Results: RVP is in the process of developing a playbook which provides survey results, finances, agenda, etc. that can be leverage by other RVPs.
  - The region is planning to bring back a version of the “Rose Games” that were held prior to 2019.

### **Organizational Excellence**

- Goal: To have all collegiate chapters to be accredited for the Fall 2023 semester.
  - The goal will not be met due to GCC attendance issues and not submitting strategic planning documentation by December 15<sup>th</sup> submission deadline.
- Goal: Better collaboration and knowledge sharing between RVP and District Directors.
  - The New England leadership team (RVP and DDs) have a standing meeting on the first Wednesday of each month. If someone cannot attend, it is expected they text a blurb into the group chat regarding the status of the chapter.

### **Projects & Action Items:**

- The New England leadership team plans to create email newsletters about best practices for chapter operations.
- The New England leadership team plans on bringing back a version of the “Rose Games” that were held in the region prior to 2019.
- Work with the Providence College () staff to strengthen their understanding of the importance of Delta Sigma Pi so they understand what DSP can offer their students and the reasoning behind fraternity requirements such as dues and fraternity events travel.

### **Strengths:**

- High quality community service and professional events.
- Most chapters have a great relationship with their alumni as well as the Boston Alumni chapter.
- Steady recruitment and chapter size.
- Collaborative and communicative relationships between the chapter presidents and district directors.

### **Opportunities for Improvement:**

- Prioritizing national events and upward communication.
- Improving relationship between chapters and their host institutions (college/university).

### **Chapter Assistance & Discipline:**

- Lambda Tau (Bentley) is currently on probation. The chapter was originally on guidance on 4/6/2022 for a risk management violation. There was a lack of communication during transitions and the guidance guidelines were not met during the allotted time period. The chapter was placed on probation 2/7/2023 due to not meeting the guidance requirements as well as further violations discovered during discussions with the chapter.

- Omega Upsilon (Providence College) is currently on guidance. The chapter has struggled with attending national events (GCC, Lead Schools, Lead Provincial Conferences) since their virtual initiation in 2020. The goal of guidance is to improve fraternity operations and educate the chapter on their place within the larger organization while also ensuring they are meeting Providence College's requirements.

**Final thoughts:**

One key takeaway from my chapter visits is the fact that chapter officers care about doing good for their brothers on a local level. After the 2023 Deltasig Summit, chapters who attended the event either continued the conversations held or implemented ideas taken from the event, as evidenced via social media (i.e., Instagram). While chapter priorities may not completely align with the fraternity's Strategic Priorities, continued coaching and education of chapter officers and brothers will assist in this area. I am confident in the progress that DDs in the region have observed, influenced, and collaborated with their chapters to create. I look forward to our future as a team and region: working to meet fraternity's Strategic priorities, building a sense of brotherhood, and establishing a positive working relationship between all chapters in the region.

## ***Travis Brodbeck, North Atlantic Regional Vice President Report***

### **Summary**

This new region will focus its efforts for improvement in two areas: building the volunteer leadership pipeline and instilling sustainable chapter operations. For example, most chapter officers in the region have not completed their online training, but chapter membership is growing within the region. However, the region is lagging in the chapter expansion arena. An area that may be difficult to improve is alumni engagement—whether it is recent graduates or not. Lastly, the chapter management program (CMP) performance has lagged due to the COVID-19 pandemic and the lack of officer transition. For this biennium, focus will be on establishing best practices for chapter operations that will lead to long-term chapter success.

### **Strategic Priorities**

#### **Member Education:**

- As of January 2024, our Member Education levels are nearly equal to 2021-2022, but currently down from 2022-2023. One out of three officers (36%) completed their online officer training and data is unavailable to determine if it is a trend.

#### **Membership Growth:**

- In terms of chapter expansion, the University of Vermont Startup Group has slowed in momentum from the 2022-2023 academic year. For membership increase, the region is nearly completed with its goal of 824 new dues members by 2025-2026; as of January 2024, 681 new members were added to collegiate chapter rosters. Retention data on these new members is not available but is of interest to measure the post-pandemic membership trends.

#### **Member Engagement:**

- The most concerning trend is the dwindling of first-time engaged alumni in the region. From 2021-2022, this metric has declined by 100% each year with 418 alumni in year 1, 256 in year 2, and 101 in the current year. On the other hand, the total alumni engaged is steady showing some level of resiliency among a core group of alumni. The region is behind on its goal of engaging recent alumni (37% of 50% goal) and with a similar share being engaged in later years (32% of 45% goal).

#### **Organizational Excellence:**

- Only half of the chapters in the region hit the minimum standard (Accredited) within the Chapter Management Program for the previous year. Currently, all collegiate chapters in the region are in good standing and nearly all (88%) meet their minimum membership size. A major concern is the Chapter Leadership Fund grants with only \$867 being distributed since 2021. Across the region, \$4,588 was generated in chapter fundraising activities since 2021.



### **Other Data**

#### **District Directors**

- None of the chapters have an assistant district director.
- One chapter is missing a district director.
- One chapter will need a new district director next year.
- One district director is supporting two chapters.

#### **Alumni Chapters**

- The Albany/Upstate New York Alumni Chapter has less than 15 dues paying members.
- The Hartford Connecticut Alumni Chapter has less than 15 dues paying members.

# Patrick A. Bonfrisco, Steel Valley Regional Vice President Report

## INTRODUCTION

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### **The chapters in the Steel Valley Region are thriving!**

For the third straight year, I have had the pleasure to work with a highly motivated group of chapter Presidents, Vice Presidents-Chapter Operations, and District Directors. Much can be said about each chapter's many successes this semester, and I am very impressed with the work the chapters are doing and the progress that each has made, specifically within the organization's strategic priorities, as evidenced in the break downs that follow.

A few items not reflected in the pages that follow, but that should be called out here:

All six chapters in the Steel Valley Region...

- achieved Chapter of Excellence last year and are on track to do so again this year
- submitted at least 50% of total CMP requirements for the year by 12/31
- are above the minimum recommended chapter size of 20 dues paying members
- submitted a Chapter Collegian of the Year during the fall semester
- attended Grand Chapter Congress
- attended the fall LEAD School
- have registered for Presidents' Academy
- participated in – and raised funds during – the Founders' Day Challenge
- have a District Director in place (and some have an Assistant District Director)

We are off to a great start and look forward to a very exciting spring semester!



**Patrick A. Bonfrisco**

Steel Valley Regional Vice President

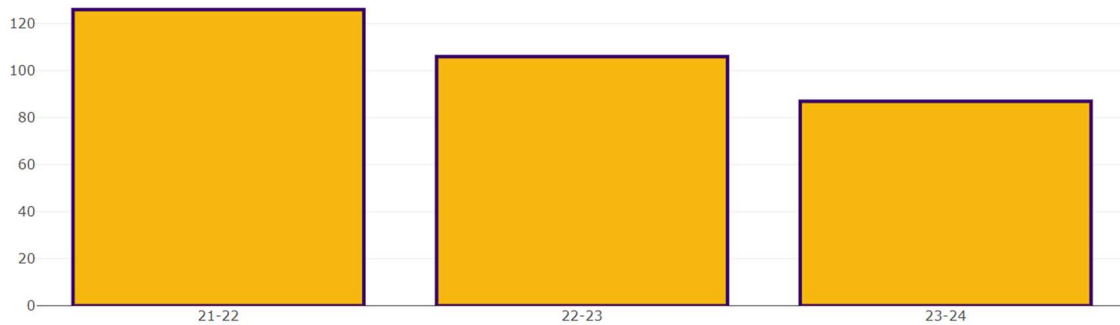
## MEMBER EDUCATION

**Equip members to excel as ethical leaders on campus and in the community.**

*Educating members to stand out as ethical leaders on campus and beyond is about educating all members (pledges, collegiate, alumni, faculty, and volunteers), providing easily available access when needed. Education should include training for all aspects of fraternal lifecycle, including the skills needed for academic, career and life success.*

**GOAL: Member Development:** Increase the annual number of overall learners through live events and webinars by at least 5% each year and 50% over the term of the priorities.

### REGIONAL STATUS:



Year	Annual Learners	Yearly Growth	Overall Growth
21-22	126	--	--
22-23	106	-15.87%	-15.87%
23-24	87	-17.92%	-30.95%

**NOTES:** *The Steel Valley Region started out really strong in 2021-2022, with 10 officers at each of the six chapters completing their training in both the fall and spring semesters. We have seen a decrease in officer training module completion since then, as the module completion reports in the hub stopped working last year, so it makes it impossible for leadership to know who has completed their training and who has not, giving us no way to follow up with those that still need to do so. We have been asking for this to be fixed for a year so that we can get our numbers back up. Hopefully, it will be fixed in time for the 2024-2025 fiscal year.*

**GOAL: Leadership Development:** Provide training for chapter officers and volunteer leaders, with 95% participation.

### REGIONAL STATUS:

62% of 64 officers have completed their designated trainings

**NOTES:** *I expect to see an increase here in the next week or so as chapters return from winter break and newly elected officers complete their training modules. However, the Steel Valley Region is still well above the national completion rate of 34%.*

## MEMBERSHIP GROWTH

*Attract and retain diverse students, alumni, and community leaders.*

*Increasing diverse membership in local chapters ensures unique perspectives and enhances the member experience. Opening chapters at new campuses and returning to campuses that have previously closed, enhances brand recognition and opens doors within additional communities and business communities.*

**GOAL: Chapter Expansion:** Install or reactivate at least 30 collegiate chapters over the term of the priorities.

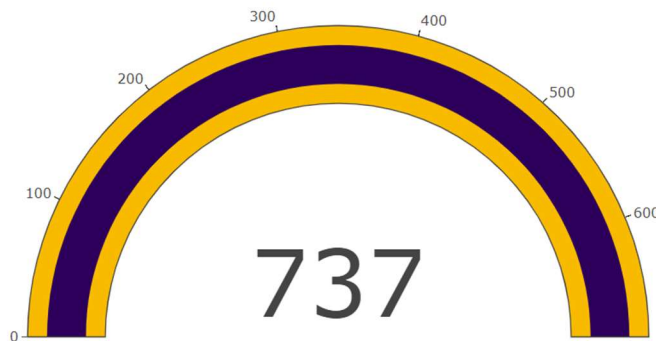
### REGIONAL STATUS:

	▲ Chapters Installed Since 7/1/21	◆ Current Startup Groups	◆ Targets for Future Expansion
1	No New Chapters Yet	No Active Startup Groups Yet	Baldwin-Wallace University
2			Cleveland State University
3			Robert Morris University

**NOTES:** *No startups at this time.*

**GOAL: Membership:** Increase combined fall and spring dues paying collegiate members by 10% over the term of the priorities.

### REGIONAL STATUS:



Goal: 686 total dues members (fall and spring combined) by 25-26

**NOTES:** *The region is well above the goal.*

## MEMBERSHIP ENGAGEMENT

**Provide members with meaningful involvement opportunities at every stage in life.**

Lifelong member engagement encompasses the ongoing interaction and emotional commitment between our members and Delta Sigma Pi. This involves developing a deeper understanding of how and why members are and want to participate, and better aligning activities with varied interests and experiences - especially offering opportunities that don't require overwhelming time, financial, or travel commitments.

**GOAL: Alumni Engagement:** Generate trackable engagement of 30,000 alumni over the term of the priorities with an increase of 10% every year as they interact with the organization via channels including but not limited to volunteers, donors, event participants, supporters of chapter or regional activities, or otherwise engaging in national initiatives.

### REGIONAL STATUS:

1034 alumni engaged since 7/1/21 from the Steel Valley Region

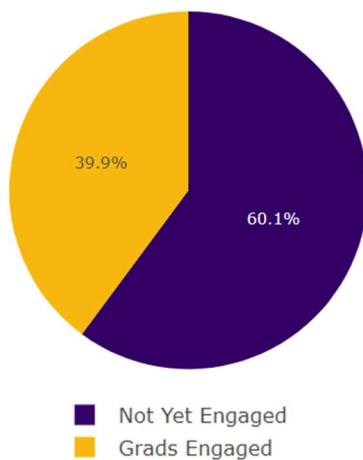
Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	517	--	517
22-23	633	22.43%	388
23-24	368	-41.8%	129

**NOTES:** The Steel Valley Region had good growth last year, and while we are below the growth target this year, we still have six months left to go.

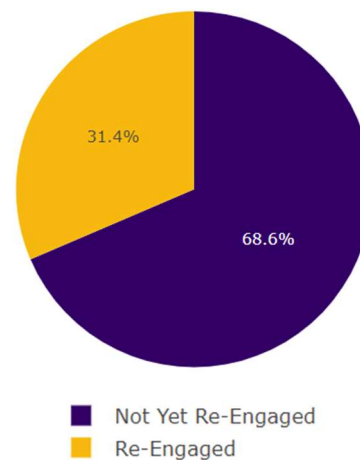
**GOAL: Member Retention:** Engage 50% of new alumni within three years after their graduation, while retaining annually 45% of the prior year's overall engaged alumni.

### REGIONAL STATUS:

197 of 494 recent grads have engaged as alumni



199 of last year's 633 engaged alumni have re-engaged already this year



**NOTES:** I anticipate achieving at least 50% on both metrics by the end of the academic year.

## ORGANIZATIONAL EXCELLENCE

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### ***Strengthen infrastructure to support priorities.***

*While the other three pillars are important building blocks of growth and success of Delta Sigma Pi, ensuring organizational excellence is vital to keeping our organization thriving.*

**GOAL: Financial:** Decrease financial dependence on revenue sources directly connected to membership dues and chapter fees, generating an additional 5% of total revenue annually. On the Regional level, this is measured by Chapter Leadership Fund dollars granted to chapters and money raised by chapters through fundraising.

#### **REGIONAL STATUS:**

**\$24,295.87 Granted From Chapter Leadership Funds Since 7/1/21**

**\$20,460.12 Raised from Chapter Fundraising Activities Since 7/1/21**

**NOTES:** *The chapters have benefitted from their participation in the Founders' Day Challenge and 4/25 Drive and will continue to do so in coming years. We are thrilled to have raised over \$20,000 in the past few years!*

**GOAL: Fraternal Organization:** 75% of collegiate and alumni chapters achieve established minimum health indicator.

#### **REGIONAL STATUS:**

<b>Expectation</b>	<b>% Of Collegiate &amp; Alumni Chapters Meeting Expectation</b>
Chapter Is In Good Standing	100%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	100%
In Good Financial Standing	100%
Minimum Membership Size	100%

**NOTES:** *All six chapters achieved Chapter of Excellence last year, and all six chapters are on track to achieve that same level again this year. In fact, as of 12/31/23, the average total CMP completion for the six chapters was 62.81%, giving them a head start on the spring semester*