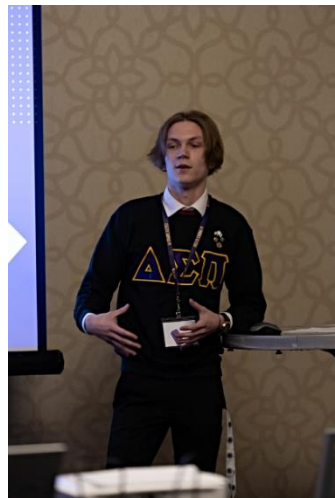


2025 Northeastern Provincial Report



Section 1: Introduction

Delta Sigma Pi as an organization and the Northeastern Province is still navigating the changing landscape of belonging to a Greek-letter organization. For example, our collegiate chapters need to stand out in 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.

Here are some of the activities that have occurred since last year:

Chapter Expansion

- Omega Rho at Stevens Institute of Technology was installed as the 307th chapter in April 2024.
- Two alumni chapters were re-franchised: Philadelphia and Shepherdstown-West Virginia Eastern Panhandle.
- We ceased start-up group activity at the University of Vermont and Villanova University.
- The Board of Directors in July 2024 has approved a potential start-up group (reactivation) at George Mason University.

Volunteer Leadership Team

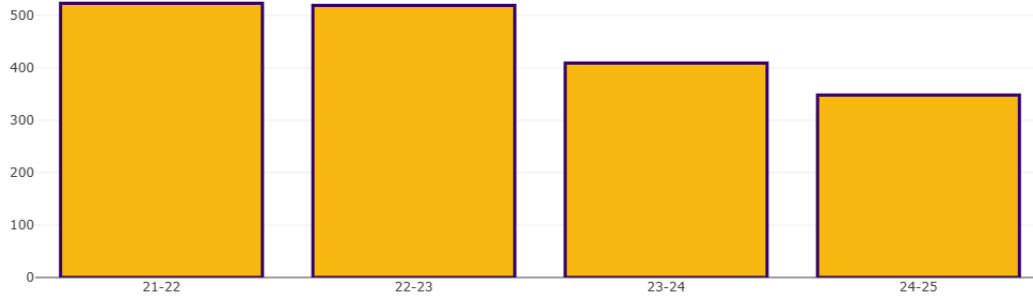
- Regional Vice Presidents (RVP): Team Northeast does not have any vacant RVP positions.
- Provincial Committee Chairs: Still seeking alumni brother to chair the Provincial Standards committee.
- District directors: The province has 8 open district director positions and a few new alumni serving as assistant district directors in the province.

Furthermore, Northeastern Province will have to measure our performance against Delta Sigma Pi's Strategic Priorities and discuss ways to ensure that we continue 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.



Year	Annual Learners	Yearly Growth	Overall Growth
21-22	523	--	--
22-23	519	-0.76%	-0.76%
23-24	409	-21.19%	-21.80%
24-25	348	-14.91%	-33.46%

Note: While the number and percentage of collegiate and alumni receiving training in the Northeastern Province is down from previous years, the province did have brothers attend three in-person educational events for 2024. For example, the 2024 Northeastern Provincial Conference had over 230 attendees in Buffalo, NY. Additionally, alumni and collegiate brothers attended Fall LEAD schools in Atlanta, Kalamazoo, and San Francisco. Furthermore, over 230 brothers and pledges attended the Philadelphia LEAD school in November 2024.

Early registration numbers for this year’s Northeastern LEAD Provincial were over 240 attendees and every region had at least one chapter registered. Having more localized educational events and increased CLF funds will increase our numbers in this area.

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

Note: Presently, 29% of 477 officers have completed their designated training. Since collegiate chapters have high officer turnover during the 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 continue to encourage new officers to complete e-learning training for their respective chapter office.

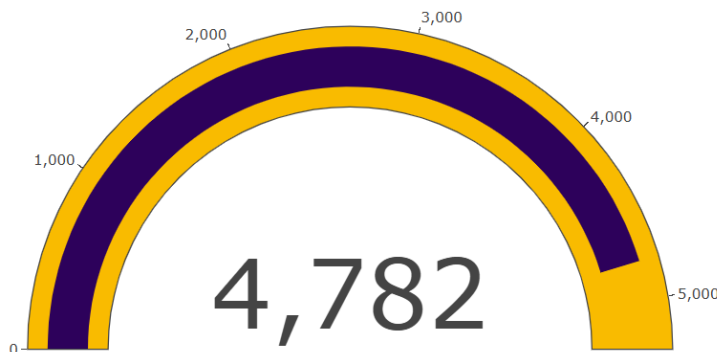
Member Growth:

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

Note: The fraternity has installed 2 new chapters in April 2024 in support of this goal. Our province has one of the newest chapters- Omega Rho at Stevens Institute of Technology which was installed on April 20, 2024. The province has 15 potential campuses to start or reactivate with at least one reactivation slated for Spring 2025 at George Mason University. Unfortunately, the province will lose two chapters by the end of the fraternity year 2025.

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

Provincial Goal:



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

Note: Northeastern Province is on pace to exceed this goal in the Spring of 2025. However, we must re-evaluate both our national and Provincial growth projections based on overall higher education enrollment trends. Any changes to this goal must factor in 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: 8647 alumni engaged since 7/1/21 from the Northeastern Province

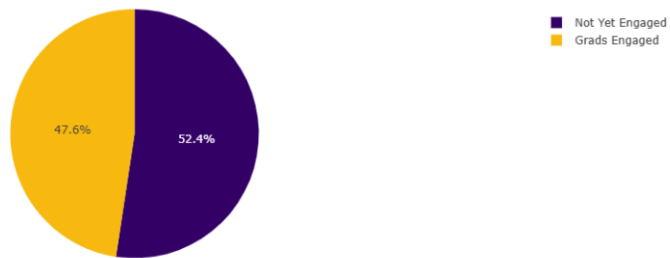
Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	3,294	--	3,294
22-23	3,544	7.589%	2,069
23-24	3,536	-0.22%	1,597
24-25	3,464	-2.03%	1,687

Note: While the fraternity goal has been accomplished, the Northeastern Province is striving to increase alumni engagement by at least 10% each year. The 2024 and 2025 Northeastern LEAD Provincial Conferences had activities geared towards alumni engagement (alumni mixer, alumni roundtable, and alumni reception). 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:

1,475 of 3,098 recent grads have engaged as alumni.



1,534 of 22-23’s 3,544 engaged alumni have re-engaged in 23-24.



Note: Northeastern Province does not meet the target level of engagement for recent and more established alumni members. The provincial alumni development committee is looking to work with existing alumni chapter POCs to provide assistance and guidance. Additional alumni chapters in areas of greatest need and working with collegiate VPARs 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:

- \$72,867.75 Granted from Chapter Leadership Funds Since 7/1/21
- \$138,012.02 Raised from Chapter Fundraising Activities Since 7/1/21

Note: The Northeastern Province has many chapters that have money in their CLF as of December 1st. However, there are 4 chapters that do not have any donations to their CLF this quarter and 19 chapters that have not requested payment from their CLF account. Since the Leadership Foundation has modified the CLF approval and request process to allow for national event fee payment, conducting specific fundraising to boost CLF balances will benefit our collegiate chapters by lowering the out-of-pocket cost of attending 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	93%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	48%
In Good Financial Standing	92%
Minimum Membership Size	86%

Northeastern Province has a good number of collegiate and alumni chapters in good standing, a small number of chapters with sufficient debt to the Central Office, and meet minimum membership size. The major area of concern is the number of collegiate chapters that will not meet the minimum level within CMP. Key reasons for not meeting the minimum level within CMP include but are not limited to the lack of attendance at required national fraternity events and late submissions of chapter activities.

Section 3: Provincial Leadership Team Reports



Provincial Leadership Team

Regional Vice President	Provincial Chairs
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	

Introduction

Welcome to Alexandria, VA, and the DMV for the 2025 Northeastern Provincial Conference. Our Province starts the Provincial Conference season and I want to say “Welcome” and “Thank You!!

For some of you (chapter presidents), this is the 2nd weekend of travel and for others, you may have just started your Spring 2025 semester. This weekend is all about developing your leadership and professional skills, networking with brothers from across the Northeastern Province, and having a little fun too.

Before I get too far, I want to say a special “Thank You” to the Central Office Staff, provincial volunteers, and the whole provincial leadership team. It takes a village for an event like this to be a success and I really appreciate everything you have or will do for Delta Sigma Pi. Additionally, the chapters of the Northeastern Province have accomplished a lot in the 2023-2024 fraternity year.

As you see in the early sections of this report, the work of each chapter and volunteer leader within our province contributes to the overall success of Delta Sigma Pi’s strategic priorities. The following reports provide additional information from the provincial leadership team on our progress and accomplishments.

Feel free to ask questions or provide suggestions on 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 be recognized for chapter management success at GCC 2025 in Palm Springs, CA.

I look forward to meeting many of you soon,

A handwritten signature in black ink, appearing to be 'Steve', written in a cursive style.

Report of Northeastern Provincial Vice President, Stacy Jordan

Events During Period

- **June:** Provincial Leadership Team meeting (Pittsburgh, PA)
- **September:** Fraternity Board Meeting
- **October:** San Francisco LEAD School
- **November:** Philly LEAD school, Drexel chapter meeting, and initiation ceremony
- **December:** Virtual Board Meeting

Planned Events/Travel

- **January:** Fraternity Board meeting
- **February:** 2025 Northeastern Provincial Conference, Alexandria, VA; THON (Alpha Gamma)
- **March:** 2025 South Central LEAD Provincial Conference (Baton Rouge), Leadership Foundation virtual meeting
- **May:** Alpha Kappa (Buffalo) 100th anniversary celebration

-NOTE: If you would like me to attend a major chapter event, please let me know.

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 the goals that these committees are working to implement:

- **Alumni Development**
 - Explore opportunities for alumni-focused programming at provincial conferences.
 - Alumni chapter: Using information gathered last year, working to establish a stronger alumni presence in 6 focus locations.

Status:

- Had a successful alumni mixer and roundtable event during the 2024 Northeastern LEAD Provincial Conference
- We're able to re-franchise the Philadelphia Alumni chapter in June 2024
- Held alumni reception in Philadelphia before 2024 Philadelphia LEAD School.
- Support engagement by increasing awareness of and participation in alumni chapters. Work in conjunction with the provincial professional and service committees to promote cross-functional opportunities.

➤ **Awards**

- Ensured that committee members represent a cross-section of the province.
- Evaluated and selected provincial winners of individual and chapter awards for national award review.
 - **Status:** The following Northeastern Province chapters received major awards for the 2023-24 fraternity year:
 - Boston alumni chapter won 3 national awards.
 - The University of Delaware received the “Boyd Professional Development Grant” as the Provincial winner for Outstanding Professional Development for a Collegiate Chapter.
 - CMP awards were earned by Roger Williams (Nu Sigma), and Shepherd (Epsilon Kappa).

➤ **Community Service**

- Completed service projects at the 2024 Provincial LEAD Conference in Buffalo (Ronald McDonald House of Western NY).
- Conducted two service projects at the Philadelphia LEAD School
- Ensure the province moves our provincial service project to a national initiative: literacy. The 2025 Provincial LEAD Conference has a project for Everyone Wins DC that collects books for financial literacy for K-12 students.

➤ **Professional Development:**

- Work with various stakeholders on all levels (regional, provincial, and national) to seek diverse presenters and programming at LEAD Provincial Conference.
 - **Status:** Collegiate brothers and new presenters local to the conference area have been incorporated.
 - Several new educational sessions have been offered at Philadelphia LEAD School and Northeastern Provincial Conferences.
- Assisted collegiate chapters in their professional programming activities
- Provided collegiate members with reference and educational materials including The ABCs of Parliamentary Procedures and The Way of the Shephard: 7 Secrets to Managing Productive People.

Marvin Boone, Capital Regional Vice President Report



District Directors:

- Gamma Sigma (University of Maryland – College Park): Heath Marell
- Iota Rho (Howard University): Amari Stewart
- Epsilon Kappa (Shepherd University): Morgan Sites
- Xi Rho (George Washington University): Julia Giglio
- Omicron Chi (Frostburg University): Tavon Bennett

Awards Committee:

- Jessica Boucher (Committee Chair)
- Onuka Ibe
- David Mazur

RVP Travel Summary

- 2024 Northeastern Lead Provincial Conference (Buffalo, NY)
- 2024 Fall LEAD School (Philadelphia, PA)
- Iota Rho Initiation (Washington, DC)

Regional Strengths:

- The majority of the chapters in the region are within a 30-minute drive
- Continued involvement by alumni brothers with their chapters
- All chapters are financially compliant with dues and payment plans
- Interest among chapters in participating in inter-chapter events

Regional Weaknesses

- Most chapters do not have official Assistant District Directors
- Challenges in officer transitions

Regional Goals

- Appoint Assistant DD to all chapters
- Continue efforts to create district-wide community service events; one each semester
- Create a forum (Virtual) where chapters can share either as a chapter or peer-to-peer on best practices; or general problem-solving
- Have all chapters still be able to reach Accredited CMP for the 2024-2025 year; and assist chapters who are not to get as close as they can. I will leverage each chapter’s strengths to pursue either Chapter of Recognition or Chapter of Excellence if applicable.
- Increase regional presence at National events

Notes and Statistics on Strategic Priorities

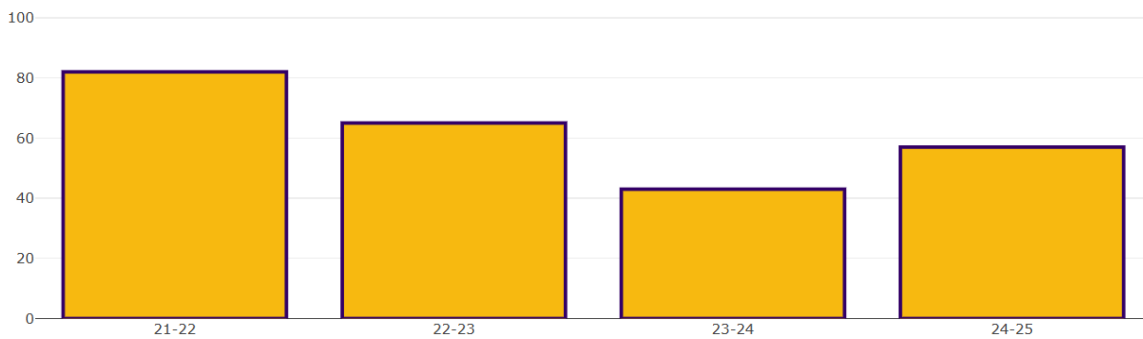
STRATEGIC PRIORITIES:

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 the 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



Year	Annual Learners	Yearly Growth	Overall Growth
21-22	82	--	--
22-23	65	-20.73%	-20.73%
23-24	43	-33.85%	-47.56%
24-25	57	32.56%	-30.49%

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

REGIONAL STATUS:

21% of 51 officers have completed their designated training.

STRATEGIC PRIORITIES:

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.

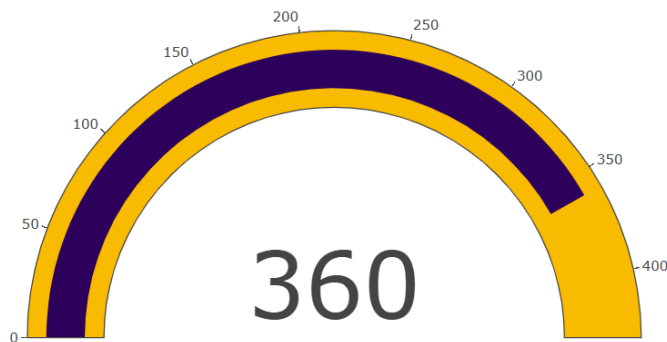
GOAL: Chapter Expansion: Install or reactivate at least 30 collegiate chapters over the term of the priorities.

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	Morgan State University
2			Towson University

Note: The fraternity is currently in the process of establishing a start-up group to re-activate Mu Ta at George Mason University.

REGIONAL STATUS:



Goal: 431 total dues members (fall and spring combined) by 25-26

➤ **Note:** Frostburg (Omicron Chi) had a 60% increase in members (growth) over last year.

STRATEGIC PRIORITIES:

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:

1258 alumni engaged since 7/1/21 from the Capital Region

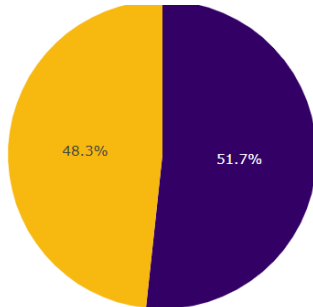
Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	496	--	496
22-23	510	2.822%	293
23-24	551	8.039%	259
24-25	499	-9.43%	210

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.

Note: All chapters in the region are working on creative approaches to engage chapter and local alumni.

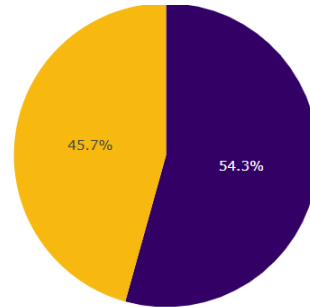
REGIONAL STATUS:

129 of 267 recent grads have engaged as alumni



■ Not Yet Engaged
■ Grads Engaged

233 of last year's 510 engaged alumni have re-engaged already this year



■ Not Yet Engaged
■ Grads Engaged

STRATEGIC PRIORITIES:

ORGANIZATIONAL EXCELLENCE

Strengthen infrastructure to support priorities.

While the other three pillars are important building blocks of the 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:

\$8,811.42 Granted from Chapter Leadership Funds Since 7/1/21
\$23,191.01 Raised from Chapter Fundraising Activities Since 7/1/21

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

REGIONAL STATUS:

Expectation	▲ % Of Collegiate & Alumni Chapters Meeting Expectation
Chapter Is In Good Standing	88%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	20%
In Good Financial Standing	88%
Minimum Membership Size	75%

Note: One chapter is on probation in the region due to financial and officer transition issues.

Final Thoughts

The primary focus of the past year has been supporting chapters in building bonds of the Brotherhood while meeting the expectations and requirements of the national organization. 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.

The region has experienced growth in many areas outside of membership. Since bridging the communication gap, chapter members began making a more concerted effort to assist each other with planning events and information sharing. Continuing With a “WE CAN DO IT” attitude of enthusiasm, I am confident we will meet every mark for both our region and those of each individual chapter.

Angela Coston Jones, Eastern Regional Vice President Report



District Directors

- Alpha Gamma (Penn State – State College): Kevin Wulfhorst
- Beta Nu (Univ. of Penn) suspended– Caitlyn Frontino
- Beta Xi – Jesus Rodriguez-Meza
- Epsilon Sigma – Renee Stewart
- Zeta Pi – Caitlyn Frontino
- Mu Omega – April Kibalo; Asst. DD – Max Hill
- Omicron Omega – Vacant
- Rho Tau – Rounak Nischal
- Omega Chi – Conchita Dixon

Awards Committee:

- Lindsey Mokus (Chair)
- Thomas Arnott
- Stephanie Liberman
- Christina Wilson

Fall 2024 Travel Summary:

- Omega Chi Fall Initiation
- 2024 San Francisco LEAD
- 2024 Fall LEAD Philadelphia

Regional Strengths:

- Reactivation of Philadelphia Alumni Chapter
- Most chapters submit applications for national awards
- Chapters are highly engaged on campus

- Most chapters are sending more than one brother to national events
- 5 of 8 chapters received no Voluntary Withdrawal Requests in 18 months
- All chapters have brothers trained in the Standards Committee process

Regional Weaknesses:

- Proximity – While most of the chapters in the region are within 10 miles of each other, they do not interact with each other as much as I would like.
- Hopefully, the reactivation of the Philadelphia Alumni Chapter will aid in more alumni involvement on a regular basis.
- Chapter transitions among chapter officers continue to be an issue.
- The 3 chapters that have received Voluntary Withdrawal Requests show a miscommunication between the executive board and the brothers who initiated those requests.

Regional Goals:

- Fill the vacant DD Role.
- Get Chapter Advisors to National Events.
- Increase alumni activity at the chapter level.
- Increase the number of brothers from chapters that only send 1 or 2 brothers to national events.

Notes and Statistics on Strategic Priorities

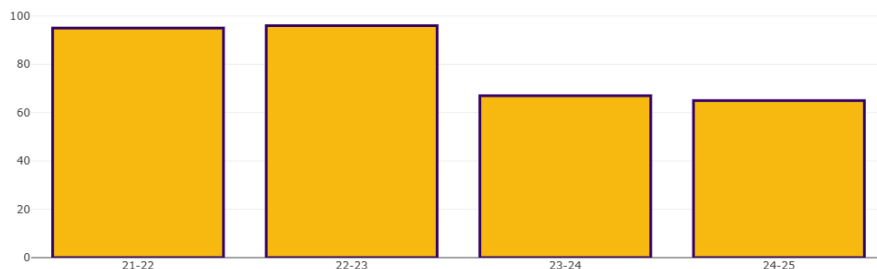
STRATEGIC PRIORITIES:

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 the 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



Year	Annual Learners	Yearly Growth	Overall Growth
21-22	95	--	--
22-23	96	1.05%	1.05%
23-24	67	-30.21%	-29.47%
24-25	65	-2.99%	-31.58%

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

REGIONAL STATUS:

23% of 94 officers have completed their designated training.

STRATEGIC PRIORITIES:

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.

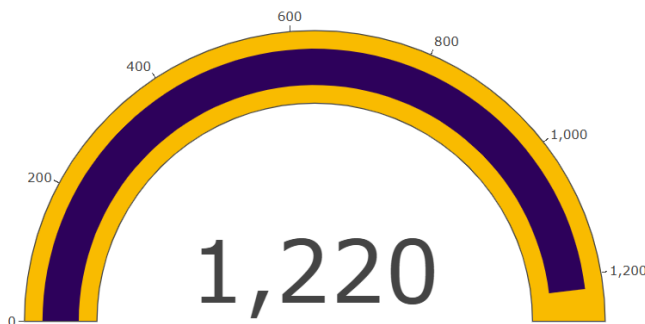
GOAL: Chapter Expansion: Install or reactivate at least 30 collegiate chapters over the term of the priorities.

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	East Stroudsburg University
2			Lehigh University
3			Monmouth University

Note: Some initial discussions have occurred with Lehigh University but we are awaiting more discussion with the university and formal permission to recruit.

REGIONAL STATUS:



Goal: 1,268 total dues members (fall and spring combined) by 25-26

Note: The region can meet this goal by Spring 2026 as 6 chapters average at least 80 members/semester.

STRATEGIC PRIORITIES:

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:

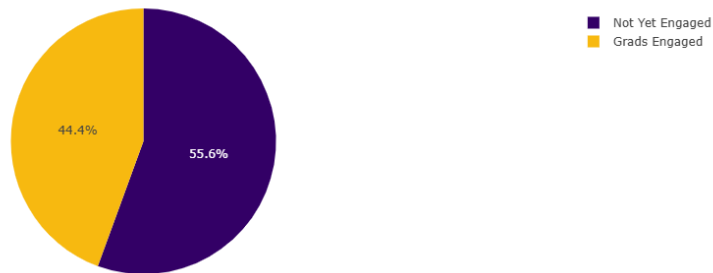
1667 alumni engaged since 7/1/21 from the Eastern Region

Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	744	--	744
22-23	787	5.779%	418
23-24	789	0.254%	326
24-25	516	-34.6%	179

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:

313 of 705 recent grads have engaged as alumni



372 of 22-23's 787 engaged alumni re-engaged in 23-24



STRATEGIC PRIORITIES:

ORGANIZATIONAL EXCELLENCE

Strengthen infrastructure to support priorities.

While the other three pillars are important building blocks of the 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:

\$11,462.17 Granted from Chapter Leadership Funds Since 7/1/21
\$15,990.61 Raised from Chapter Fundraising Activities Since 7/1/21

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

REGIONAL STATUS:

Expectation	% Of Collegiate & Alumni Chapters Meeting Expectation
Chapter Is In Good Standing	80%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	45%
In Good Financial Standing	90%
Minimum Membership Size	90%

Final Thoughts:

Eastern Region is moving in the right direction. I am proud of our region and will continue to work with each chapter to help them be the best but also instill in them that DSP is for life, that chapter life is not a race, and that the skills that they are learning are for life!

The Eastern region does have a chapter that is currently on suspension, Beta Nu until Fall 2025, the rest of the region is strong. Each chapter is experiencing growing pains but that is to be expected. The leadership that is in place at each chapter is extremely dedicated to their chapters. We do have one chapter- Epsilon Sigma at LaSalle University that is experiencing a downward trend of decreasing business school numbers. They have started the process of voluntary surrender of their charter. This was a very difficult decision for the current brothers, but this is the best logical step.

I continue to be involved with current and past chapter leadership, for this is the beginning in my opinion to create future active DSP alumni! I also plan to visit regions outside of the Northeast province to bring creative ideas to the Eastern region

Charles Weening, Empire Regional Vice President Report



INTRODUCTION

The founding fathers would be proud of their home region!

It's a FANTASTIC time to be a brother in the Empire region! Since the last report, many chapters have reported larger classes of initiates, dynamic professional and community service events, and a strong increase in LEAD attendance. This report will mainly update the Provincial Council on Empire's contribution to the national Strategic Priorities. Before that, I must recognize some very special brothers.

Sincere thanks and gratitude to the District Director team! Chris, Devin, Gabby, Kagan, Liz, Matt, Will – you are the ideal brother. Your service and guidance help the fraternity continue to grow. The management experience on the professional side/mentorship on the relationship-building side are everyday actions on your end. But these are many things' people could only dream of in a lifetime. That makes your work a labor of love.

Brothers of Collegiate chapters – question for you. Have you inspired anyone lately? The answer is yes. You inspire me! Life in the Empire is busy and fast. The average student has classes, internships, jobs to support their family and pay for college. Through all this, you choose to be an active member of Delta Sigma Pi. I am immensely proud and joyful to say I had the privilege of working with Beta Omicron, Zeta Eta, Kappa Rho, Pi Phi, Pi Psi, Upsilon Omega, and Omega Rho

Lastly, thank you Empire Region and $\Delta\Sigma\pi$. This is the last time I will be writing the Empire report. At the end of the term at GCC in Palm Springs, I will conclude 6 amazing years serving the Empire region. **Thank you.** Being RVP has been an honor and joy.



Charles Weening
 Empire Regional Vice President

Notes and Statistics on Strategic Priorities

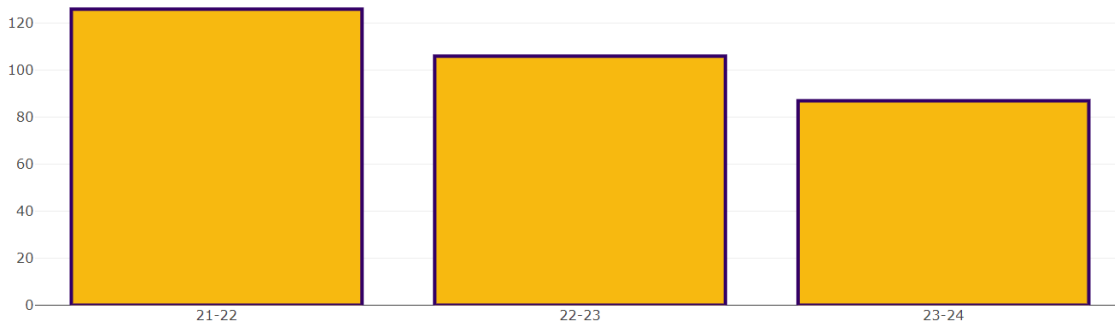
STRATEGIC PRIORITIES:
MEMBER EDUCATION

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 the 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: Empire is firmly on track for this target. 2022-2023 was the recent record-high of 51 learners. Beta Omicron – Rutgers Newark leads the way for the region! In just the fall semester, 2024-2025 has eclipsed this record, now standing at 54. The focus will be maintained in the Spring semester. If current levels are maintained through 2026, Empire will **meet/exceed** goal

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

REGIONAL STATUS:

25% of 72 officers have completed their designated trainings

NOTES: *Empire is on pace with the national average of officers trained. This number will see an increase as Spring kicks off. In fact, Pi Phi – Pace University Westchester has reached out to me for some training over winter break. Excited to have more brothers be educated and inspired! When officer transition takes place, watch the training to gain a better understanding of the role. This goal needs improvement. Empire will need additional effort for this goal*

STRATEGIC PRIORITIES:

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.

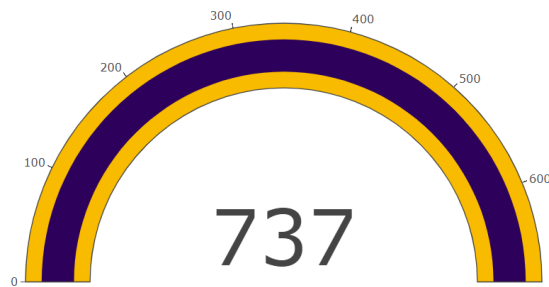
REGIONAL STATUS:

	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: *Empire contributed to the national goal, with Omega Rho–Stevens Institute of Technology being the first chapter installed of this current biennium. Empire will meet/exceed the goal*

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: *Great job, everyone for introducing more people to a lifetime of opportunity. Kappa Rho – Adelphi University has demonstrated very strong improvement, great job! Empire will meet/exceed goal*

STRATEGIC PRIORITIES:

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

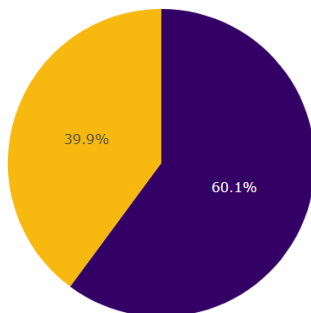
Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	517	--	517
22-23	633	22.43%	388
23-24	368	-41.8%	129

NOTES: In total alumni newly engaged, extrapolating Empire results would mean there is a good chance national goal will be met. 10% annual growth needs some work. I've spoken with Zeta Eta – Saint Peter's University on their plans for alumni engagement. Great efforts with a little more to do. Empire will **just need a little** effort to get 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.

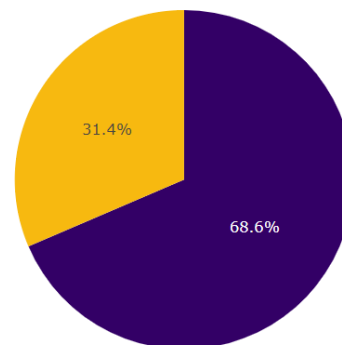
REGIONAL STATUS:

197 of 494 recent grads have engaged as alumni



■ Not Yet Engaged
■ Grads Engaged

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



■ Not Yet Re-Engaged
■ Re-Engaged

NOTES: Both metrics of recent grad engagement and re-engagement this academic year are currently at goal. Excellent job! Pi Psi – Baruch has built a truly impressive pipeline of connections to large firms, through the use of alumni brothers. Empire will **meet/exceed** goal

STRATEGIC PRIORITIES:

ORGANIZATIONAL EXCELLENCE

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:

\$1,710.12 Granted from Chapter Leadership Funds Since 7/1/21
\$23,973.12 Raised from Chapter Fundraising Activities Since 7/1/21

NOTES: Chapters are mainly operating with fiscal responsibility. Upsilon Omega – Stony Brook University is very strong with finances and fundraising. While you are at LEAD, make sure to take a picture and write a quick quote on your experience! Send to people who have generously donated to you. Added bonus of marketing material to get more supporters! Empire will **meet/exceed** the goal.

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

REGIONAL STATUS:

Expectation	% Of Collegiate & Alumni Chapters Meeting Expectation
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: Overall, very good. Some attention to detail is needed for CMP, as metrics have been missed by a hair's length. Goals are a great measuring stick for how we operate. It's a lot of work running a chapter. ALWAYS remember – you have a team ready to help you! **With a little more focus**, Empire can reach the goal

Robert Fosdick, Niagara Regional Vice President Report



District Directors:

- Alpha Kappa (University at Buffalo): Sebastian Affronti
- Epsilon Lambda (Rochester Institute of Technology): Vacant
- Omega Psi (St. John Fisher University): Vacant
- Xi Tau (Syracuse University): Vacant
- Omicron Rho (Cornell University): Vacant
- Kappa Lambda (Binghamton University): Leon Niles

Awards Committee:

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

Fall 2024 Travel Summary:

- Epsilon Lambda Pledge Ceremony (Rochester, NY)
- Epsilon Lambda Initiation (Rochester, NY)
- 2024 Fall LEAD School (Philadelphia, PA)
- 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

- No current disciplinary/Risk Management issues
- Interest among chapters in participating in inter-chapter events

Regional Weaknesses:

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

Regional Goals

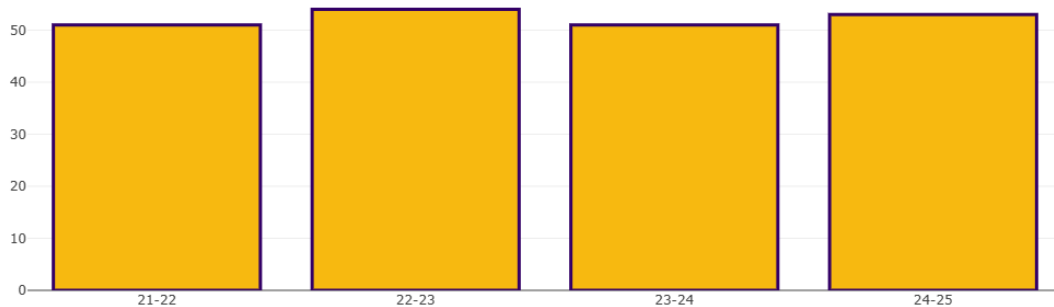
- Have all chapters still able to reach Accredited CMP status achieve it for the 2024-2025 year and assist chapters who are not in getting as close as they can while leveraging each chapter’s strengths to pursue Chapter of Recognition and Chapter of Excellence
- Find local volunteers to serve as District Directors
- Increase regional presence at National events
- Form an alumni chapter(s) in the region

Notes and Statistics on Strategic Priorities

Member Education

➤ **Member Development**

- Had a growth of 3.92% over last year, with the number of learners increasing from 51 to 53.



➤ **Leadership Development**

- 31% of 60 Chapter Officers have completed their training.

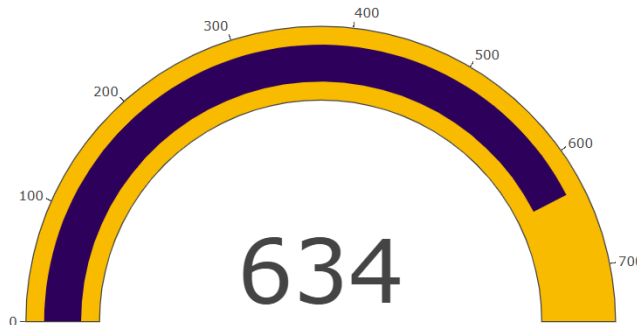
Membership Growth

➤ **Chapter Expansion**

- Nothing in the pipeline at this time concerning collegiate chapter expansion

➤ **Membership**

REGIONAL STATUS:



Goal: 747 total dues members (fall and spring combined) by 25-26

Note: There are currently 634 dues-paying members in the Niagara Region, so we have a little more to go to reach the goal of 747.

Membership Engagement

➤ **Alumni Engagement**

1250 alumni engaged since 7/1/21 from the Niagara Region

Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	436	--	436
22-23	438	0.458%	274
23-24	450	2.739%	224
24-25	574	27.55%	316

- There has been decent growth in total alumni engagement; there was a 26.66% increase from last year (up to 574 from 450, with 313 alumni engaging for the first time).

➤ **Member Retention**



-
- 222 of 465 recent grads (47.6%) have engaged as alumni
 - 175 of 438 (40%) engaged alumni from 22-23 re-engaged in 23-24

Organizational Excellence

➤ **Financial**

- \$11,836.95 granted from Chapter Leadership Funds since 7/1/2021
- \$15,809.51 raised from Chapter Fundraising Activities since 7/1/2021

➤ **Fraternal Organization**

- 84% of chapters are in good standing, good financial standing, and meet the minimum membership size, but only 34% of chapters met the accredited level of CMP last year

Final Thoughts

Overall, the Niagara Region is in decent shape. There are some opportunities though for improvement in regards to Delta Sigma Pi's strategic priorities. Regarding the leadership development piece of member education, a priority will be to get officers to complete their training modules. To facilitate this, I plan to have conversations with the chapter presidents in the region to uncover any issues as to why the pieces of training are not being completed as well as to guide them in encouraging their chapter officers to complete their respective training modules. In addition to this, conversations will also be held about CMP performance; specifically, what each chapter's plan is to meet metrics. Concerning CMP performance last year, many of the chapters that did not reach Accredited status fell just short – missing about 2-3 items maximum. The hope is to work with both chapter presidents and VPCOs as necessary to make sure items are submitted in a timely fashion.

The region has been well-behaved this semester as there are currently no pending Risk Management issues. The only minor disciplinary action to report on is that Omicron Rho (Cornell University) is currently on probation due to continuing CMP issues. Additionally, Omega Psi (St.

John Fisher University) is listed as on guidance. This is also due to CMP issues, but there is the unfortunate likelihood that Omega Psi will surrender its charter due to dwindling interest. Regarding alumni involvement, while there is no longer an alumni chapter in the region, talks are still in place to attempt to form an alumni chapter within the vicinity of Buffalo and Rochester. To do this, I plan to work with Central Office staff and the Northeastern Alumni Development Committee to hold alumni events throughout the Niagara Region with the hopes of getting them started this upcoming Spring Semester. 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

Regional Awards Committee:

Chair - Katie McGreary

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

Travel During Period:

- Omega Upsilon Initiation (Providence, RI)
- 2024 Fall LEAD School (Philadelphia, PA)
- Boston Alumni Chapter Holiday Party (Somerville, MA)

Regional Strengths

- Proximity - all chapters within a one-hour driving distance of each other
- Alumni Chapter Involvement with the collegiate chapters
- Alumni volunteer pipeline with district directors and alumni chapter
- Communication and openness between collegiate presidents and district directors

- High familiarity with the IDP process for two or more chapters
- Annual inter-chapter events

Regional Weaknesses:

- Challenges in transitioning officers resulting in miscommunicated expectations
- Increased responsibility for CMP on the president rather than the executive committee
- Low brother participation in events such as chapter meetings due to the lack of attendance policy.
- Passing down old chapter practices from year to year without question such as voting on pledges and chapter/officer meeting format

Regional Goals:

- All chapters to achieve the accredited CMP status
- Increase regional presence at National and Regional Events
- Increase Inter-chapter communication and CMP-eligible event

Notes and Statistics on Strategic Priorities

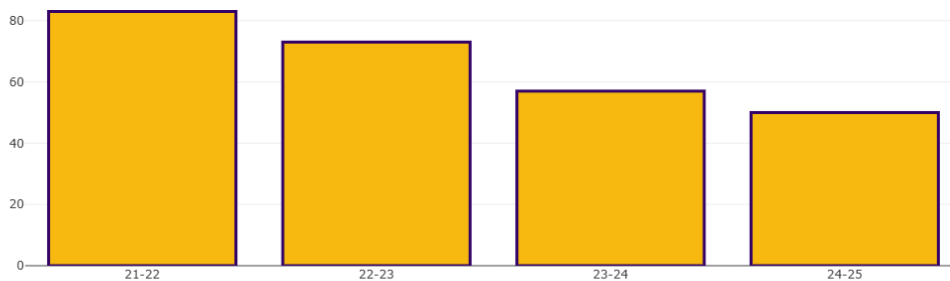
STRATEGIC PRIORITIES:

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 the 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.



Year	Annual Learners	Yearly Growth	Overall Growth
21-22	83	--	--
22-23	73	-12.05%	-12.05%
23-24	57	-21.92%	-31.33%
24-25	50	-12.28%	-39.76%

- Note: An action item for this semester is for the RVP to send out communications to chapter officers concerning completing their respective training modules.

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

REGIONAL STATUS:

23% of 71 officers have completed their designated training.

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

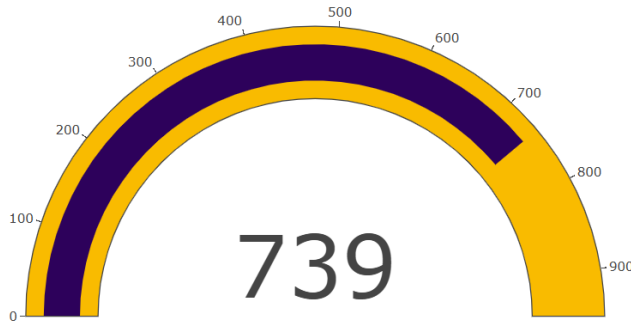
REGIONAL STATUS:

	Chapters Installed Since 7/1/21	Current Startup Groups	Targets for Future Expansion
1	No New Chapters Yet	No Active Startup Groups Yet	Plymouth State University
2			University of Maine
3			University of New Hampshire

NOTES: Nothing in the pipeline concerning new alumni or collegiate chapter expansion.

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

REGIONAL STATUS:



Goal: 950 total dues members (fall and spring combined) by 25-26

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:

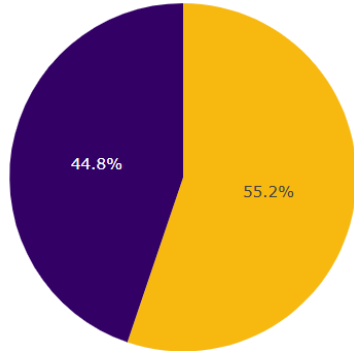
953 alumni engaged since 7/1/21 from the New England Region

Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	403	--	403
22-23	432	7.196%	256
23-24	389	-9.95%	162
24-25	342	-12.0%	132

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.

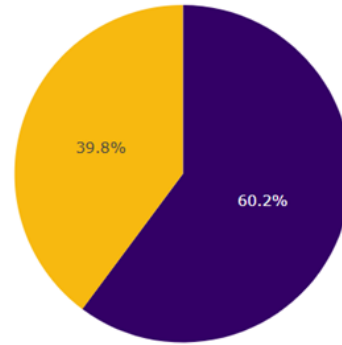
Regional Status

266 of 482 recent grads have engaged as alumni



■ Not Yet Engaged
■ Grads Engaged

172 of 22-23's 432 engaged alumni have re-engaged already this year



■ Not Yet Re-Engaged
■ Re-Engaged

Note: We have had a decrease in about 50 alumni engaged for the last three years and 30 alumni decrease in “engaged for the first time” in the last year. I feel confident we are continuing to retain the engaged alumni however strengthening the pipeline from collegiate to alumni chapter or volunteer contributor is constantly being improved in our region.

ORGANIZATIONAL EXCELLENCE

Strengthen infrastructure to support priorities.

While the other three pillars are important building blocks of the 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:

\$ 8,333.93 Granted from Chapter Leadership Funds Since 7/1/21

\$ 19,929.85 Raised from Chapter Fundraising Activities Since 7/1/21

NOTE: Several chapters in the region do not have recent donations to the CLF. Targeted fundraising or participation in the Founder’s Day Challenge can help defray the out-of-pocket cost of attending national events!

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

REGIONAL STATUS:

Expectation	% Of Collegiate & Alumni Chapters Meeting Expectation
Chapter Is In Good Standing	100%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	43%
In Good Financial Standing	100%
Minimum Membership Size	100%

Note: Chapters that did not achieve an Accredited level of CMP last year were due to the lack of National event attendance which has increased this year.

Final thoughts:

Overall, the New England Region is improving each year in different areas of fraternal engagement. Last year, we built a foundation of open and honest communication between district directors and collegiate officers. We have seen these relationships' lasting effects and benefits with the retention of district director volunteers, collaboration with IDP efforts, and questions/validation before action. As a result of more open and frequent communication, our local volunteer leaders are getting feedback from each chapter about their concerns and successes throughout the semester. The regional vice president has communicated this feedback to the provincial professional development chair, other regional vice presidents, and other collegiate members at LEAD events to socialize the concerns and efforts of the chapters.

A key goal of the Spring 2025 semester and the remainder of the calendar year 2025 is to create an avenue of communication between the chapters, first focusing on the officers. All New England Region chapters are within at most a 30-minute drive of another chapter within the region; however, we rarely see inter-chapter CMP-eligible events between chapters.

There are no pending Risk Management Issues for the chapters in the region. There have been occurrences within the chapters concerning IDP. These IDP cases were communicated to the district director and regional vice president to ensure correct action and were handled very professionally by the students.

The Boston Alumni Chapter is award-winning with its monthly fun events around the Boston Area and keeping a core group of alumni engaged. The chapter is working on bringing more new faces of either newly graduated brothers and or re-engaging alumni brothers through posting their events on Facebook and inviting Facebook contacts in addition to the monthly emails.

Travis Brodbeck, North Atlantic Regional Vice President Report



Summary

The region is stable and has ample opportunity to grow when there is a complete leadership team of district directors, regional committees, and other volunteers. The chapters in the region are resilient and thrive with limited support but with some attention, they could be consistent national award winners. The chapters are continuing to attend national events, they all brought in at least a dozen new members in the fall semester, and no chapter is carrying debt. The tough decision to end the UVM startup group was ultimately the right decision given the limited communication and forward momentum on the objectives. Operationally the region is sound, but the opportunities for growth are plentiful. There is some variation in the CMP progress of the chapters, but after the Presidents' Academy, I anticipate seeing chapters accelerating in their progress toward reaching accredited chapter requirements. One of the priorities of the new calendar year will be educating the chapters on awards submissions to spread out the opportunities throughout the region rather than between a few chapters as seen in the previous cycle.

Notes and Statistics on Strategic Priorities

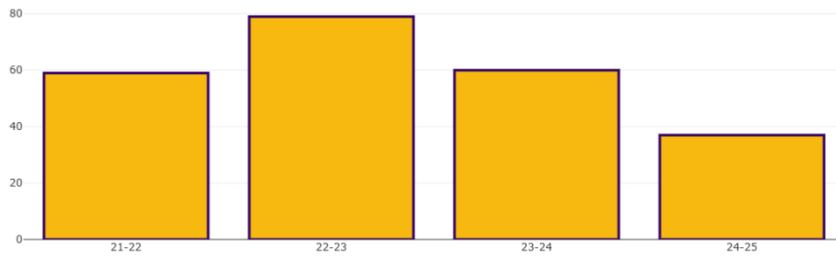
MEMBER EDUCATION

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 the 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	59	--	--
22-23	79	33.90%	33.90%
23-24	60	-24.05%	1.69%
24-25	37	-38.33%	-37.29%

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

REGIONAL STATUS:

37% of 61 officers have completed their designated trainings.

- **Note (Operations Training at National Events):** All collegiate chapters attended a LEAD school in 2024, providing the opportunity to learn essential information and skills in chapter operations and management.

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.

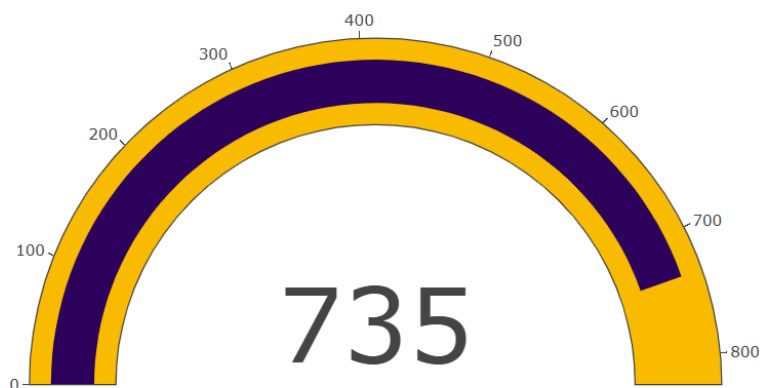
REGIONAL STATUS:

	Chapters Installed Since 7/1/21	Current Startup Groups	Targets for Future Expansion
1	No New Chapters Yet	No Active Startup Groups Yet	No Specifically Targeted Schools

Note: The University of Vermont Startup Group has been discontinued until new interest arises.

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

REGIONAL STATUS:



Goal: 824 total dues members (fall and spring combined) by 25-26

Notes:

- **Membership Size:** In the fall 2024 semester, there are 469 current dues-paying members in the region.
- **Membership Growth:** In the fall semester, 127 fall initiates were added to the rosters of chapters in the North Atlantic Region with the low being 13 members (Zeta Psi) and the high being 26 members (Phi Chi & Pi Rho).

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:

1098 alumni engaged since 7/1/21 from the North Atlantic Region

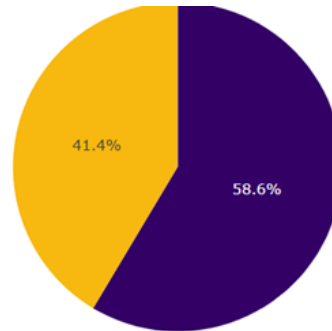
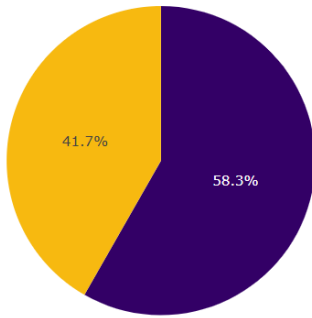
Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	418	--	418
22-23	461	10.28%	257
23-24	453	-1.73%	206
24-25	443	-2.20%	217

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

192 of 460 recent grads have engaged as alumni

191 of 22-23's 461 engaged alumni have re-engaged already this year



Notes:

- **Fall LEAD School Attendance:** Members from all chapters were represented at the 2024 Fall Lead School including both alumni chapters. One chapter brought 12 collegiates to the event despite a far distance providing an opportunity to share best practices and increase attendance among other chapters.
- **Make a Difference Day Participation:** Four collegiate chapters submitted events for Make a Difference Day this fall season.

ORGANIZATIONAL EXCELLENCE

Strengthen infrastructure to support priorities.

While the other three pillars are important building blocks of the 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:

\$ 1,347.92 Granted from Chapter Leadership Funds Since 7/1/21
\$ 9,976.37 Raised from Chapter Fundraising Activities Since 7/1/21

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

REGIONAL STATUS:

Expectation	% Of Collegiate & Alumni Chapters Meeting Expectation
Chapter Is In Good Standing	100%
Collegiate Chapters Meeting Accredited Level of CMP Last Year	67%
In Good Financial Standing	100%
Minimum Membership Size	88%

Notes:

- **Chapter Debt:** No chapters in the region are carrying any debt.
- **Chapter Leadership Fund:** Currently, there are \$2,027 available across the chapters respectively CLFs. There is a great variation in the amount of funds available to the chapters lending itself an opportunity to learn from one another and share best practices.
- **Chapter Management Program:** There is some variation in the percentage of completed Accredited CMP items, but with some encouragement, I believe we can see all chapters reach the minimum standard and beyond. I believe Pi Rho and Theta Upsilon can share tips with the other Presidents while attending the Presidents' Academy.

Supplemental Data on the Region

District Directors

- None of the chapters have an assistant district director.
- Two chapters are missing a district director: Pi Rho & Phi Chi.
- 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.

2024-2025 CMP Year North Atlantic Region CMP Reporting

#	Chapter	School	Fall Dues Paying Members	Spring Dues Paying Members	Fall Pledges	Spring Pledges	Fall Initiates	Spring Initiates	Accredited Complete	Accredited Approved	Recognition-Required Approved	Recognition-Optional Approved	Excellence-Required Approved	Excellence-Optional Approved
146	Zeta Psi	Albany (NY)	47	0	15	0	13	0	60.47%	44.19%	41.67%	25.00%	20.00%	0.00%
165	Theta Iota	Connecticut	55	0	23	0	23	0	46.51%	39.53%	33.33%	16.67%	20.00%	0.00%
176	Theta Upsilon	Siena (NY)	31	0	16	0	16	0	67.44%	60.47%	75.00%	83.33%	50.00%	83.33%
239	Nu Sigma	Roger Williams (RI)	44	0	25	0	23	0	48.84%	41.86%	58.33%	16.67%	20.00%	33.33%
265	Pi Rho	Massachusetts-Amherst	85	0	26	0	26	0	62.79%	53.49%	58.33%	83.33%	30.00%	83.33%
295	Phi Chi	Rhode Island	97	0	26	0	26	0	39.53%	20.93%	41.67%	0.00%	20.00%	0.00%

Figure 1 - Total Chapter Size in the North Atlantic Region (Source: Chapter Size Report)



Figure 2 - North Atlantic Region Fall Pledges & Initiates (Source: Pledge/Initiation Statistics Report)

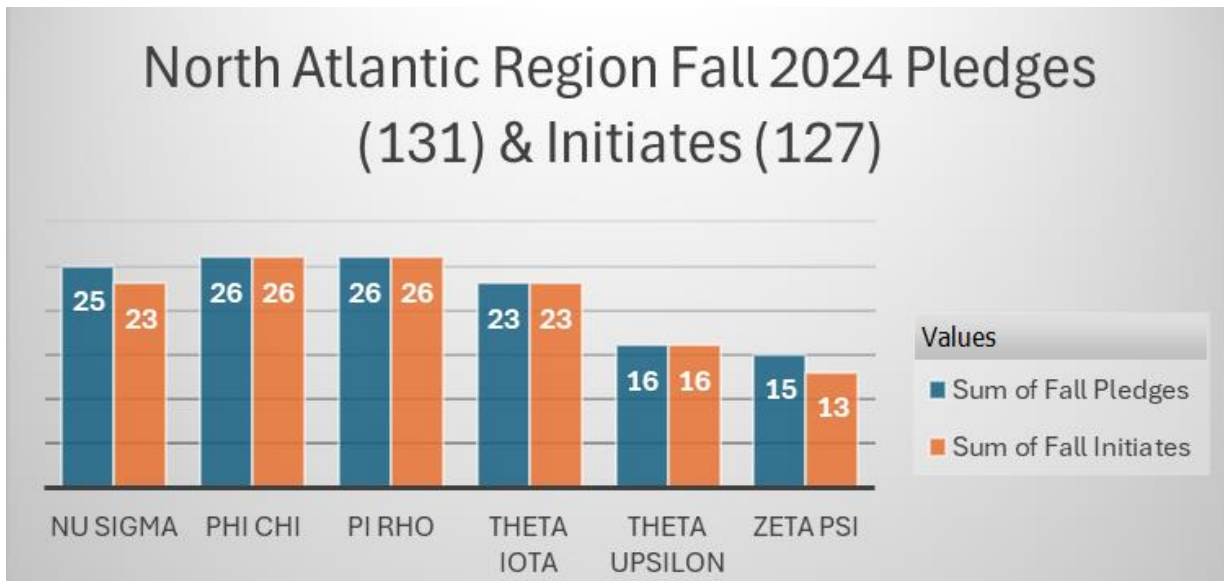


Figure 3 - Difference in Current Collegiates & Fall Dues Members (Source: Chapter Size Report)

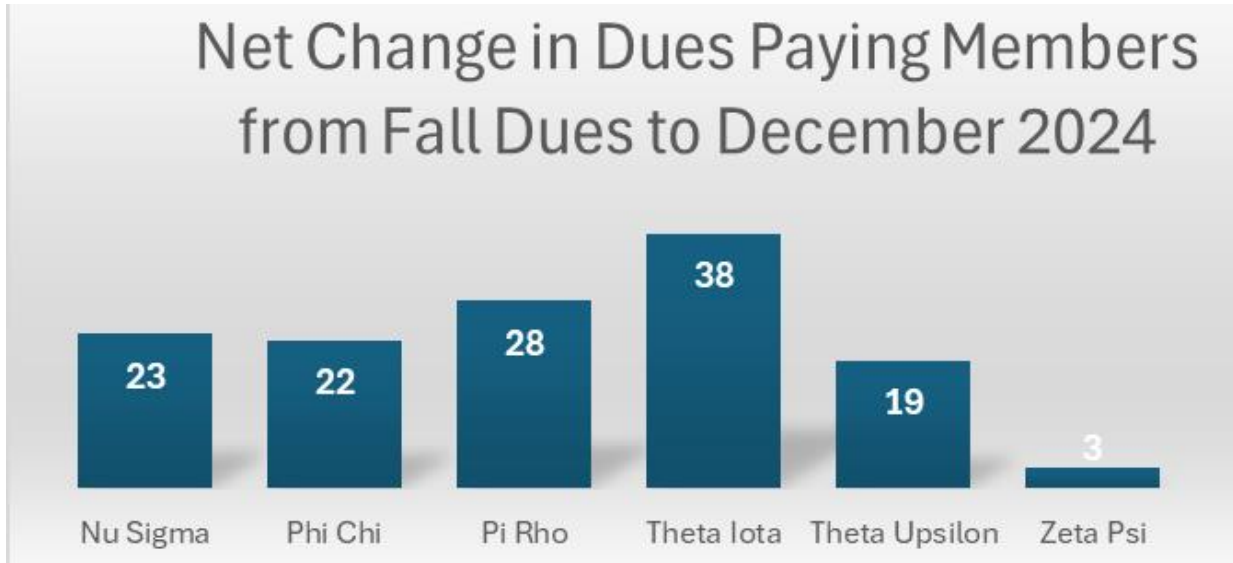


Figure 4 - Total Chapter Debt (Source: Chapter Debt Summary Report)



Figure 5 - Chapter Leadership Fund Balances (Source: Chapter Leadership Fund Balances Report)



Figure 6 - Chapter Summary Officer Module Completion (Source: Officer Module Report Report)

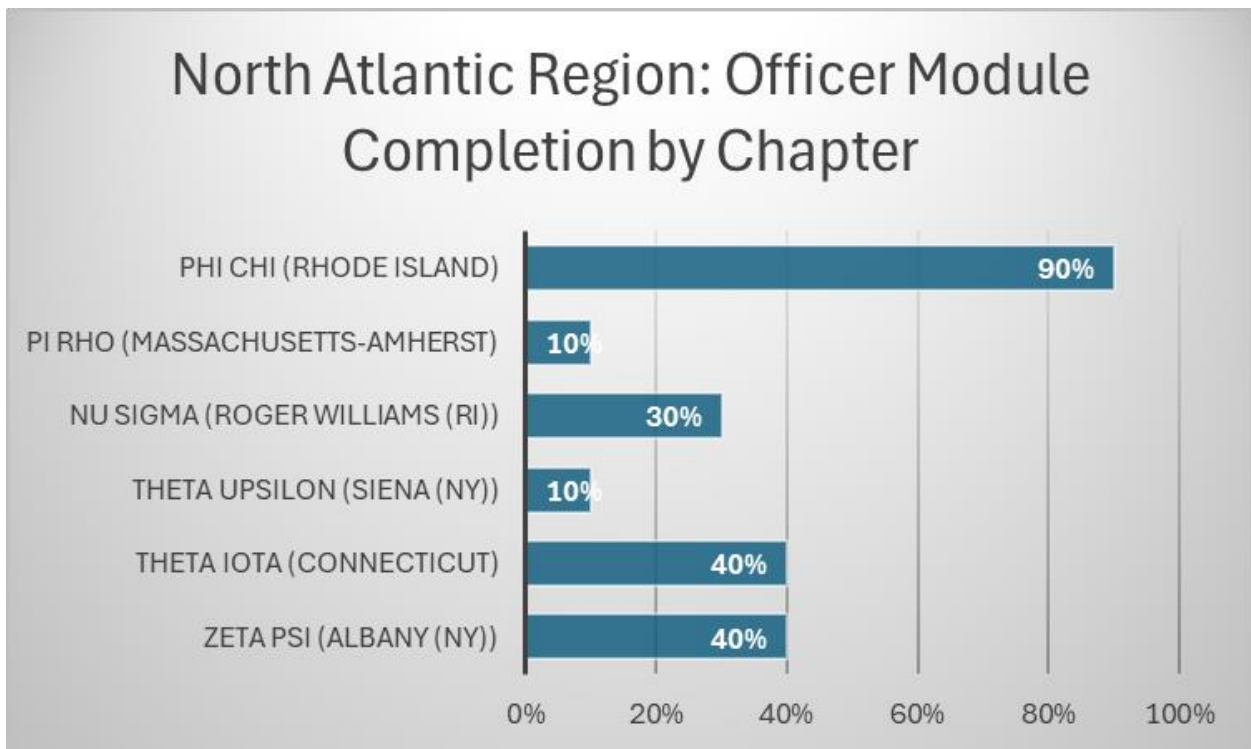


Figure 7 - Position Summary Officer Module Completion (Source: Officer Module Report Report)

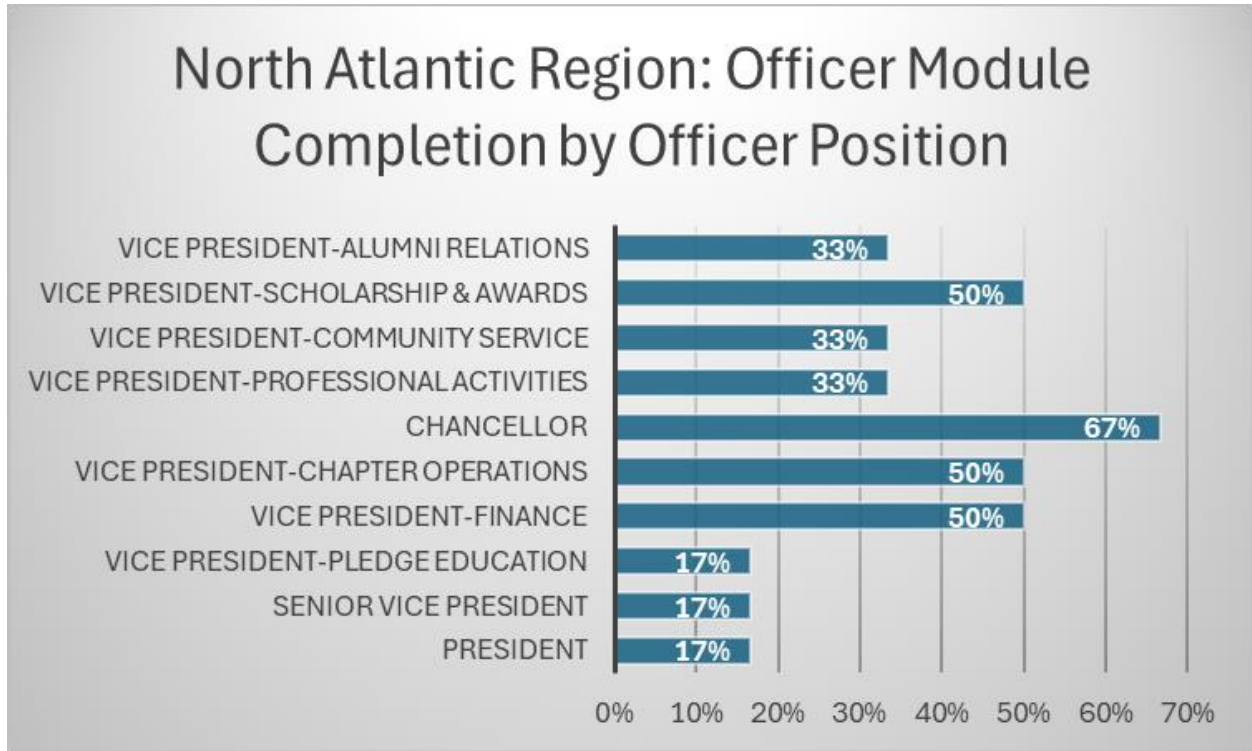


Figure 8 - 2024 Fall LEAD School Attendance (Source: 2024 Philadelphia LEAD School Report)

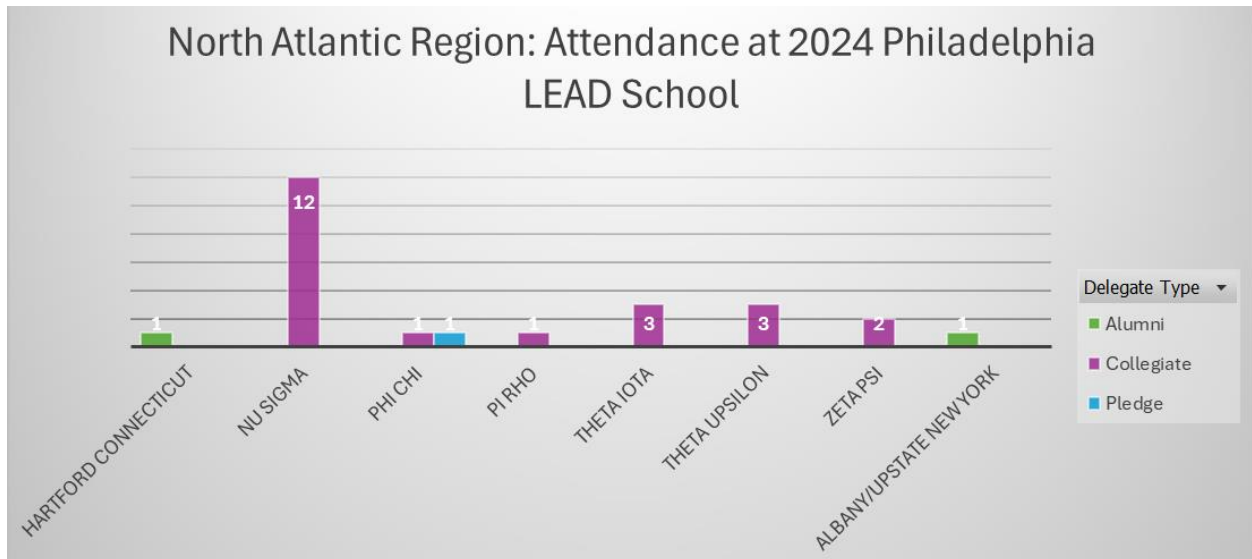


Figure 9 - 2024 Make a Difference Day Participation (Source MD Day Chapter Participation Report)



Patrick A. Bonfrisco, Steel Valley Regional Vice President Report



SUMMARY

CHAPTER	CMP GOAL	PROGRESS	COY NOMINEE	APPLICATION
Lambda , University of Pittsburgh	Excellence	25.00%	David Greenman	<input checked="" type="checkbox"/> Submitted
Beta Pi , Kent State University	Excellence	53.79%	Owen Roberts	<input checked="" type="checkbox"/> Submitted
Theta Kappa , University of Akron	Excellence	43.94%	Joseph Spiezio	<input checked="" type="checkbox"/> Submitted
Theta Rho , Duquesne University	Excellence	50.00%	Nicolas Price	<input checked="" type="checkbox"/> Submitted
Mu Pi , Penn State University at Erie	Excellence	43.18%	Michaela Florence	<input checked="" type="checkbox"/> Submitted
Nu Upsilon , West Virginia University	Excellence	42.55%	Kanae Holcomb	<input checked="" type="checkbox"/> Submitted

STEEL VALLEY VOLUNTEERS

REGIONAL LEADERSHIP TEAM

Patrick Bonfrisco	Regional Vice President	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Joe Rock	District Director, Lambda Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Rich Garber	District Director, Beta Pi Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Darian Bennett	Assistant District Director, Beta Pi Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Savannah Novak	District Director, Theta Kappa Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Patrick Flynn	District Director, Theta Rho Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Jeff Lasky	District Director, Mu Pi Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input type="checkbox"/> CDL Level 2
Nancy Mittan	District Director, Nu Upsilon Chapter	<input checked="" type="checkbox"/> CDL Level 1	<input type="checkbox"/> CDL Level 2

REGIONAL SCHOLASTIC DEVELOPMENT AND AWARDS COMMITTEE

Karla Edwards	Awards Committee Chair	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Ginnie Lowers	Awards Committee Member	<input checked="" type="checkbox"/> CDL Level 1	<input checked="" type="checkbox"/> CDL Level 2
Kristen Kralik	Awards Committee Member	<input type="checkbox"/> CDL Level 1	<input type="checkbox"/> CDL Level 2
Rebecca Patterson	Awards Committee Member	<input type="checkbox"/> CDL Level 1	<input type="checkbox"/> CDL Level 2

REGIONAL VICE PRESIDENT TRAVEL/EVENT ATTENDANCE

EVENT ATTENDANCE

11/09/24	Philadelphia LEAD School	In-Person
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Notes and Statistics on Strategic Priorities

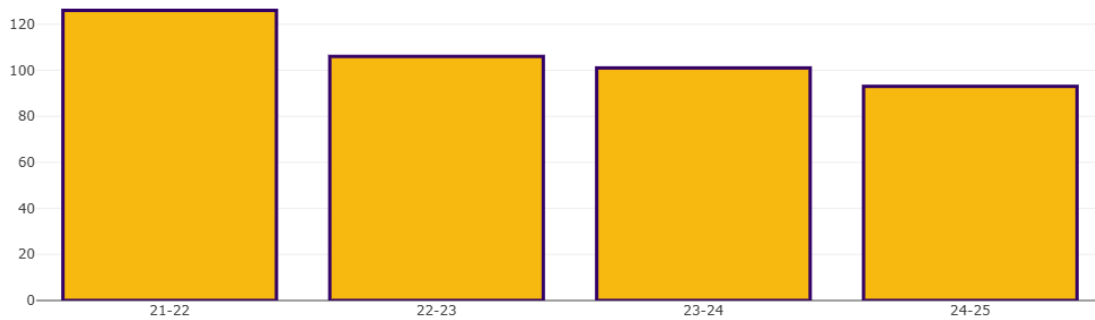
MEMBER EDUCATION

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 the 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	101	-4.72%	-19.84%
24-25	93	-7.92%	-26.19%

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 in 2023, 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.*

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

REGIONAL STATUS:

49% of 63 officers have completed their designated trainings

NOTE: *I expect to see an increase here soon 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 participation rate of 95%.*

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.

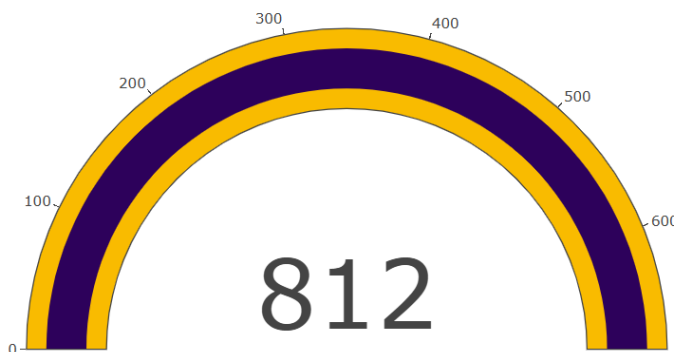
REGIONAL STATUS:

	▲ 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

NOTE: *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

NOTE: *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:

1768 alumni engaged since 7/1/21 from the Steel Valley Region

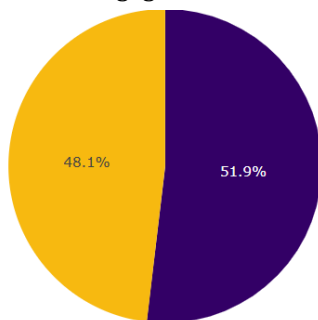
Year	Total Alumni Engaged	Annual % Growth	Alumni Engaged For First Time
21-22	517	--	517
22-23	633	22.43%	388
23-24	622	-1.73%	286
24-25	956	53.69%	577

NOTES: The Steel Valley Region had a slight decrease last year, but is expecting a good increase in alumni engaged for the first time.

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.

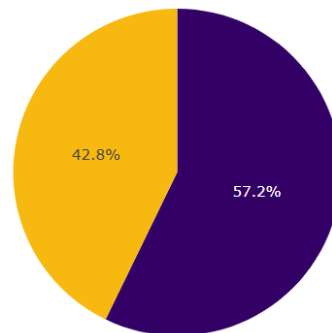
REGIONAL STATUS:

219 of 455 recent grads have engaged as alumni



■ Not Yet Engaged
■ Grads Engaged

271 of 22-23's 633 engaged alumni have re-engaged already this year



■ Not Yet Re-Engaged
■ Re-Engaged

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

ORGANIZATIONAL EXCELLENCE

Strengthen infrastructure to support priorities.

While the other three pillars are important building blocks of the 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:

\$ 29,365.24 Granted from Chapter Leadership Funds Since 7/1/21

\$ 29,141.55 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 the 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 indicators.

REGIONAL STATUS:

Expectation	% Of Collegiate & Alumni Chapters Meeting Expectation
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: *Five out of six chapters achieved Chapter of Excellence last year, and all six chapters are on track to achieve either Chapter of Recognition or Excellence level again this year.*