

THE Deltasig

- Leadership Foundation & Fraternity Annual Reports
- Bill Schilling “Coaches” ΔΣΠ 25 Years

Focused on the mission

8 | See how brothers use their purpose to be a positive force in the world.

Editor

Bill Schilling

Senior Director of Member Engagement

Heather Troyer

Communications Specialist

Megan Allen

Art Director

Shelle Design

Contributors

Tyler Wash

Memberships

AACSB International –The Association to Advance Collegiate Schools of Business
Fraternity Communications Association (FCA)
Professional Fraternity Association (PFA)
Professional Fraternity Executives Association (PFEA)

The DELTASIG of Delta Sigma Pi is published by the International Fraternity of Delta Sigma Pi. ©2020 by The International Fraternity of Delta Sigma Pi, Inc. Deltasig® is a registered trademark of Delta Sigma Pi. Pre-press by Shelle Design Inc. Printing and mailing by Royle Printing.

THE DELTASIG of Delta Sigma Pi is distributed to all faculty and honorary initiates for five years following initiation, Fraternity and Foundation national officers, Golden Council members, Trustee Emeriti, life members, current Leadership Foundation donors, and new grads for one full year following year of graduation.

The magazine is available online at dsp.org/thedeltasig.

Send address changes, articles, letters and photographs to:

Communications Specialist
Delta Sigma Pi
330 South Campus Avenue
Oxford, OH 45056
(513) 523-1907
FAX (513) 523-7292
magazine@dsp.org

On the Cover: David Kimball, *Drake (IA)*, uses decades of experience with IBM to pursue his mission of supporting young professionals as a mentor and global sales coach.



10



16



20

Contents

NOVEMBER 2020 \ VOL. 110, NO. 1

Features

4 \ Speed of the Game

Bill Schilling reflects on his 25 years as Delta Sigma Pi's Executive Director.

6 \ Pushing Forward During Pandemic – Installing Omega Phi and Omega Upsilon

Delta Sigma Pi welcomed two new chapters to the Fraternity this fall – Omega Phi at Saint Benedict & Saint John's University (MN) and Omega Upsilon at Providence (RI).

8 \ Focused on the Mission

Four brothers with different professional journeys show us the importance of focusing on our mission.

16 \ Awards

Recognizing chapters and individuals for their hard work and dedication during 2019–20.

20 \ Delta Sigma Pi Fraternity and Leadership Foundation Annual Reports

Looking back on a year of progress and great determination to further a higher standard for Delta Sigma Pi and the Delta Sigma Pi Leadership Foundation.

In Every Issue

3 \ Deltasig News

5 \ Congress 2021

34 \ On Campus and Beyond

36 \ Kudos

38 \ Alumni Awards

38 \ Losses

39 \ Brotherhood Network

Deltasig News

PLEASE CHECK [DSP.ORG](http://dsp.org) FOR UP-TO-DATE INFORMATION AND MORE DETAILS.

ARCHIVING FOR THE FUTURE

Delta Sigma Pi received a grant from the W. E. Smith Family Charitable Trust, an Oxford-based granting program designed to promote and encourage interest in regional history and support historical research and publication. This \$5,000 grant will be used to help fund two upcoming projects to index *The Deltasig* magazine archives and to digitally archive the Grand Chapter Congress minutes. Although you can access and search all past issues of the magazine now at dsp.org/thedeltasig, this indexing will give visitors brief summaries for each issue.

MINUTES IN SECONDS FROM THE JULY 15, 2020 FRATERNITY BOARD OF DIRECTORS SPECIAL MEETING

- Changed the previously "in person" 2021 Presidents' Academy to VIRTUAL, due to COVID-19 restrictions, member health and safety concerns, and efforts to limit financial and organizational liability. (Virtual program now set for January 15-17.)
- Invoked Ritual Regulation Article X, "Emergency Powers" (by required ¾ vote), to replace the current Ritual Book with two new versions, one virtual and one using social distancing. (Ratification required at next GCC). Use of the prior Ritual is currently prohibited.
- Reconfirmed ongoing expectation for all collegiate chapters to actively recruit and have pledge classes this fall. Additional resources have been provided to help adapt to various new scenarios.
- Approved a virtual Fall LEAD School general structure, roughly paralleling the traditional in person model (keynote, educational sessions). The in-person events were previously cancelled. (Virtual LEAD held October 3-23 with \$15 registration fee.)

· Referred to Finance Committee:

- Various recommendations concerning LEAD registration fees (free, discounts, chapter fee, etc.).
- Possible suspension of Chapter GCC Fund fee for fall 2020.
- Proper policy wording to provide desired "relief to chapters" on dues payment timing, late fees, etc.
- Made temporary changes to CMP for the 20-21 year, including:
 - Suspending some "no debt" requirements.
 - Noted there will be virtual LEAD attendance requirements developed and communicated.
 - Lowering optional items to complete for Chapter of Recognition from 6 to 5 of 8.
 - Lowered requirements for Accredited level: professional events from 7 to 6 and community service from 6 to 4.
 - Directed staff to expand normal practices of adaptability when chapters communicate limitations to successful completion of requirements in advance of due date—with a goal to limit penalty.

- Note: A Diversity, Equity and Inclusion requirement was previously approved, with additional DEI recommendations under development.

- Recommended to the Executive Director that due to COVID-19 and continuous illness risks, that all in person staff campus visits be suspended until the end of 2020.
- Recommended to the Executive Director that ELCs and other staff present online workshops on various key educational topics to help chapters adapt to new environments in holding meetings, recruiting, pledge education, fulfilling officer duties, etc.
- Approved a recruitment video contest with a \$400 prize. (Won by Delaware.)

MINUTES IN SECONDS FROM AUGUST 16, 2020 FRATERNITY BOARD MEETING

- Revoked charters for Lambda Chi (California-Riverside) for hazing violations and Xi Sigma (Wingate (NC)) for declining membership and business enrollment.

- Approved making the 2021 LEAD Provincial Conferences and Council Meetings virtual events due to COVID-19 restrictions, member health and safety concerns, and efforts to limit financial and organizational liability. The Board directed staff to attempt to rebook the 2021 dates and locations for the 2022 events (Which was accomplished!).
- Ratified the approved recommendations from the July 15, 2020 Special Called Virtual Board Meeting.
- Accepted the following brothers into the Golden Council: 2018 National COY Travis Brodbeck, LF Executive Vice President Tyler Wash and Educational & Leadership Consultant Jasmin Flores.
- Officially installed 2020 National COY Cody Vasquez into office.
- Received an update on the Strategic Priorities from Organizational Development Chair Lisa Brown and received updates from the COVID-19 Task Force Chairs.
- Added clarifying language to the inactive status policy stating that dues credit will only be applied if the inactive request is submitted within the first 60 days of the academic term.
- Approved making a digital version of the 2020 *Crown & Delta* available for pledges in the fall due to remote students and possible shipping delays due to COVID. Print versions still required to be purchased.
- Added a Chapter Diversity Assessment as a required item under the Chapter of Recognition CMP Tier (Tier II). This new requirement will be implemented for the 2021-22 CMP year.
- Approved annual IRS Set Aside Resolution of passive income in the amount of \$233,784.
- Directed the Professional Development and Nominations Committees to submit recommendations to add minimum Fraternity educational requirements for District Directors and Grand Officers to bylaws and policies.
- Referred a number of recommendations related to the Collegian of the Year program to the Organizational Development Committee.
- Referred recommendations submitted by Bowling Green State (OH) related to the Individual Discipline Policy to the National Organizational Development Committee and the associated task group.



The Speed of the Game

“Coaching” Delta Sigma Pi through 25 Years of Change

BY **BILL SCHILLING**, EXECUTIVE DIRECTOR

While my love of college football (go Huskers!) is well known, I hadn’t previously considered many parallels with football and the Fraternity. One example that stands out, when reflecting on change over two and a half decades, is “the speed of the game.”

High school stars trying to make it in college often discuss how everything moves much faster. Rookie pro echoes with how they’re adapting to how quickly things move – while trying to make the cut. Delta Sigma Pi has adapted tremendously over my tenure, and I’ve managed to keep making the cut... but it has been through the combined efforts of great coaches (staff and volunteers) that our Team Deltasig has had an overall winning record.

Some examples of how and why the “game speed” has changed significantly since 1995:

- We’ve initiated nearly 130,000 more members
- Ubiquitous cell phones with unlimited minutes
- This thing called “the internet” and email
- Those 130,000 – and the previous 160,000 – all have my cell number and email address!
- Over 80 chapter installations and reactivations
- Zoom, Facebook, Instagram, Slack and their cousins

Sheer volume obviously plays a role, but advanced technology is at the heart. Back in the day, a brother would likely pen a letter, stamp and mail it, with the expectation any action might occur at one of the two Board meetings held during the full year.

Today, something can be posted on Facebook with expectation and confusion on “Why hasn’t the Fraternity done anything?” – all within a few minutes. The yin/yang being that with all these tools, there

is a possibility leadership could rapidly, collectively examine, seek feedback, decide and then educate on any decisions made – almost immediately. While possible – and sometimes accomplishable—reality often interferes with best intentions.

One of the benefits of Delta Sigma Pi being a volunteer-lead organization is the vast talent and experience pool we have to reference when driving our organization forward. However, it also means decision-making leaders have busy personal lives – family and work obligations – which also have vastly accelerated expectations in these times. Yet, all have the same 24-hour day that existed back when snail mail – oh and faxes! – ruled.

The old adage of the “unattainable triangle” comes to mind: you can have quality, speed or price, but you can’t have them all. Frankly, even if we hired many more staff (cost); we still wouldn’t be able to act much more quickly with the need/want/desire for input and review from members/leaders on most areas of operation. And increased cost, of course, likely means higher dues and fees – always a concern in any enterprise. (Thankfully, we have been able to do well in that area through various non-dues revenue paths and great recruiting by our chapters. 1995 estimated collegiate members = 6,000; 2020 = 11,000.) An extra special thanks to our Leadership Foundation contributors here as well!

These are observations on reality and not complaints. Though it is sometimes challenging, it is incumbent on us to adapt in order to succeed and meet modern needs and expectations. Our current students have grown up in a digital age, and the

game will be even faster over time.

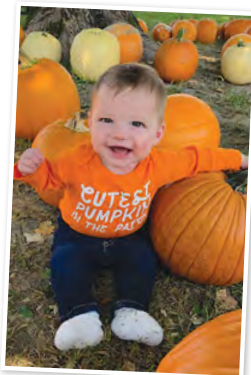
All that being said, enter 2020; enter worldwide pandemic. Your Board and staff has had to make unprecedented decisions, quickly, in an unprecedented scenario. Spanning the nation and every conceivable type of college campus environment, we were compelled to act quickly while balancing the safety of our members – and long-term viability of the organization – against our culture norms. Frankly, I am proud of how our leadership and teams adapted and made tough decisions, despite the imperfect information available. Some of those actions taken, even if unpopular, have placed us in a much stronger position than many of our peer groups, monetarily and from a “going forward” base.

I will be ever-grateful for the experienced and talented brothers who stepped up to serve on various COVID-19 Pandemic Task Forces to analyze and provide recommendations to the Board on various important operational areas. Their efforts supported and made possible other time-sensitive activities that required the focus of Board and staff. Importantly, they also helped cover at least some of the bases of feedback, buy-in, various viewpoints, etc. – while necessarily cutting short a broader discussion.

Pandemics. Hurricanes. Floods. Tornadoes. Fires. Terrorism. Epic draught. Unrest. War. Upheaval. These things have all been part of my 25 years with Delta Sigma Pi – and also part of my 25th year alone! One supposes the former has helped prepare for the latter, but “The times, they’ve been a ‘chargin’.”

I’ve had the opportunity to serve under seven Fraternity boards, seven athletic directors (GPs) and have lost and gained more than a few offensive coordinators (key staffers). All of whom have brought their own coaching styles and suggested approaches to the game, helping us to stay perpetually in the Top Ten and the quest for national championships.

Though I’ve always been slow of foot, hopefully my good hands and “feel for the game” have played a part in keeping us in contention over the past 25 years – and into the future. ▲



During this span, Sherry and I have also raised a family, become empty nesters, and now welcome the next generation with our first grandchild—Eli!

DELTASIGS TAKE THE LAKE !

The Fraternity gears up for the 2021 Grand Chapter Congress in Cleveland, August 10-14.

During Grand Chapter Congress, the business of the Fraternity is conducted – bylaw/Ritual changes are voted on and elections are held – but there is also plenty of time for fun! After daily educational and business sessions, brothers from across the country have the opportunity to meet, greet and interact. You will not want to miss Wednesday night’s Grand President’s Dance and Game Night, Friday night’s outing at The Rock & Roll Hall of Fame and Saturday night’s Grand Banquet.

Hotel reservations are available now for the Hilton Cleveland Downtown. There is no cost to book now. || DSP.ORG/GCC



Pushing Forward During Pandemic

Deltasig Welcomes Two New Chapters at College of Saint Benedict & Saint John's University and Providence College.



Omega Phi was installed at St. Benedict/St. John's (MN) on September 13 with 30 students, one affiliate member and three faculty.

School: College of Saint Benedict & Saint John's University
- Collegetown, MN

Chapter Number: 303

History of the University: The College of St. Benedict was founded in 1913 by the Sisters of Saint Benedict's Monastery. The Monastery began in 1857 by four young nuns and two monastic candidates who journeyed from Pennsylvania to form a community in Minnesota. In 1961, the college was incorporated as an independent institution. Today, it remains the only Benedictine College for women in the nation.

St. John's University was founded in 1857 as St. John's Seminary by the Benedictine monks of Saint John's Abbey from Germany. In 1883, the name changed from seminary to university.

The two campuses (located just four miles apart) began a partnership in 1958 and have a combined enrollment of nearly 3,500 students. St. Benedict is a female residential campus and St. John's is a male residential campus, who work cooperatively sharing co-ed academics, sports, and extra-curricular activity.

Concentrations: accounting, finance, global business leadership, economics and food studies in business.

The St. Benedict/St. John's Colony began with Andrew Newinski, a Deltasig transfer student from the University of Minnesota who joined with classmates to obtain permission from the business department and student life office. The colony petitioned with 31 students and three faculty.

The colony hosted resume workshops, a financial planning speaker, career discussions with alumni and welcomed professionals from BerganKDV and Kensington Bank. Philanthropically, the group packed meals for Haiti at Feed My Starving Children, cleaned up campus after a football tailgate, mailed cards to soldiers, and held multiple fundraising efforts.

According to 2015 National COY Chad Robinson, "I have had the pleasure of coaching and learning from this motivated group of individuals who aspire to join our ranks as brothers of Delta Sigma Pi as their District Director. I am excited to see what they will achieve as a chapter of our Fraternity and glad to call them my brothers!"

Welcome, Omega Phi! ▲



Omega Upsilon was installed at Providence College (RI) on October 18. The colony petitioned for a charter with 74 students.

School: Providence College – Providence, RI

Chapter Number: 304

History of the University: Providence College is a Roman Catholic liberal arts college founded in 1917 by the Dominican Friars. Two Bishops of the Providence Diocese petitioned for a school for Catholic youth in the area. The first classes were held in 1919 with 71 male students. It remained all-male until 1971 and now offers 49 majors to more than 4,500 students.

Concentrations: accounting, finance, management and marketing.

The Providence Colony began with an inquiry from colony president Trevor Somers, who was referred from our chapter at Elon University. Signatures of 50 supporters, along with details about Delta Sigma Pi and an interview with Central Office staff, was reviewed by the College's Board of Directors to obtain permission to proceed. The colony petitioned for a charter with 74 students.

The colony hosted interview workshops, study abroad preparation panels, and impressive guest speakers with professionals from major brands like Rolex and Reebok. They also gave back to their community by writing letters to soldiers, hosting a shoe drive and trick-or-treating for canned goods to donate to the Rhode Island Dream Center homeless shelter.

According to New England RVP (and 2016 National COY) Jen Huynh, "Establishing a chapter at Providence College makes Delta Sigma Pi the first fraternity on campus. This shows how the current members have positively represented themselves, their school and our Fraternity during their time as a colony."

Welcome, Omega Upsilon! ▲



Think Big and Keep Raising Your Hand

*Career Advice from a Global IBM
Sales Coach and Mentor*

ALL PROFILES BY MEGAN ALLEN,
COMMUNICATIONS SPECIALIST

David Kimball, Drake (IA), has been with International Business Machines (IBM) for over 35 years, taking on 12 different positions in that time. Today, he mentors and shapes the minds of young professionals as a sales coach and mentor, sharing advice he's learned since his days of testing out brick cell phones.

Brother Kimball was initiated into Alpha Iota Chapter in 1975. On the topic, he says, "I didn't join Deltasig until my junior year of college. But when I did, I joined a terrific group of young men and women who shared common community and interests in business. We gave each other confidence and encouragement through many activities we did together." Over the years, David has carried Deltasig relationships with him. In fact, the best man in his wedding to his wife Lisa, was 1977 National COY Marc Franson, also *Drake (IA)*, who encouraged him to join the Fraternity.

After graduating in May 1977, Kimball joined IBM working in sales. He recalls, "It's the only company I've worked for and yet I've had 12 different assignments over those 35 years. In addition, I've Been Moved four times." And a lot has changed at the Fortune 500 since he started. He recalls being the tester of the very first brick cell phone in 1990, trying it out for IBM internal use. "I looked like a WWII soldier carrying a 3 lb. walkie-talkie on my shoulder." Not only did the size change, but so did his monthly bill, going from \$1,150 to \$100.

Out of all of his experiences, he counts his current role as a sales coach and mentor for young IBM professionals in North America, Latin America and Western Europe as his greatest accomplishment professionally. "I really enjoy sharing my business experiences and mentoring others so they can have 'line of sight' to what is possible for each of them." During the pandemic, Kimball has been utilizing virtual meetings, however prior to the pandemic the majority of his meetings took place in-person. Of all the places he's been, Budapest and Prague stand out, as well as Amsterdam and Lisbon.

Globally and locally, Brother Kimball most enjoyed working with his fellow IBM professionals – many of which being Deltasigs! He says, "We had shared objectives in putting clients first." ▲

BROTHER DAVID KIMBALL'S BIGGEST LESSONS

► **THINK BIG.**

"Keep raising your hand and questioning the norm and what people think is the 'status quo'. Don't ever assume someone else MUST have your same idea... and that your input simply won't matter. NOT! Years ago, I was in a meeting in Raleigh, NC with our (then) VP of Supply Chain for Personal Computers division (Tim Cook, now CEO of Apple). I raised my hand and asked my question. Seven weeks later, I was discussing my thoughts and ideas in IBM's board room with Sam Palmisano, then CEO, and others."

► **DO WHAT YOU LIKE.**

"That sounds so cliché, and you've heard this before, but it's true. Not every job you have will be fulfilling, but these early experiences will help you find your purpose, your calling. Move to it. If you like what you do, it will show, and you will not only excel, but be a light and encourager to so many others. Good leaders will recognize your efforts and compensate you accordingly and/or put you in other positions you will earn over time."

► **RESILIENCY IS KEY.**

"I often tell (especially) young people, to 'bloom where you're planted.' Because, this too, shall pass. But make the MOST out of your situation. Network, reach out, meet (even virtually) with old friends/colleagues, major on continuous learning, and volunteer/do something out of your lane. There are so many online courses out there. Find a way to answer the question, 'What can I do to put myself in a position where I will demonstrate unique value?' This is what your organization wants from you; this is what clients want from you. Time is short; leverage all the skills and talents you already bring to the table... and make them better. And when you do, you'll be ready to take on the world."

► **BE OPEN-MINDED.**

"One of my bosses and mentors once said, 'Is the task at hand possible, but difficult... or difficult, but possible?' Perspective in business is so important, but also keeping an open mind is critical to executing what is necessary. I share this memory with the many people I work with today as a global coach and mentor."

Forged During a Pandemic

Brother Creates a Better Made-In- America Marketplace



Colin Rice, Georgia, recently created Mill & Oak, an online marketplace for American-made gifts and goods, supporting artisans/makers of décor, jewelry, clothing and more.



In the interview that follows, Colin discusses his new venture, and the bravery it takes to start a business during a global pandemic.

Q: How did you come up with the idea for Mill & Oak?

A: The idea was the easy part! As lockdown quickly changed the way of life of many of my friends and family, I would often have conversations about what could be done to support local businesses, especially those who made their products in America. Even though there were places online where American-made goods were sold, I thought I could bring something new and modern to the experience, taking advantage of some of the new innovations in e-commerce that have happened in the last few years. I saw an opportunity to change the perception around buying American-made products.



“If I’ve learned anything this year, it’s that the only constant is change... staying focused on your mission is key. Staying true to why I started keeps me going.”

Q: What motivates you to continue growing your business during today’s circumstances?

A: If I’ve learned anything this year, it’s that the only constant is change. Every year will bring new challenges for you and your business, and staying focused on your mission is key. I know that my job with Mill & Oak is to first and foremost provide value to the makers who are building incredible products across the country. Staying true to why I started keeps me going.

Q: What was your time as a collegiate Deltasig like and how did that prepare you for your professional journey?

A: I owe so much of my professional development to Delta Sigma Pi. The foundation Deltasig gives in

professionalism, relationship-building and community advocacy really echoes the core tenets of Mill & Oak’s mission and values, and set me up for success in my career.

Q: What has been your career path since graduation?

A: Since graduating from the University of Georgia I’ve been fortunate enough to spend the last two years at a large management consulting firm. I recently transitioned to a strategy role at a growing digital agency in NYC. The pandemic has brought plenty of uncertainty to my career goals and expectations, but I’ve been fortunate to maintain my employment during this confusing and difficult time.

Q: What is your philosophy when it comes to business?

A: In the beginning, like with any new business, there was a lot of uncertainty around what would drive new features and how I would promote the platform. But once I started having conversations with makers about potentially listing their products on the site, the mission quickly became about them and their stories. I’ll often ask myself, “How does what I’m doing improve the experience for the makers on Mill & Oak? What is the best possible way that I can provide value to the business owners who’ve trusted me with their products?” At Mill & Oak, we have an uncompromising commitment to our makers, and they guide every move we make as a company.

Q: What advice do you have for current college students and young entrepreneurs?

A: Take more chances! I would say the biggest mistake you can make is being so afraid of making mistakes that you never end up taking a massive chance that could change your life. You have to take big leaps in life and in entrepreneurship to really see what you’re capable of accomplishing. ▲



Retired Marriott Executive Edwin D. Fuller Honored for Career Achievement

Ed Fuller, *Wake Forest (NC)*, was named the 2020 Deltasig Career Achievement Honoree. Brother Fuller received his Golden Helmet award in 2018, recognizing 50 years of dedication to Delta Sigma Pi. He has also achieved the Cornerstone Level of support to the Delta Sigma Pi Leadership Foundation.

Brother Fuller was initiated into Gamma Nu Chapter at Wake Forest University (NC) in 1964, transferring to Boston University, where he graduated in 1968. He also completed the Harvard Graduate School of Business Advanced Management Program and served as a captain in the U.S. Army in Germany and Vietnam, where he was awarded the Bronze Star and the Army Commendation Medal.

Brother Fuller retired in 2012 as President and Managing Director of International Lodging with Marriott International, after nearly 40 years. His experience included crisis management, future business assessment, top-level customer relationship management, and sales and marketing leadership. He also specialized in long-term strategy development that applied corporate



Presidents' Academy attendees pose with their copies of Fuller's best-selling book, *You Can't Lead With Your Feet on the Desk*, which he generously donated.

philosophies, delivered on brand promise and enabled ethical decisions. His results included the creation of 80,000 new jobs worldwide, the formation and operation of 555 hotels in 73 countries, \$8 billion in annual sales, and the implementation of multiple environmental, philanthropic and educational initiatives.

Today, Fuller is president of the Irvine, California-based Laguna Strategic Advisors, a global consortium that provides opportunities and services to independent providers of business consulting services. He also focuses his energies on supporting educational and corporate social responsibility activities. Brother Fuller is a best-selling author, using colorful and real-world experiences in his top 20 best-selling business book, *"You Can't Lead with Your Feet on the Desk,"* which he has generously donated

His results included the creation of 80,000 new jobs worldwide... \$8 billion in annual sales, and the implementation of multiple environmental, philanthropic and educational initiatives.

copies to Presidents' Academy attendees the past two years. He is also the co-author of *"Red Hotel,"* an international thriller drawing on his time in the hospitality industry as well as the armed forces. ▲

Over the years, Brother Fuller has also been involved in the following roles and has received recognition both nationally and globally as:

- ▶ Vice Chair of the Board of Overseers at Boston University, former President of the University's Alumni Association and a former Trustee.
- ▶ Chairman of Boston University's hospitality and management school's advisory board for 12 years, serving as a member of the President's International Advisory Board.
- ▶ The 1998 recipient of the Boston University Alumni Award, the university's highest honor.
- ▶ Trustee of the Foundation at the University of California-Irvine, and former Chairman of the Advisory Board of the Merage School of Business.
- ▶ Member of the Chancellor's CEO Roundtable at California-Irvine, as well as an adjunct professor of Globalization in the university's business school's master's program since 2013.
- ▶ Member of the California State University Chancellor's Hospitality Management Education Board and a director of the University's San Marcos Foundation. Since 2012, he has also served as an adjunct professor of Leadership at the University's College of Hospitality in Pomona and San Diego State University.
- ▶ Trustee of the Prince of Wales International Business Leaders Forum.
- ▶ Chaired the Governing Board of International Tourism Partnership for 10 years.
- ▶ Serves on the Safe Kids Worldwide Board and the Althea Foundation Board.
- ▶ Former Board member of the Pacific Area Travel Association Foundation and United Way International.
- ▶ President and CEO of the Orange County (CA) Visitors' Association.
- ▶ Serves as Commissioner for Travel & Tourism for the State of California since 2008 and in 2013 joined the staff of Visit California.
- ▶ Emeritus member of the Travel Industry Management School Advisory Board at the University of Hawaii.
- ▶ Chairman and Trustee of the Sigma Alpha Epsilon Foundation.
- ▶ Board member of The Mind Research Institute in Irvine, CA.
- ▶ Member of the Advisory Board of the Merage Investment Group.
- ▶ Board member of Concord Hotels.
- ▶ Director of the Federal Bureau of Investigators National Academy Associates Foundation (FBINAA).
- ▶ Member of the California DMO CEO Council.
- ▶ Presented the 2013 Hospitality Industry Leader of the Year Award by Nevada-Las Vegas.

Deltasig Leads Healthcare Center Through Trying Times

*Using His “Why”
to Serve with
Purpose and
Community*



It has been said that great leaders don't set out to be a leader... they set out to make a difference -- a saying that can be applied to Jim Atty, Iowa, who has been serving as the CEO of Waverly Health Center in Waverly, Iowa since 2014.

Finding Your “Why”

Brother Atty found his “why” his sophomore year, after a mentor of his who worked at a local hospital saw something in Jim that indicated healthcare would be a great industry choice for him. “I followed him around and was hooked,” says Jim. “He led me into healthcare administration.” During that same time, he was part of Iowa’s Epsilon Chapter, which he proudly remembered was the number one organization on campus for several years of his college career. “There were always opportunities to get involved. We worked very hard and you always

had a resource for a class, a friend you could ask for help.”

A business administration major and knowing healthcare administration was in his future, Brother Atty went straight on to grad school, earning an MBA with a concentration in corporate finance, as well as a Master’s of Health Administration. In 2009, he moved to Missouri. “I worked as a practice administrator for a hospital down there, working on the clinic side of things.” After 14 months, he moved to UnityPoint Health in Fort Dodge (IA), serving as a business analyst, finance director and finally CEO for

one of the hospital's small affiliates for a few years. In 2014, he transitioned to Waverly Health Center as CEO.

At Waverly, Atty describes his role as ensuring the organization stays relevant as time changes and being future-thinking. He says, "When you break it down in a nutshell, you're the keeper of the strategy and culture of the organization. Making sure everyone is marching in the right direction." He jokes that he spends most of his day thinking about and focusing on the healthcare system: "I can devolve a conversation into something about healthcare really easily."

Making Critical Decisions During Unprecedented Times

Since the Coronavirus began to sweep the nation, Atty has been responsible for balancing ongoing operations, while making very careful decisions about the safety of not only the community which Waverly Health Center serves, but the staff who offer critical care. In charge of making decisions on behalf of a clinical access hospital with seven locations spanning three counties, Atty understands the importance of the hospital's role in his community and

"If you figure out what that North Star is, and you continue to bang the drum, people will fall in. Figure out what's important to you and remind people that it's why we're all here."

planning for the future.. "Healthcare is constantly changing," he says. The key to leading during a time where the world is in a constant pivot? "Knowing that our plans need to be malleable, and being willing to change course."

"The big thing we've been trying to do is balance how we continue to move the organization forward, while dealing with COVID-19 that is keeping us stuck in the mud." He admits each day consists of reacting to a new problem related to the virus, and it isn't in a hospital's best interest to have to be constantly reacting to issues. Add to that highly politicized recommendations, new masking protocols, shutting down units and surgeries for a period of time, limiting visitors, enforcing new masking protocols, and hiring staff to fill roles that didn't even exist months ago.

How does he plan to keep moving forward when an entire strategic plan can become outdated by a virus within a couple of months? Keep moving forward. In fact, the organization had just begun the initial stages of a \$40 million expansion and renovation when the pandemic began, something Jim has worked hard to keep on track, an important reminder to the community the health center will continue to be a valuable resource, something Brother Atty takes very seriously.

Motivating Through Uncertainty as a Community

A keeper of company culture and morale, Brother Atty admits it hasn't always been easy motivating his team of essential workers through the pandemic, but finds success in knowing people's "why." "You have to figure out and understand why you're there

in the first place," he says. "We know that everyone here is here because they want to help. If you figure out what that North Star is, and you continue to bang the drum, people will fall in. Figure out what's important to you and remind people that it's why we're all here. It's remembering the mission and why you got into healthcare in the first place. We're able to prevent death, sickness, and react to those problems as well."

The biggest challenge? The unknown. "It's not easy," says Jim. "This time right now has been the most stressful and the most difficult because it is fraught with so much unknown. We're asking, 'Is this safe?' That's what makes it more difficult. It still has financial challenges, but now we're dealing with the safety of our staff and community."

For Brother Atty, the hospital doesn't belong to the individuals who work there, it belongs to the community that depends on it. "Our stakeholders are in our backyard. I see them when I drop our kids off at school." His leadership reflects this mindset, with the organization using the input of an elected board, foundation board, auxiliary group and other various stakeholders he regularly meets with.

In the early fall, many discussions were centered around how schools would safely reopen (or, if they would). As a major resource for the community, Waverly Health Center prioritized working with all local schools, including colleges, to provide valuable input in students receiving their education safely. According to Jim, "I've always thought the hospital is an economic support, not an economic driver. We go as our community goes, we thrive as our community thrives." ▲



CONGRATULATIONS TO THE 2019-20 DELTA SIGMA PI AWARD WINNERS

NATIONAL INDIVIDUAL AWARDS

CHAPTER ADVISOR OF THE YEAR

- 1** Debra K. Cartwright, serving *Truman State (MO)*
(front row, with white triangle)

2 DISTRICT DIRECTOR OF THE YEAR

Louise Santos, serving *Cal Poly-Pomona (right)*

NATIONAL COLLEGIATE CHAPTER AWARDS

R. Nelson Mitchell Outstanding Collegiate Chapter

Truman State (MO)

Most Improved Collegiate Chapter

Penn State-State College

Outstanding Professional Activities

CUNY-Baruch

Outstanding Service Activities

CUNY-Baruch

Outstanding Financial Operations

Arizona

Outstanding Alumni Relations

Truman State (MO)

Outstanding Scholastic Development

Arizona

NATIONAL ALUMNI CHAPTER AWARDS

Outstanding Alumni Chapter

Los Angeles

Most Improved

Kansas City

Outstanding Professional Activities

Los Angeles

Outstanding Service Activities

Atlanta

Outstanding Collegiate Relations

Los Angeles

PROVINCIAL/REGIONAL INDIVIDUAL WINNERS

**Provincial recognition with province noted in parenthesis and bold*

CHAPTER ADVISOR OF THE YEAR

Chapter listed is the chapter served as Advisor.

- Atlantic Coast – Shetia Lamar, *Savannah State (GA)*
- Bay Area – Sharon Dobson, *Cal Poly–San Luis Obispo*
- Capital – William Benjamin Martz, *Shepherd (WV)*
- Central – Judith Wright, *Indiana–Purdue at Indianapolis*
- Central Gulf – Richard M. Fountain, *West Florida*
- Desert Mountain – Aimee McFarland, *Arizona*
- East Central – Ruth White, *Bowling Green State (OH)*
- Eastern – Lindsay Alvarado, *Rider (NJ)*
- *Gateway (South Central) – Debra K. Cartwright, Truman State (MO)**
- Great Lakes – Joseph Trendowski, *Valparaiso (IN)*
- *Great Plains (North Central) – Kelly Pistilli, Iowa State**
- Gulf South – Michael S. Luehlfiing, *Louisiana Tech*
- Gulf Western – Alessandro Gabbi, *Texas–Austin*
- Huron – Eric J. Hoogstra, *Grand Valley State (MI)*
- Mid–South – J. Kirk Atkinson, *Western Kentucky*
- Midwestern – Robert Waris, *Missouri–Kansas City*
- *New England (Northeastern) – Victoria A. Rayel, Boston U.**
- Niagara – Arindam Mandal, *Siena (NY)*
- *Pacific Coast (Western) – Abbey Racelis, San Diego**
- Sierra Nevada – Robert Sprague, *Cal State–Chico*
- *South Atlantic (Southern) – Joshua Hall, Florida Southern**
- South Pacific – Paul Witman, *California Lutheran*
- Southeastern – Stephanie Howard, *Mercer (GA)*
- Southwestern – Erin Welch, *North Texas*
- Steel Valley – Robert D. Patterson, *Penn State–Erie*

DISTRICT DIRECTOR OF THE YEAR

Chapter listed is the chapter served as District Director.

- Atlantic Coast – Sarah Lawrence, *Florida*
- Bay Area – Ma Melanie Legaspi Parazo, *Santa Clara (CA)*
- Capital – Stacy Jordan, *George Washington (DC)*
- Desert Mountain – Michael R. Mallonee, *Arizona*
- *East Central (Northeastern) – Kenneth A. Weppler, Ohio**
- Eastern – Angi Coston Jones, *Drexel (PA)*
- Empire – Elizabeth Ann Doody, *Rutgers–Newark (NJ)*
- Gateway – Sally E. Hinkle, *Missouri State*
- *Great Lakes (North Central) – Jillian Holtzer, Chicago**
- Great Plains – Jeni Kay Kemnitz, *Wayne State–Nebraska*
- Gulf South – Samantha Louque, *Louisiana at Lafayette*
- *Gulf Western (South Central) – Micah Sauter Raaf, Texas A&M–College Station**

- Mid–Atlantic – Catrina Murray, *Wingate (NC)*
- Midwestern – Kris McDaniel, *Missouri–Kansas City*
- New England – Kristyn Marie Wasikowski, *Boston U.*
- Niagara – Travis Brodbeck, *Binghamton (NY)*
- North Central – Chad A. Robinson, *St. Benedict/St. John’s (MN)*
- Pacific Coast – Timothy G. Beasley, *California–Riverside and Redlands (CA)*
- Pacific Northwest – Kelly J. Rabin, *Washington–Bothell*
- Rocky Mountain – Alexander J. Goodenow, *Colorado State*
- Sierra Nevada – Katie D. Contreras, *Cal State–Fresno*
- *South Atlantic (Southern) – Theodore B. Moore III, Miami–Florida**
- *South Pacific (Western) – Louise Santos, Cal Poly–Pomona**
- Southwestern – Alaina Gover, *Texas–Dallas*
- Steel Valley – Richard M. Garber, *Duquesne (PA)*

PROVINCIAL ALUMNI CHAPTER WINNERS

OUTSTANDING ALUMNI CHAPTER

- Northeastern – *Cincinnati*
- South Central – *Kansas City*
- Southern – *Atlanta*
- Western – *Los Angeles*

MOST IMPROVED ALUMNI CHAPTER

- Northeastern – *Albany Upstate New York*
- South Central – *Kansas City*
- Southern – *St. Pete–Clearwater (FL)*
- Western – *Los Angeles*

OUTSTANDING PROFESSIONAL ACTIVITIES

- Northeastern – *Cincinnati*
- South Central – *Kansas City*
- Southern – *Atlanta*
- Western – *Los Angeles*

OUTSTANDING SERVICE ACTIVITIES

- North Central – *Twin Cities (MN)*
- Northeastern – *Cincinnati*
- South Central – *Kansas City*
- Southern – *Atlanta*
- Western – *Los Angeles*

OUTSTANDING COLLEGIATE RELATIONS

- North Central – *Chicago*
- Northeastern – *Albany Upstate New York*
- South Central – *Kansas City*
- Southern – *St. Pete–Clearwater (FL)*
- Western – *Los Angeles*

**PROVINCIAL/REGIONAL
COLLEGIATE CHAPTER WINNERS**

*Provincial recognition with province noted in parenthesis and bold

**R. NELSON MITCHELL OUTSTANDING
COLLEGIATE CHAPTER**

Atlantic Coast – Central Florida
 Bay Area – Santa Clara (CA)
 Capital – George Washington (DC)
 Central Gulf – West Florida
 Desert Mountain – Arizona
 East Central – Cincinnati
 *Eastern (Northeastern) – Penn State–State College
 Empire – Saint Peter’s (NJ)
 *Gateway (South Central) – Truman State (MO)
 *Great Lakes (North Central) – DePaul (IL)
 Great Plains – Wayne State–Nebraska
 Gulf South – McNeese State (LA)
 Gulf Western – St. Edward’s (TX)
 Mid-Atlantic – Old Dominion (VA)
 Mid-South – Western Kentucky
 Midwestern – Kansas
 New England – Connecticut
 Niagara – Rochester Tech (NY)
 North Central – St. Cloud State (MN)
 Pacific Coast – Cal State–Fullerton
 Rocky Mountain – Denver
 Sierra Nevada – Cal State–Fresno
 *South Atlantic (Southern) – Florida Southern
 *South Pacific (Western) – Loyola Marymount (CA)
 Southeastern – Clemson (SC)
 Southwestern – North Texas
 Steel Valley – Kent State (OH)
 Tornado Alley – Midwestern State (TX)

**MOST IMPROVED
COLLEGIATE CHAPTER**

*Atlantic Coast (Southern) – Savannah State (GA)
 Bay Area – Santa Clara (CA)
 Capital – George Mason (VA)
 Central Gulf – West Florida

Desert Mountain – Arizona
 East Central – Bowling Green State (OH)
 *Eastern (Northeastern) – Penn State–State College
 Empire – Saint Peter’s (NJ)
 Gateway – Saint Louis (MO)
 *Great Lakes (North Central) – Wisconsin–Milwaukee
 Great Plains – South Dakota
 Gulf South – McNeese State (LA)
 Gulf Western – St. Mary’s (TX)
 Mid-Atlantic – Longwood (VA)
 Mid-South – Western Kentucky
 *Midwestern (South Central) – Kansas
 New England – Massachusetts–Boston
 Niagara – Albany (NY)
 North Central – St. Thomas (MN)
 *Pacific Coast (Western) – San Diego State
 Pacific Northwest – Washington–Bothell
 Rocky Mountain – Denver
 Sierra Nevada – Cal State–Fresno
 South Atlantic – Florida Atlantic
 South Pacific – California Lutheran
 Southwestern – Texas–Dallas
 Steel Valley – Duquesne (PA)

**OUTSTANDING
PROFESSIONAL ACTIVITIES**

*Atlantic Coast (Southern) – Florida
 Bay Area – Cal State–East Bay
 Capital – Howard (DC)
 Central – Purdue (IN)
 Central Gulf – Jacksonville State (AL)
 *Desert Mountain (Western) – Arizona
 East Central – Bowling Green State (OH)
 Eastern – Penn State–State College
 *Empire (Northeastern) – CUNY–Baruch
 Gateway – Missouri State
 *Great Lakes (North Central) – Western Illinois
 Great Plains – Wayne State–Nebraska
 Gulf South – McNeese State (LA)
 Gulf Western – Texas–San Antonio
 Huron – Western Michigan

Mid-Atlantic – North Carolina–Greensboro
 Mid-South – Vanderbilt (TN)
 Midwestern – Missouri–Kansas City
 New England – Rhode Island
 Niagara – Albany (NY)
 North Central – St. Thomas (MN)
 Pacific Coast – Cal State–Fullerton
 Rocky Mountain – Colorado–Boulder
 Sierra Nevada – Pacific (CA)
 South Atlantic – Tampa (FL)
 South Pacific – Hawaii–Manoa
 Southeastern – Mercer (GA)
 Southwestern – North Texas
 Steel Valley – Kent State (OH)
 *Tornado Alley (South Central) – Texas Tech

OUTSTANDING SERVICE ACTIVITIES

Atlantic Coast – Central Florida
 Bay Area – Cal State–East Bay
 Capital – Howard (DC)
 Central – Purdue (IN)
 Central Gulf – Auburn (AL)
 Desert Mountain – Arizona
 East Central – Bowling Green State (OH)
 Eastern – Penn State–State College
 *Empire (Northeastern) – CUNY–Baruch
 Gateway – Missouri–Columbia
 *Great Lakes (North Central) – Lewis (IL)
 Great Plains – South Dakota
 Gulf South – McNeese State (LA)
 Gulf Western – Texas–Austin
 Huron – Western Michigan
 Mid-Atlantic – Radford (VA)
 *Mid-South (Southern) – Vanderbilt (TN)
 *Midwestern (South Central) – Missouri–Kansas City
 New England – Massachusetts–Boston
 Niagara – Binghamton (NY)
 North Central – St. Thomas (MN)
 Pacific Coast – Chapman (CA)
 Rocky Mountain – Denver
 *Sierra Nevada (Western) – California–Merced

South Atlantic – *South Florida–
St. Petersburg*
 South Pacific – *UCLA*
 Southeastern – *Clemson (SC)*
 Southwestern – *North Texas*
 Steel Valley – *Kent State (OH)*
 Tornado Alley – *Texas Tech*

OUTSTANDING FINANCIAL OPERATIONS

Atlantic Coast – *Savannah State (GA)*
 Bay Area – *Santa Clara (CA)*
 ***Capital (Northeastern)** – *George Washington (DC)*
 Central – *Purdue (IN)*
 Central Gulf – *West Florida*
 ***Desert Mountain (Western)** – *Arizona*
 East Central – *Ohio State*
 Eastern – *Rider (NJ)*
 Empire – *Saint Peter’s (NJ)*
 Gateway – *Truman State (MO)*
 Great Lakes – *DePaul (IL)*
 ***Great Plains (North Central)** – *Drake (IA)*
 Gulf South – *McNeese State (LA)*
 Gulf Western – *St. Edward’s (TX)*
 Huron – *Western Michigan*
 Mid-South – *Western Kentucky*
 Midwestern – *Missouri-Kansas City*
 New England – *Massachusetts-Boston*
 Niagara – *Albany (NY)*
 North Central – *St. Cloud State (MN)*
 Pacific Coast – *Cal State-Fullerton*
 Rocky Mountain – *Denver*
 ***South Atlantic (Southern)** – *South Florida-Tampa*
 South Pacific – *Hawaii-Manoa*
 Southeastern – *Clemson (SC)*
 Southwestern – *Angelo State (TX)*
 Steel Valley – *Duquesne (PA)*
 ***Tornado Alley (South Central)** – *Texas Tech*

OUTSTANDING ALUMNI RELATIONS

Atlantic Coast – *Savannah State (GA)*
 Bay Area – *Santa Clara (CA)*
 Capital – *George Mason (VA)*



Los Angeles Alumni Chapter

Central Gulf – *West Florida*
 Desert Mountain – *Arizona*
 East Central – *Ohio State*
 Eastern – *Rider (NJ)*
 Empire – *Adelphi (NY)*
 ***Gateway (South Central)** – *Truman State (MO)*
 Great Lakes – *Wisconsin-Milwaukee*
 Great Plains – *South Dakota*
 Gulf South – *McNeese State (LA)*
 Gulf Western – *St. Edward’s (TX)*
 Huron – *Grand Valley State (MI)*
 Mid-Atlantic – *Longwood (VA)*
 Mid-South – *Bellarmine (KY)*
 Midwestern – *Rockhurst (MO)*
 New England – *Babson (MA)*
 ***Niagara (Northeastern)** – *Rochester Tech (NY)*
 ***North Central (North Central)** – *St. Thomas (MN)*
 Pacific Coast – *California-Irvine*
 Rocky Mountain – *Denver*
 Sierra Nevada – *Cal State-Fresno*
 ***South Atlantic (Southern)** – *South Florida-St. Petersburg*
 ***South Pacific (Western)** – *Cal Poly-Pomona*
 Southwestern – *North Texas*
 Steel Valley – *Kent State (OH)*

OUTSTANDING SCHOLASTIC DEVELOPMENT

Atlantic Coast – *Savannah State (GA)*
 Bay Area – *Cal Poly-San Luis Obispo*
 Central – *Indiana-Purdue at Indianapolis*
 ***Desert Mountain (Western)** – *Arizona*

East Central – *Bowling Green State (OH)*
 Eastern – *Penn State-State College*
 ***Empire (Northeastern)** – *CUNY-Baruch*
 Gateway – *Missouri-St. Louis*
 Great Lakes – *Wisconsin-Milwaukee*
 ***Great Plains (North Central)** – *Drake (IA)*
 Gulf South – *Louisiana Tech*
 Gulf Western – *Texas A&M-College Station*
 Mid-South – *Western Kentucky*
 Midwestern – *Missouri-Kansas City*
 New England – *Bentley (MA)*
 Niagara – *Albany (NY)*
 North Central – *St. Cloud State (MN)*
 Pacific Coast – *Chapman (CA)*
 Rocky Mountain – *Denver*
 Sierra Nevada – *Cal State-Fresno*
 ***South Atlantic (Southern)** – *South Florida-Tampa*
 South Pacific – *UCLA*
 ***Southwestern (South Central)** – *North Texas*
 Steel Valley – *Kent State (OH)*

Go to dsp.org/awards for more information and to see recognition for the Alumni Chapter Recognition, the Chapter Management Program and Chapter Performance Awards.

FOUNDATION BOARD
OF TRUSTEES

The Board of Trustees constitutes an outstanding volunteer team of business executives and community leaders. The Board has the responsibility to champion philanthropic giving, develop policies, establish strategic direction and monitor the financial health of the Foundation. For contact information, visit dsp.org/foundation.

OFFICERS

CHAIR & PRESIDENT

Randy Hultz, *Truman State (MO)*,
Talent Activation Director,
SilkRoad Technologies

VICE CHAIR

Jeff Briggs, *Miami-Ohio*,
Chief Financial Officer,
Mount St. Joseph University

SECRETARY & TREASURER

Tyler Wash*, *Chicago*, Executive
Vice President, Delta Sigma Pi
Leadership Foundation

TRUSTEES

Tim Augustine, *Kent State (OH)*,
Partner/Owner, Atwell, LLC

Shawn Gregory, *Tampa (FL)*,
Chief Financial Officer, St. Petersburg
General Hospital

Onuka Ibe, *Truman State (MO)*,
Senior Consultant, La Piana
Consulting

Beth Keith, *Bowling Green State (OH)*,
Relationship Manager, Pro-Fi 20/20

Bill Schilling*, *Nebraska-Lincoln*,
Executive Director, Delta Sigma Pi

Jodi Schoh, *Winona State (MN)*,
Controller, Culligan Water

Tricia Smith, *Akron (OH)*,
Executive Director of Engagement,
ARMA International

Larry Van Quathem, *Arizona*,
Financial Advisor,
ABLE Financial Group

Mike Vitale, *Rider (NJ)*,
President & CEO, Mavelous

*Non-voting Trustees



DELTA SIGMA PI LEADERSHIP FOUNDATION ANNUAL REPORT

Deltasigs Step Up

An Exciting but Humbling Record-Breaking Year

In the midst of the COVID-19 pandemic and the resulting professional and personal uncertainty, the fact that the Delta Sigma Pi Leadership Foundation had a record-breaking year was exciting, but humbling. While many nonprofit organizations and charities were seeing decreased financial support, our Foundation was experiencing the opposite. As quarantines, social distancing and remote working became an ongoing reality, the Foundation's volunteer and staff leadership remained "cautiously optimistic" while trying to find new ways to fundraise, grant and engage.

When looking back at the last year, and specifically trying to analyze March, April, May and June, there are many indicators that help explain this record-breaking year. The most important reason was the fact Deltasig donors – alumni, parents, collegians and friends – stepped up and met the challenges head on. The ongoing loyalty and passion for Delta Sigma Pi was on full display throughout the Fraternity's membership. While donors deserve copious amounts of praise each and every year, the 2019-2020 donors deserve extra applause.

Through donor support, the Foundation saw a 33 percent increase in donations resulting in more than \$615,000 raised, the most ever raised in a single year. Additionally, the number of donors increased by 5 percent, with more than 330 donors giving their first gift last year. The Deltasig For Life Donor Program (DFLD) continued to provide much appreciated unrestricted, sustaining support through its nearly 320 members. The Deltasig Investors Roundtable, in its second year, increased its membership to 110, which was a 28 percent increase in donors giving \$1,200 or more annually.

The simple fact that these key statistics increased is not the reason to celebrate. The Deltasig donors, who are the faces behind these numbers, are the reason to celebrate.

As the Foundation turns its attention to the current year, a year full of new opportunities and challenges, the new goal must be to have another record-breaking year. The bar has been reset at a higher level. If history is any indication, the Deltasig brotherhood and extended network will meet tomorrow's challenges with continued and increased financial support of Delta Sigma Pi and its members.

Thank you to each and every donor, Roundtable member, DFLD, Living Legacy Society member and supporter. The Fraternity and Foundation are grateful for your continued financial support. You are making a true impact on the educational and professional development of our student brothers. ▲

2019-2020 By The Numbers

DONATIONS

\$616,525

The highest annual fundraising total ever for the Foundation

DONORS

1,151

A 5 percent increase of Foundation donors from prior year

RENEWAL RATE

63%

17 percentage points higher than the national average for nonprofits

DELTASIG FOR LIFE DONORS

320

Donors providing recurring, sustaining gifts

ROUNDTABLE MEMBERS

110

A 28 percent increase of donors giving \$1,200 or more from prior year

LIVING LEGACY SOCIETY MEMBERS

103

Those who have made a planned gift to the Foundation

FRATERNITY GRANTS

\$110,000

Grants support the Fraternity's educational programs and strategic initiatives

SCHOLARSHIPS & GRANTS AVAILABLE

\$106,830

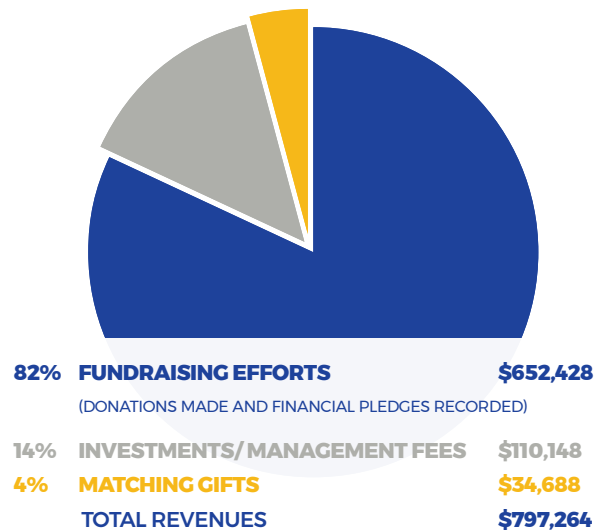
Academic scholarship, chapter grants and COY scholarships

CHAPTER LEADERSHIP FUNDS DONATIONS

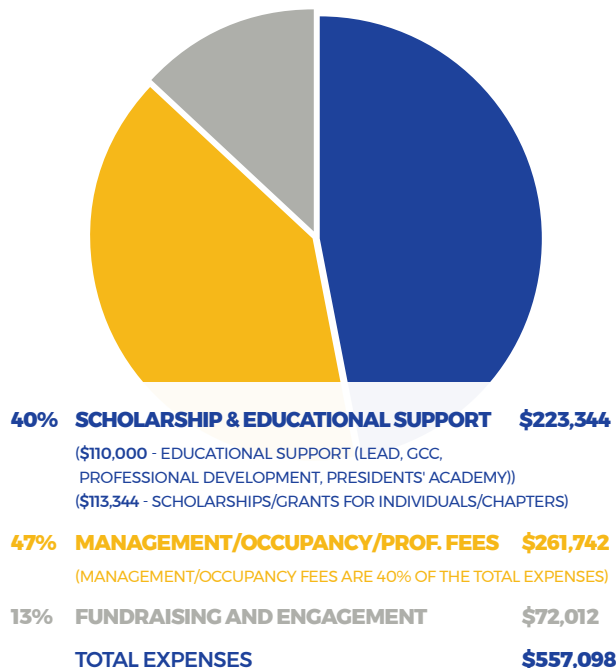
\$52,387

Financial support available to collegiate chapters

WHERE DID THE MONEY COME FROM?



WHERE DID THE MONEY GO?



FOUNDATION MISSION

The Delta Sigma Pi Leadership Foundation exists to generate and provide financial support for Delta Sigma Pi Fraternity's educational and charitable programs, which assist members to achieve individual and professional excellence within the business community.

FOUNDATION KEY FUNCTIONS

The Foundation provides vehicles for Deltasigs to fulfill their lifelong commitment to the Fraternity. It also engages alumni, collegians, faculty, parents and friends in financially supporting Delta Sigma Pi. In order to accomplish this, the Foundation raises philanthropic funds in a variety of ways matching organizational needs to donor passions and interests. The key functions of the Foundation include:

- Solicit philanthropic support to sustain Delta Sigma Pi at a high level.

- Steward donors by demonstrating donors' positive impact on collegiate brothers.
- Grant funds to support the Fraternity's Strategic Priorities.
- Manage Chapter Leadership Funds to provide increased financial resources to local collegiate chapters.
- Administer the academic scholarships program to reward scholastic excellence.
- Financially support the Fraternity's premier educational programs.
- Award scholarships to regional, provincial and national Collegians of the Year.
- Ensure good governance by managing investment portfolios, fundraising campaigns, policies and volunteers.

**DELTASIG INVESTORS
ROUNDTABLE**

The Deltasig Investors Roundtable recognizes those distinguished Deltasigs who financially support Delta Sigma Pi at a strategic level through annual gifts totaling \$1,200 or more and is the Foundation's premier annual giving society. All gifts (unrestricted and restricted) in a given fiscal year (July to June) count towards an individual's membership.

Joining the Roundtable can be accomplished in a variety of ways, depending on your annual philanthropic goals. You can make a one-time investment or recurring monthly/quarterly investments. You can also make a five-year investment by establishing a financial pledge with the Leadership Foundation.

Roundtable members make a true investment in the future of the Deltasig brotherhood and ensure a quality Fraternity and professional development experience is provided to future business leaders. The 2019-2020 Roundtable membership is published at dsp.org/FNDAAnnualReport.



Delta Sigma Pi's Mr. Lucky

Did you know Mr. Lucky is a Deltasig? In 1981, he initiated into Beta Eta Chapter at the University of Florida. And, today he is a consistent member of the Deltasig Investors Roundtable.

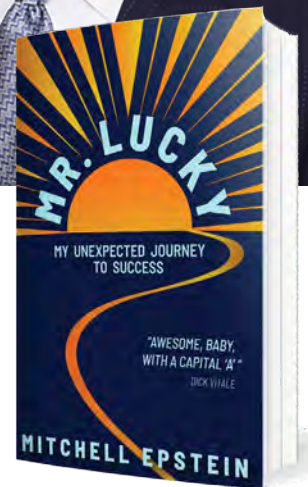
Mr. Lucky, also known as Mitchell Epstein, credits the skills learned during his term as Beta Eta's chancellor as a key factor to his business success. Epstein enjoyed a 25-year career creating strategies and software to help banks make more money and grow more profitable. His unique viewpoint enabled him to take "the stupidest idea" one co-worker had ever heard and built the foundation for a business that was so successful it allowed him to retire at age 47.

The personal and professional journey of Epstein is now chronicled in *Mr. Lucky: My Unexpected Journey to Success*. It is safe to say that this inspirational book is more than a simple business success story. He lost his home to a fire, was held up at gunpoint and fell off a roof face-first. While that may not sound like a story of someone called Mr. Lucky, it is.

Throughout the entertaining and easy to read book, Epstein points at experiences in his life that made a great impact or were true turning points. His association with Delta Sigma Pi is one of those ongoing, lifelong experiences.

"Deltasig was an important part of my education and college experience. I have benefited greatly from what I learned and the friendships that I made," commented Epstein. "The value of Delta Sigma Pi is priceless. Some of my closest friends are people from my pledge class."

Epstein continues to be engaged with the Fraternity today, most notably as a generous Foundation donor, who not only makes financial donations, but also offers guidance and ongoing support.



"In the last few years I have learned the power of this statement: The more you give, the more you get," said Epstein when reflecting on his continued fraternal involvement. "I hope everyone will find out for themselves."

As Delta Sigma Pi continues to further a higher standard, the success story and personal perspective of Brother Mitchell Epstein is a testament to the quality of professionals that link career success to their lifelong Fraternity experience. ▲

Brother Epstein's book is available at [Amazon.com](https://www.amazon.com) as well as other major book sellers. For further information, his website is MrLuckyBook.com. All of the book sale proceeds are donated to charities, including the Delta Sigma Pi Leadership Foundation.

Chapter Leadership Funds



A Chapter Leadership Fund (CLF) has been established for each Delta Sigma Pi collegiate chapter. CLFs are chapter-specific accounts created to receive tax-deductible gifts from those who wish to directly support a local chapter.

Chapters can request grants to defray the direct costs related to a Delta Sigma Pi program, including registration fees, travel and lodging. Additionally, CLF grants can be used to sponsor local educational speakers. Donations can be made directly to CLFs online at dsp.org/donate or by any other giving vehicle offered by the Foundation.

This list recognizes those chapters that have \$500 or more in their CLF. The full list is published at dsp.org/FNDAnnualReport.



BETA NU (PENNSYLVANIA)	\$9,000
IOTA NU (TRUMAN STATE (MO))	\$4,656
GAMMA ETA (NEBRASKA-OMAHA)	\$4,329
ALPHA ETA (SOUTH DAKOTA)	\$2,790
ZETA NU (TEXAS A&M-KINGSVILLE)	\$1,800
EPSILON (IOWA)	\$1,658
EPSILON THETA (CAL STATE-CHICO)	\$1,441
RHO PHI (CONCORDIA (CA))	\$1,408
BETA XI (RIDER (NJ))	\$1,373
EPSILON OMEGA (EASTERN ILLINOIS)	\$1,214
MU PI (PENN STATE-ERIE)	\$1,136
ETA CHI (CAL POLY-POMONA)	\$943
THETA PHI (SOUTH FLORIDA-TAMPA)	\$934
LAMBDA SIGMA (CAL STATE-FULLERTON)	\$834
KAPPA OMICRON (MISSOURI STATE)	\$714
GAMMA (BOSTON U.)	\$675
EPSILON ZETA (MIDWESTERN STATE (TX))	\$667
LAMBDA NU (TEXAS A&M-COLLEGE STATION)	\$600
EPSILON UPSILON (NEW MEXICO STATE)	\$584
NU OMEGA (ROCKHURST (MO))	\$521

(As of 9/22/2020)

LOCAL SPEAKERS

In September 2020, the Foundation Board of Trustees amended the Chapter Leadership Fund Policy to add the cost associated with hosting local educational or leadership development speakers as grantable. The Trustees, working with various donors, collegiate leadership from the Alpha Nu Chapter at the University of Denver and the Educational and Leadership Consultants, evaluated a number of ways to grow the purpose of CLF grants and determined the addition of local speakers would make the most immediate impact to students.

LIFETIME GIVING LEVELS

Giving back to Delta Sigma Pi is one of the finest traditions of our Fraternity. Deltasigs are committed to furthering a higher standard, expressed through a lifetime of commitment and involvement. The Foundation's lifetime giving levels celebrate those supporting Delta Sigma Pi at the highest levels. An asterisk denotes deceased brothers. The full list is published at dsp.org/FNDAnnualReport.

ADVOCATE I

\$500,000 - \$999,999

William Dozier*, *Texas-Austin*

SUSTAINER I

\$250,000 - \$499,999

Sidney* and Buttercup* Sparks,
Texas-Austin/Deltasig Friend

CENTURION I

\$100,000 - \$249,999

Jeff and Joelle Berlat, *Houston (both)*
Clyde Kitchens/Thoben Elrod
Foundation (Kappa Chapter Lodge/Georgia State)
Deltasig House Corporation
(Northwestern-Chicago)
Randy Hultz, *Truman State (MO)*
Ruben Johnston, *Nevada-Las Vegas*
Katie Magoon, *Eastern Illinois*
Mark and Claire Roberts, *San Francisco/San Francisco State*
Buzz* and Stonie* Sutton,
Arizona State (both)
Victor Tabor*, *Louisiana Tech*
Phil Turnquist, *Indiana State*
Melvin Wolfe*, *Northwestern-Evanston (IL)*

CONTINUED ON NEXT PAGE →

LIFETIME GIVING LEVELS
(CONTINUED)

FIFTH FOUNDER I

\$50,000 - \$99,999

Alpha Theta House

Corporation (Cincinnati)

William Bater*, Pennsylvania

Sean and Andrea Boyd, George

Mason (VA)/California-Riverside

Greg and Laura Howell, Pacific

(CA)/Nevada-Las Vegas

Brian and Ame Krippner,

Truman State (MO) (both)

Norm Kromberg,

Nebraska-Lincoln

Steve Lambros, St. Cloud

State (MN)

Mike Mallonee and Ben Collum,

Oklahoma/Phoenix-Thunderbird

Nu Chapter House Corporation

(Ohio State)

Corey and Suzie Polton, Cal

State-Fullerton/Minnesota State

John Richardson, Arizona State

Bill and Sherry Schilling,

Nebraska-Lincoln/

Cincinnati Alumni

Vince and Sandy Shoemaker,

Northern Colorado/

Missouri State

Eddie and Jacquie Stephens,

Miami-Florida/Florida Atlantic

Joe and Kim Ward, Lewis

(IL) (both)

Duckie and Derry Webb,

Houston (both)

Jeff and Jenn Zych, DePaul

(IL)/Lewis (IL)



An Essential Worker. An Essential Brother.

Ruben Johnston Reaches the Centurion Giving Level

As the glory of retirement was nearing, the light at the end of the professional tunnel was beginning to dim in the fog of the COVID-19 pandemic. As businesses began transition to a virtual work environment and many workers were sent home, Ruben Johnston, Nevada-Las Vegas, remained on the job as an essential worker.

As a Central Dispatching Center Electronic Technician (CDCET) for the Union Pacific Railroad, his role was vital to ensuring the continued operations of our railroad system. With only months to go until his expected retirement, he was working harder than ever, and doing it in a new environment.

COVID-19 made him an essential worker, but it is his ongoing loyalty, passion and love for Delta Sigma Pi that made him an essential brother. A staple at Fraternity events, Ruben has served as District Director for Nebraska-Omaha and Houston. Having attended more than 30 national Fraternity events, he was honored with the Silver Helmet Award in 2017.

During the 2019 Grand Chapter Congress in Atlanta, this dedicated brother set a personal goal to reach the Centurion Level for lifetime giving before his retirement. In June 2020, he reached and surpassed the \$100,000 goal, the same month he officially retired.

Ruben has been a loyal Foundation donor since his first gift in 1996. He is member of the 10K Club, 2007 Centennial Society and Deltasig Investors Roundtable. While his donations span many causes and funds, he found his primary philanthropic passion with the Space City Fund. In more recent years he also contributed greatly to the Veterans Fund, as a proud veteran of the United States Navy.

Now happily retired, he remains an essential brother and always will. ▲

COVID-19 made him an essential worker, but it is his ongoing loyalty, passion and love for Delta Sigma Pi that made him an essential brother. A staple at Fraternity events, Ruben has served as District Director for Nebraska-Omaha and Houston. Having attended more than 30 national Fraternity events, he was honored with the Silver Helmet Award in 2017.

Living Legacy Society

The Living Legacy Society is a special group of donors who play an important role in the advancement of Delta Sigma Pi. Membership is reserved for those who have named the Foundation as a beneficiary of their estate or have directed another planned gift to the Foundation. Living Legacy Society members join a distinguished group of brothers who have left a lasting legacy by providing support to future generations of Deltasigs. Delta Sigma Pi salutes the following individuals who have made a special investment in the future. An asterisk denotes deceased brothers. Learn more about joining the Living Legacy Society at [dsp.org/FNDAnnualReport](https://www.dsp.org/FNDAnnualReport).



Jen Aichele, *Cal State-Sacramento*
Chris Anderson, *Winona State (MN)*
William Beatty*, *Rochester Tech (NY)*
Jeff Berlat, *Houston*
Joelle Berlat, *Houston*
Shannon Marie Berry, *East Tennessee State*
Pete Bjelan, *DePaul (IL)*
Frederick Bohling*, *Marquette (WI)*
Patrick Bonfrisco, *Cal State-Fullerton*
Shane Borden, *Central Florida*
Sean Boyd, *George Mason (VA)*
Mike Brenan, *Miami-Florida*
Paul Brodie, *Texas-Arlington*
Ann Brown, *Nebraska-Omaha*
Chuck Brown, *San Diego*
Lisa Brown, *Cal Poly-San Luis Obispo*
Russ Brown, *Arizona State*
Bob Busse*, *Rutgers-Newark (NJ)*
Barrett Carter, *Georgia State*
Mark Chiacchiari, *Pennsylvania*
Michelle Chiacchiari, *Boston Alumni*
Anna Clark, *New Mexico*
Ben Collum, *Phoenix-Thunderbird*
Erika Conaway, *New Mexico*
Fred Diamond, *Florida*
Scott Dinius, *Purdue-Fort Wayne*
William Dozier*, *Texas-Austin*
Robert Drake*, *Miami-Florida*
Theresa Drew, *Northern Arizona*
Mitchell Epstein, *Florida*
Richard Featherston, *North Carolina-Chapel Hill*
Heather Ferguson, *Tampa (FL)*
Sparky Graves, *Penn State-Erie*
Shanda Gray, *Missouri State*

Walter Henderson, *New Mexico State*
John Henik, *Indiana Northwest*
Ron Higgins, *Truman State (MO)*
Greg Howell, *Pacific (CA)*
Randy Hultz, *Truman State (MO)*
Brian Judd, *San Francisco State*
Kyle Junk, *Penn State-Erie*
Haili Kamahele, *Cal State-Sacramento*
Aimee King, *Colorado-Colorado Springs*
Erica Kolsrud, *Iowa*
Brian Krippner, *Truman State (MO)*
Norm Kromberg, *Nebraska-Lincoln*
Renee Kuhlman, *Bellarmine (KY)*
Brian Leonard, *Washington State*
Elizabeth Losik, *Baker (KS)*
Lori Lucas Barbara, *Baylor (TX)*
Katie Magoon, *Eastern Illinois*
Mike Mallonee, *Oklahoma*
Janene Markuske, *Central Florida*
Henry McDaniel, *Missouri-Kansas City*
Kris McDaniel, *Central Missouri*
Todd McDowell, *Missouri State*
Catherine Merdian, *North Texas*
Noel Miller, *Albion (MI)*
Mitch Mitchell*, *Johns Hopkins (MD)*
Mary Moon, *North Florida*
Denita Morin, *Georgia State*
Joan Nason, *Bowling Green State (OH)*
Chuck Nilsen, *Akron (OH)*
Ken Nishikawa, *San Jose State*
Laura O'Connell, *Northern Illinois*
Richard Parnitzke, *Buffalo (NY)*
Kim Pickering, *Nebraska-Lincoln*
Corey Polton, *Cal State-Fullerton*
Kelly Rabin, *Drake (IA)*
Sharlene Reyes, *Cal State-Northridge*

John Richardson, *Arizona State*
Claire Roberts, *San Francisco State*
Mark Roberts, *San Francisco*
Chris Robinett, *Nebraska-Lincoln*
Josh Robinson, *Midwestern State (TX)*
Kevin Salazar, *Cal State-Fullerton*
Bill Schilling, *Nebraska-Lincoln*
Sherry Schilling, *Cincinnati Alumni*
Lisa Schram, *McNeese State (LA)*
Allan Schuster, *Texas-Arlington*
Joseph Shaver, *Truman State (MO)*
Sandy Shoemaker, *Missouri State*
Velvet Simmons, *Louisiana-Monroe*
Sidney Sparks*, *Texas-Austin*
Nick Steinkrauss*, *Suffolk (MA)*
Eddie Stephens, *Miami-Florida*
Buzz Sutton*, *Arizona State*
Stonie Sutton*, *Arizona State*
Dawn Sweazea, *Central Missouri*
Victor Tabor*, *Louisiana Tech*
Bill Tatum, *Southern Mississippi*
Carla Tousley, *Grand Valley State (MI)*
Phil Turnquist, *Indiana State*
Larry Van Quathem, *Arizona*
Erica Verderico, *Kent State (OH)*
Sean Vineyard, *Radford (VA)*
John Watton, *Florida Atlantic*
Derry Webb, *Houston*
Duckie Webb, *Houston*
Mark Wernette, *Midwestern State (TX)*
Lester White*, *New York*
Melvin Wolfe*, *Northwestern-Evanston (IL)*
Jeff Zych, *DePaul (IL)*

(As of 9/9/2020)

Honor Roll of Donors

Delta Sigma Pi is proud to present the 2019-2020 Honor Roll of Donors. This list recognizes those who made gifts of \$500 or more between July 1, 2019 and June 30, 2020. The number in parenthesis after the name indicates consecutive years of giving \$100 or more based on the Foundation's fiscal year. A diamond denotes Deltasig For Life Donors. The full Honor Roll of Donors is published at dsp.org/FNDAnnualReport.

CHAIRMAN SOCIETY \ \$25,000 AND MORE

Ruben Johnston♦ (10), *Nevada-Las Vegas*

OLD GOLD SOCIETY \ \$10,000-\$24,999

Alpha Eta Chapter, (5) *South Dakota*

Marlow Kee (4), *Missouri-Columbia*

Brian♦ and Ame♦ Krippner (30),
Truman State (MO) (both)

Bill♦ and Sherry Schilling (26),
Nebraska-Lincoln/Cincinnati Alumni

Phil Turnquist (26), *Indiana State*

TRUSTEE SOCIETY \ \$5,000-\$9,999

Leonard Bedell (12), *Texas A&M-Kingsville*

Jeff and Joelle Berlat (25), *Houston (both)*

Sean and Andrea Boyd (7), *George Mason (VA)/California-Riverside*

Mitchell Epstein (2), *Florida*

Tim Gover (12), *Southern Methodist (TX)*

Claude Grizzard (32), *Florida State*

Randy Hultz (31), *Truman State (MO)*

Steve Lambros (9), *St. Cloud State (MN)*

Katie Magoon♦ (17), *Eastern Illinois*

Cliff Reilly (13), *Central Missouri*

Mark♦ and Claire♦ Roberts (30),
San Francisco/San Francisco State

Dan Tracy♦ (3), *Truman State (MO)*

Mike Vitale♦ (6), *Rider (NJ)*

CROWN & DELTA SOCIETY \ \$2,500-\$4,999

Tim and Rana Augustine (12),
Kent State (OH) (both)

Pete Bjelan (23), *DePaul (IL)*

Amy Briggs♦ (16), *Minnesota State*

Jeff♦ and Judith♦ Briggs (11),
Miami-Ohio/South Dakota

Mark♦ and Michelle Chiacchiari (24),
Pennsylvania/Boston Alumni

Marc Cohen (11), *Jefferson-East Falls (PA)*

Ed Fuller, *Wake Forest (NC)*

Shawn and Jeanne Gregory (27),
Tampa (FL) (both)

Aaron Gross♦ (6), *Pittsburgh*

Onuka Ibe♦ (9), *Truman State (MO)*

Stacy Jordan♦ (24), *Georgia Southern*

Michael and Beth Keith (32), *Deltasig Friend/Bowling Green State (OH)*

Norm Kromberg♦ (29), *Nebraska-Lincoln*

Beth Losik♦ (26), *Baker (KS)*

North Central Province (4)

Corey and Suzie♦ Polton (20),
Cal State-Fullerton/Minnesota State

Larry Van Quathem♦ (17), *Arizona*

Kevin♦ and Kelly♦ Rabin (18),
Seattle-Pacific/Drake (IA)

Jodi Schoh♦ (11), *Winona State (MN)*

Laurie Senko♦ (10), *Arizona State*

Luke Shanks (3), *North Texas*

Vince and Sandy♦ Shoemaker (19),

Northern Colorado/Missouri State

Michael Southard (6), *Tampa (FL)*

Mark♦ and Nicole♦ Wernette (6),

Midwestern State (TX)/Missouri State

1907 SOCIETY \ \$1,000-\$2,499

Gus Allen♦ (3), *Western Kentucky*

Atlanta Alumni Chapter (5)

Adrian Avalos♦ (9), *Cal Poly-Pomona*

Gail Baumer♦ (8), *Buffalo (NY)*

Jeremy Bloch (16), *Rider (NJ)*

Rick Boner♦ (2), *Cal State-Fullerton*

Patrick Bonfrisco♦ (14), *Cal State-Fullerton*
Shane♦ and Sylvia Borden (15), *Central Florida/Atlanta*

Chuck♦ and Lisa♦ Brown (17), *San Diego/Cal Poly-San Luis Obispo*

Russ and Sally Brown (46), *Arizona State/Deltasig Friend*

Tom♦ and Liz♦ Calloway (19), *Penn State-Erie/Penn State-State College*

Cheryl Campbell (3), *Cincinnati Alumni*

Jason♦ and Missy♦ Campbell (17),

Penn State-Erie/St. Thomas (MN)

Evelyn Carter (8), *Deltasig Friend*

Larry Carter (6), *Florida Southern*

Sam Clark♦ (3), *Denver*

Tony and Karen Coe (6), *Cal Poly-Pomona/Texas-San Antonio*

Dan♦ and Ginny Collins (14),
Massachusetts-Boston/Bentley (MA)

Delta Iota Chapter (3), *Florida Southern*

Frank DePeralta♦ (5), *San Diego State*

Marc and Marilyn Franson, *Drake (IA)/Loyola-New Orleans*

Becky Gradl♦ (17), *Valparaiso (IN)*

Shanda Gray♦ (25), *Missouri State*

Meagan Hagerty♦ (3), *Wisconsin-La Crosse*

Frank Hodas (14), *George Washington (DC)*

W.R. Howell, *Oklahoma*

Stacy Hughes (7), *Wayne State-Nebraska*

Kathy Jahnke♦ (28), *Northern Illinois*

Brian Judd♦ (8), *San Francisco State*

Crystal Justice♦ (9), *Pacific (CA)*

Robert Kamerschen (12), *Miami-Ohio*

Adam and Sasha Katch (10), *Iowa State/Twin Cities (MN)*

Darin Katzberg (18), *Nebraska-Lincoln*

Aimee King♦ (7), *Colorado-Colorado Springs*

Erica Kolsrud* (3), Iowa
 Ken Krucks, Drake (IA)
 Jeremy Levine (10), Albion (MI)
 Meiko Lopez (5), South Florida-Tampa
 Corie McCreary* (17), Penn State-Erie
 Henry* and Kris* McDaniel (17), Missouri-Kansas City/Central Missouri
 Bill McGowan (15), Cal State-Sacramento
 Cameron* and Cindy* Collum McSpadden (5), Angelo State (TX)/Texas-Arlington
 Catherine Merdian, North Texas
 Mona Moon (11), North Carolina-Chapel Hill
 Northeastern Province (10)
 Sheila Oetker* (22), Truman State (MO)
 Jim Pendergrass (34), Southern Mississippi
 Kate Portillo, Cal State-Fresno
 Molly Rae* (5), Winona State (MN)
 Monica Ramey (7), Ohio Dominican
 Earl Rix (4), Western New York
 Jerry Schmidt, Minnesota State
 Carl Schneider (2), Texas-Austin
 Gus and Lisa* Schram, McNeese State (LA) (both)
 Teresa Schudrowitz* (24), St. Ambrose (IA)
 Bradley Schumacher (2), Lewis (IL)

Joe Shaver* (5), Truman State (MO)
 Mike Sinclair (6), South Florida-Tampa
 Emily Slone (3), Lindenwood (MO)
 Tricia Smith* (11), Akron (OH)
 Southern Province (10)
 Bill Stebelski (2), Cal State-Sacramento
 Robert Tavarez, San Jose State
 Theta Phi Chapter, South Florida-Tampa
 Carla Tousley* (27), Grand Valley State (MI)
 Brandon* and Mollie Trease (23), Wayne State-Nebraska (both)
 Tyler* and Kellsey Wash (3), Chicago/Deltasig Friend
 Duckie* and Derry Webb (24), Houston (both)
 Charles Weening* (7), Saint Peter's (NJ)
 Jeff* and Jenn Zych (2), DePaul (IL)/Lewis (IL)

**LEADERSHIP SOCIETY **

\$500-\$999

Jen Aichele* (15), Cal State-Sacramento
 Lloyd Amundson, Minnesota
 Chris Anderson (5), Winona State (MN)
 Laura Bensabat*, Louisiana State
 Jessica Boucher* (11), New Mexico State

Charles Brandon (2), Florida Atlantic
 Carrie Burns* (7), Mercer (GA)
 Kyra Cahill* (4), Penn State-Erie
 Andrew and Joy* Carroll (4), Cal State-Fullerton/Loyola Marymount (CA)
 Eddy Chiochetti, Kent State (OH)
 Bill Clark (20), Louisiana Tech
 Ryan Culpepper (2), Wingate (NC)
 Allan Davis (26), Kansas
 Paul Dawson* (3), Wayne State-Michigan
 April Diehl, Texas A&M-College Station
 Jody Dierickx* (3), Iowa State
 Lindsay Dilger* (9), Missouri-Columbia
 Conchita Dixon* (13), Penn State-Erie
 Karon Drewniak (24), Georgia
 Thomas Duffy, San Diego State
 Wes Dunlap, Temple (PA)
 Jim and Claire English, Bentley (MA)/Shepherd (WV)
 Rufus Estis (11), Louisiana Tech
 Dan Field (11), Minnesota State
 Elina Fred* (3), Hawaii-Hilo
 Rich Garber* (32), Indiana
 Michael Gibbs, Missouri-Columbia
 Darrell Gilmore (2), Indiana

CELEBRATING THE SCHILLINGS' PHILANTHROPIC COMMITMENT

As Bill Schilling celebrates his 25th year as Executive Director of Delta Sigma Pi, it is important to recognize a very personal commitment he and his wife Sherry made. Bill and Sherry value giving back through volunteering and donating. While the Schillings have supported many worthy causes like the Oxford United Way, University of Nebraska Foundation and Rotary, their financial commitment to Delta Sigma Pi is inspiring.

The Bill and Sherry Schilling Fraternity Grant Fund provides annual Leadership Foundation grants that support the Fraternity's award winning educational programs. This Fund was established by Bill and Sherry at the 20 year anniversary of Bill's employment as Executive Director in appreciation of the many opportunities and friendships gained through their involvement in Delta Sigma Pi. Join Bill and Sherry in donating at dsp.org/donate.





Larry Green, *Cal State-Chico*
 David Grubb (6), *Akron (OH)*
 David Gulbrantson* (6), *Iowa State*
 Bob Hautzenroeder, *Colorado-Boulder*
 Jerry* and Amy Hotwagner (16), *Oklahoma State/Deltasig Friend*
 Greg and Laura Howell, *Pacific (CA)/Nevada-Las Vegas*
 Matt Hudson* (7), *Saint Louis*
 Grace Kangdani (14), *Cal State-Fullerton*
 Darrell Keller, *San Diego State*
 Millard Kelley (12), *Kent State (OH)*
 Peter LaCava (19), *Bentley (MA)*
 Deb Lang* (10), *Bentley (MA)*
 Paul Lorton* (4), *San Francisco*
 Mike Mallonee and Ben Collum (35),
Oklahoma/Phoenix-Thunderbird
 Whitney Mardis, *Evansville (IN)*
 Crystal Martin (5), *Nevada-Reno*
 Bob Matthews (8), *Wayne State-Nebraska*
 David Mazur* (10), *Penn State-Erie*
 Robert McKnight (2), *Iowa*
 Kelly Menke (19), *Houston*
 Le Roy Meyer (2), *Indiana*

Honor Roll of Donors (continued)

Noel Miller (8), *Albion (MI)*
 Larry Mroz* (13), *Penn State-Erie*
 Laura Mullen (11), *Texas A&M-College Station*
 Patrick* and Angie Murphy (6), *Georgia State (both)*
 Brandee Norris* (11), *Ohio Dominican*
 Karin Olivo* (5), *Radford (VA)*
 Orange County (CA) Alumni Chapter (4)
 Rick Parks (8), *Indiana State*
 Jim Pearman* (6), *Virginia Tech*
 Mick Peterson (2), *St. Thomas (MN)*
 Andrew Quinlan* (7), *Lewis (IL)*
 Brian Ralston (9), *Colorado-Colorado Springs*
 Matt and Krista Richmond (9), *Nebraska-Lincoln (both)*
 Kyle and Malory* Rinderle (5), *Xavier (OH)/Midwestern State (TX)*
 Chris Robinett (29), *Nebraska-Lincoln*
 Angie Schelp* (10), *Central Missouri*
 Mitch and Velvet Simmons, *Southern Mississippi/Louisiana-Monroe*
 Michelle Singh (21), *Purdue-Fort Wayne*
 Kirby Smith, *Rider (NJ)*
 Renee Snell, *Deltasig Friend*
 John Sunday (16), *Lewis (IL)*
 South Central Province (3)
 Renee Stewart* (8), *Jefferson-East Falls (PA)*
 Bill Tatum, *Southern Mississippi*
 Theta Tau Chapter, *St. Cloud State (MN)*
 Jay Tracy (8), *Roger Williams (RI)*
 Joe* and Kim* Ward (22), *Lewis (IL) (both)*
 Kristyn Wasikowski, *Rochester Tech (NY)*
 John Williams (7), *Kentucky*
 Trevor Wilson, *Cal State-Chico*
 James Yates, *Cal State-Chico*

Ways to Give

Connecting your philanthropic giving with your passions is important, not only with Delta Sigma Pi, but in all aspects of life. Each member has a unique Deltasig experience, which has many important aspects. As you reflect on your Deltasig experience, find the programs and experiences that meant the most to you and connect your Foundation giving.



FUNDS TO SUPPORT

Deltasig Annual Fund

The Deltasig Annual Fund directly supports the Foundation's mission to generate and provide financial support for Delta Sigma Pi educational and charitable programs, which assists members to achieve excellence within the community. Annual academic scholarships, educational grants, member engagement efforts and philanthropic operations are funded by the Annual Fund.

Chapter Leadership Funds

Each Delta Sigma Pi collegiate chapter has a Chapter Leadership Fund. CLFs were launched in an effort to strategically create a giving opportunity aimed at providing chapters more financial resources to fully participate in Delta Sigma Pi's outstanding educational and leadership development programs and experiences.

Presidents' Academy Fund

To continually support the award-winning Presidents' Academy, the Foundation created the Presidents' Academy Fund. An annual grant is provided to Delta Sigma Pi to help cover the costs associated with chapter presidents' participation and other direct educational costs.

LEAD Fund

The LEAD Fund directly supports the Fraternity's educational programs such as LEAD Schools, LEAD Provincial Conferences and educational programming during Grand Chapter Congress. An annual grant is provided to Delta Sigma Pi to directly support all of the Fraternity's educational programs, including keynote speakers and educational sessions.

Diversity, Equity & Inclusion Education Fund

The DEI Education Fund supports the Fraternity's ongoing efforts and educational initiatives focused on diversity, equity and inclusion. Grants are made directly to the Fraternity to execute DEI programming that will better prepare our students to lead in today's workforce.

Endowment Funds

The Foundation manages and administers a number of endowment funds set up by generous donors over time. These funds directly support individual scholarships, chapter grants and other annual educational grants.

CARES ACT

Take Advantage of Tax Incentives for Philanthropic Giving

The Coronavirus Aid, Relief, and Economic Security Act (CARES Act), is a \$2.2 trillion economic stimulus bill passed by Congress and signed into law by the President on March 27, 2020 in response to the economic fallout of the COVID-19 Pandemic. The new law included three primary areas that related directly to philanthropic giving, including donations made to the Delta Sigma Pi Leadership Foundation.

A new charitable deduction included in the CARES Act allows for up to \$300 in annual charitable contributions to qualified charities, such as the Foundation. This is available only to people who take the standard deduction. It is an "above the line" adjustment to income that will reduce a donor's adjusted gross income, and thereby reduce taxable income on their 2020 tax returns when they file in 2021.

The CARES Act temporarily suspended the requirement for those 70½ or older who have a required minimum distributions (RMD) from a defined-contribution retirement plan, including a 401(k) or 403(b) plan, or an IRA, for the 2020 tax year. This includes anyone who turned age 70½ in 2019.

Finally, for taxpayers who itemize their deductions, the CARES Act allows for cash contributions to qualified charities, such as the Foundation, to be deducted up to 100 percent (previously at 60 percent) of their adjusted gross income for the 2020 calendar year.

This information is not intended to provide legal, tax or accounting advice, and readers should consult their tax advisors concerning the application of tax laws to their particular situations.

**DELTASIG
ACROSS THE
COUNTRY**

**STATE
POPULATIONS**

CA \ 21,590
TX \ 20,970
FL \ 12,943
IL \ 12,563
OH \ 10,765
NY \ 8,391
GA \ 8,076
MO \ 7,844
PA \ 6,514
LA \ 6,158
IN \ 5,956
MI \ 5,859
VA \ 5,830
CO \ 5,055
NJ \ 5,015
NC \ 4,776
MN \ 4,606
AZ \ 4,258
TN \ 3,848
AL \ 3,590
WI \ 3,266
MA \ 3,244
OK \ 3,208
IA \ 2,962
MD \ 2,852
SC \ 2,817
MS \ 2,667
NE \ 2,655
KS \ 2,367
CT \ 2,131
NM \ 1,974
KY \ 1,649
WA \ 1,461
NV \ 1,213
WV \ 1,117
SD \ 1,005
DC \ 860
HI \ 787
AR \ 522
OR \ 516
RI \ 510
UT \ 498
DE \ 467
NH \ 272
ID \ 151
ND \ 147
ME \ 144
AK \ 114
MT \ 100
WY \ 86
VT \ 81



Member Education

Educating members to stand out as effective leaders on campus and beyond starts with recruitment and pledging, but also includes training for collegiate, alumni, faculty, and volunteers. Educational training at LEAD events, Grand Chapter Congress and Presidents' Academy doesn't just focus on fraternal operations, but provides opportunities to develop professionally and personally, making these events perfect for members of all ages. Learn more at dsp.org/events.

GOAL

Provide leadership development training for collegiate and alumni chapter officers, with at least 90% of chapters participating annually.

- For 2019–20, 99% of our chapters had officers represented at LEAD events and volunteer trainings, up from 95% last year.
- Board used emergency powers July 2020 to create virtual & socially distanced versions of Ritual. Virtual training sessions were conducted for Regional Vice Presidents, District Directors, Chapter Advisors and chapter officers.
- New collegiate chapter officer online training modules were launched in August 2020.

GOAL

Provide leadership development training for District Directors, with at least 90% of chapters served by trained District Directors.

- For 2019–20, 66% of our District Directors were active Certified Deltasig Leaders and/or attended a leadership development event, up from 58% last year.
- New online modules were created for the Certified Deltasig Leader program. An additional module focused on diversity, equity and inclusion is also being developed.

Membership Growth

More active and visible chapters enhance brand recognition and open doors for Deltasigs within communities and corporations. Increasing collegiate membership in local chapters also enhances member experiences and lightens the workload to make happy brothers! Learn more about high interest sites and how you can help Deltasig grow by going to dsp.org/expansion.

GOAL

Expand to at least 250 active campuses.

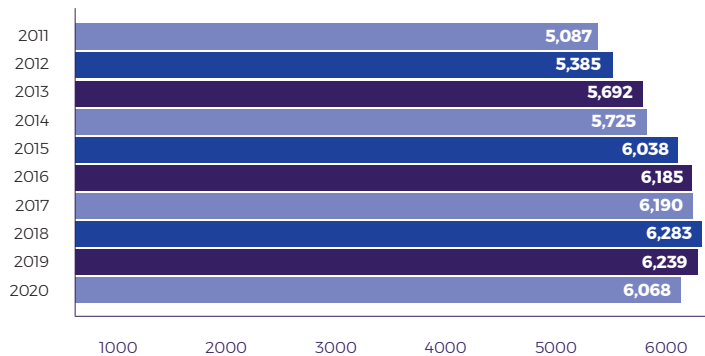
- As of July 1, we had 225 active collegiate chapters.
- In 2019-20, we had two chapter installations/reactivations: Chicago and Drexel (PA). Installations at St. Benedict/St. John's (MN) and Providence (RI) were delayed due to COVID.
- New website navigation emphasizes expansion promotion in the top utility bar and "Become a Deltasig" area.

GOAL

Ensure at least 90% of collegiate chapters have at least 30 active members.

- In 2019-20, there was a slight decrease in total initiates and about 75% of collegiate chapters had at least 30 dues paying members.
- During the year, we have increased communications with Chapter Advisors so they know about what is happening within the organization and are better equipped to help students.
- Broader chapter support is being provided by Central Office staff. Additional communications, resources and training for District Directors and RVPs provide support to chapters.

NUMBER OF INITIATES



PROFILE OF A NEW MEMBER



(INTENDED INDUSTRY)

- GENERAL BUSINESS/UNDECIDED 15%
- MARKETING 14%
- FINANCE 13%
- ACCOUNTING/AUDITING 11%
- MANAGEMENT 6%
- BUSINESS DEVELOPMENT/ENTREPRENEURSHIP 5%
- INTERNATIONAL BUSINESS 3%
- OTHER 32%

CHAPTERS WITH THE HIGHEST NUMBER OF NEW INITIATES (IN 2020)



**DELTASIGS AROUND
THE WORLD**

**INTERNATIONAL
POPULATIONS
(WITH 10 OR MORE)**

- CANADA \ 165
- UNITED KINGDOM \ 97
- MEXICO \ 83
- PUERTO RICO \ 56
- MALAYSIA \ 52
- JAPAN \ 51
- INDIA \ 49
- GERMANY \ 48
- BAHAMAS \ 47
- CHINA \ 40
- FRANCE \ 38
- HONG KONG \ 34
- SINGAPORE \ 32
- INDONESIA \ 29
- PHILIPPINES \ 26
- SOUTH KOREA \ 24
- PANAMA \ 23
- SAUDI ARABIA \ 21
- GUAM \ 19
- NORWAY \ 19
- TAIWAN \ 18
- THAILAND \ 18
- BRAZIL \ 17
- VIRGIN ISLANDS \ 17
- AUSTRALIA \ 16
- SWITZERLAND \ 16
- PAKISTAN \ 14
- TURKEY \ 14
- NETHERLANDS \ 13
- ECUADOR \ 12
- SPAIN \ 12
- BOLIVIA \ 11
- HONDURAS \ 11
- SWEDEN \ 10
- TRINIDAD \ 10



Member Engagement

We want to provide members with meaningful involvement opportunities at every stage of life. Through this magazine, the website, social media and email communications, we hope to increase knowledge about involvement opportunities both locally and nationally. Enhancing the alumni experience will further the ideal that Delta Sigma Pi isn't just four years, it's for life. Learn more about how you can support Delta Sigma Pi by going to dsp.org/get-involved.

GOAL

Engage 20,000 alumni annually as volunteers, donors, national event participants, or supporters of chapter or national activities.

- New alumni gatherings took place in Jacksonville, Denver, and Dallas the same weekends as spring LEAD events in those cities. These successful ventures attracted brothers who hadn't been involved in years. More are planned, post-pandemic.
- *The Deltasig* magazine was redesigned (see the March 2020 issue) with an eye to alumni appeal.
- Additional alumni engagement has resulted from virtual Fraternity Updates and events since March.

GOAL

Cut collegiate member attrition rate by at least 50%.

- New process for voluntary withdrawal and inactive status has been launched in hopes of streamlining the process and better communicating available options. COVID and other circumstances has impacted this.
- New Pledge Education Program started in July with focus on better integration of pledges into the chapter. Online learning modules and pledge meeting facilitation further ensure consistent education for all pledges.



HOW DID OUR CHAPTERS SUPPORT RONALD MCDONALD HOUSE CHARITIES?

<u>DONATED ITEMS</u>	<u>DONATED MONEY</u>	<u>PREPARED MEALS</u>	<u>COLLECTED POP TABS</u>	<u>VOLUNTEERED TIME</u>
23%	10%	22%	31%	14%

Organizational Excellence

Organizational Excellence is all about evaluating our infrastructure, including laws, staffing, partnerships, technology, and the volunteer program, to ensure we are meeting needs of our members, while portraying a positive brand on campuses and in our communities. Beyond enhancing the Fraternity's relationship with the Leadership Foundation, it is also about improving the Fraternity's organizational structure.

GOAL

Enhance Fraternity/Leadership Foundation relationship and Foundation staff support model.

- A volunteer development structure for the Foundation was created that includes Chapter Champions (focus on Chapter Leadership Funds and chapter alumni engagement), Volunteer Coordinators (focus on Foundation activities at events) and Foundation Ambassadors (focused on engaging alumni in specific geographic areas).
- Central Office staffer Brittany Kyger's responsibilities shifted focus from events to Leadership Foundation support.

GOAL

Enhance Fraternity organizational structure and staff support model.

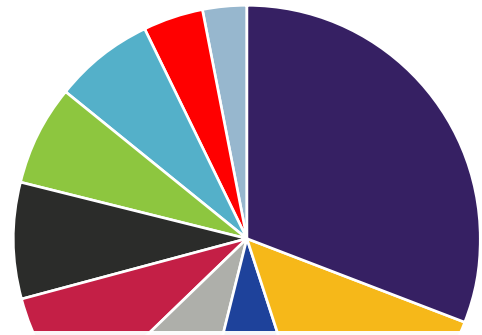
- With the return of ELC Jasmin Flores and the addition of Chelsey Fix and Haley Spellman, this was the first year in over 20 years that we had three chapter consultants providing additional support to our chapters and members. This allowed Senior Director of Membership Growth and Expansion Dale Clark and Associate Director of Chapter Services Tyler Havens to focus on additional resources and support.
- ELC Jasmin Flores was named staff point person for diversity, equity and inclusion with intent to have her help coordinate efforts.

Excellence in Our Communities

Service is a foundational value for Delta Sigma Pi, and it is actively pursued by our chapters around the country. In 2019-20, Delta Sigma Pi collegiate and alumni chapters reported 38,726 total service hours.

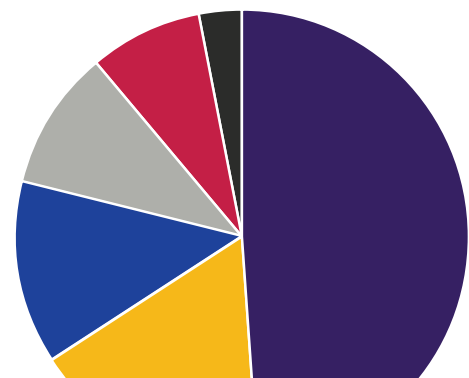
Delta Sigma Pi promotes service initiatives every year that help the Fraternity make a larger impact nationwide. Deltasigs band together in national initiatives to really make a difference. In 2019, over 100 collegiate and alumni chapters and colonies participated in Make A Difference Day events. Throughout 2019-20, 135 chapters reported 245 events with more than 4,000 members participating in activities to support Ronald McDonald House Charities.

WHERE DOES THE MONEY COME FROM?



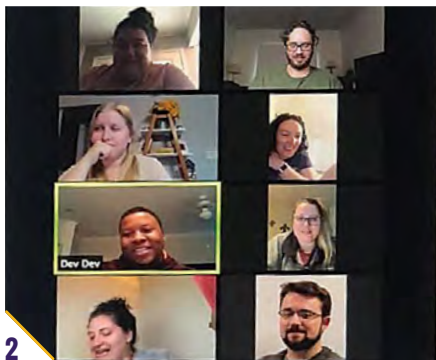
31%	DUES & ALUMNI FRANCHISE FEES	\$964,685
14%	INITIATION FEES	\$427,640
9%	NET JEWELRY & MERCHANDISE SALES	\$292,735
9%	GRAND CHAPTER CONGRESS	\$290,132
8%	LEAD EVENTS	\$248,101
8%	CORPORATE PARTNERSHIPS	\$232,868
7%	INSURANCE, REGALIA & OTHER	\$228,886
7%	LF MANAGEMENT FEES	\$225,000
4%	LF GRANTS	\$110,000
3%	NET INVESTMENT INCOME (REALIZED)	\$82,791
	TOTAL REVENUES	\$3,161,888

WHERE DOES THE MONEY GO?



49%	CHAPTER SERVICES	\$1,535,715
17%	LEAD, PRESIDENTS' ACADEMY, ETC.	\$547,827
13%	LEADERSHIP FOUNDATION	\$404,862
11%	HQ MANAGEMENT/MAINTENANCE	\$334,179
8%	GRAND CHAPTER CONGRESS	\$250,161
3%	THE DELTASIG	\$82,258
	TOTAL EXPENSES	\$3,155,002

Share news of your chapter's activities and events with brothers! Email news and photos to magazine@dsp.org.



1 \ ARIZONA sent 40 brothers to the Denver LEAD Provincial Conference this past spring, where they received the Desert Mountain Region Travel Award. Chapter President Brennen Feder (second from right front) recently led the chapter through virtual operations, together setting up Zoom meetings with various CEOs and alumni, and raising \$2,000 in one day from a virtual fundraiser. “My advice for other chapters that are operating in this virtual environment is to shoot for the stars,” says Feder. “This is the time to tap into the network of your brothers and invite recruiters, senior leaders of major corporations and other notable alumni to speak.”

2 \ FORT WORTH COWTOWN ALUMNI held their first virtual social event - which was “game night” themed. Pictured: Sara Casey, Charlie Kenney, Molly Rae, Amanda Wood, Devonte Snowden, Sarah Jane Harris, Morgan Schomburg and Josh Robinson.

3 \ LOS ANGELES and ORANGE COUNTY ALUMNI teamed up to host a virtual charity bingo night. Brothers, family and friends were invited, and proceeds were donated to the Jackie Robinson Foundation to help support their vital work in providing financial aid, mentoring, coaching and career guidance to minority students starting college. The event raised \$750, and through the generosity of LAAC

President Sathon Phowborom’s employer, OneMain Financial, they doubled the amount to \$1,500!

4 \ WISCONSIN-MILWAUKEE brothers (clockwise from top left) Taquan Campbell, Aaron Flierl, Sydney Sampson-Webb and Kailey Sharpe took first place at the Lubar School of Business Ethics Case Competition in April, taking home a \$2,000 prize. The competition offers business students an interactive opportunity to challenge their moral reasoning, develop their understanding of the importance of business ethics and present recommendations to a panel of experienced business educators and professionals.

Nearly \$70,000 in 2020 Academic Scholarships Awarded



The Delta Sigma Pi Leadership Foundation is proud to announce that through the generosity of countless Delta Sigma Pi brothers and friends, nearly \$70,000 in academic scholarships was awarded in 2020. Award amounts this year ranged from approximately \$500 to more than \$6,000 per scholarship. Congratulations to all of our recipients—a complete list is available at dsp.org/scholarshiprecipients.

Thank you to the following Scholarship Selection Team members who devoted many hours reviewing and selecting the scholarship/fellowship recipients: James ‘Duckie’ Webb, *Houston*, who served as lead, Thom Arnott, *Rider (NJ)*; Gail Baumer, *Buffalo (NY)*; Tim Curry, *Rider (NJ)*; Jody Dierickx, *Iowa State*; Ellie Godwin, *Nebraska-Omaha*; Thomas Haliburton, *Western Kentucky*; Haili Kamahela, *Cal State-Sacramento*; Terri Kane, *Buffalo (NY)*; Kathy Lazo-Thompson, *New York*; Beth Losik, *Baker (KS)*; Katie Magoon, *Eastern Illinois*; Mary Moon, *North Florida*; Corey Polton, *Cal State-Fullerton*; Dara Schneider, *Buffalo (NY)*; Matt Schneider, *Rider (NJ)*; Teresa Schudrowitz, *St. Ambrose (IA)*; Emily Slone, *Lindenwood (MO)*; Erin Stark, *Truman State (MO)*; Eddie Stephens, *Miami-Florida*; and Derry Webb, *Houston*.

Applications for 2021 will be available starting February 2021 and are due by June 1. Visit scholarships.dsp.org to learn more about supporting these funds.

INTERN. EXPLORE. SUCCEED.

ΔΣΠ



IES Internships, a proud partner of Delta Sigma Pi, offers nearly 20 exciting programs in cities that span the globe. Whether abroad or virtual, our full-time, credit-optional internships during fall, spring, and summer allow you to gain the professional experience you need to become a global leader while having the adventure of a lifetime!

Apply for an IES internship by the following dates*

SUMMER 2021 - February 11, 2021
(London & Paris: February 4)

FALL 2021 - May 15, 2021

*Your study abroad office, career services, or academic department may have internal deadlines that are different.

For more information:

 www.DSP.org/IESInternships

 internships@IESabroad.org

**IES**
INTERNSHIPS™

|| KUDOS ||

New job? Start a new business? Get promoted or recognized for an achievement?
Share your news with us! Email magazine@dsp.org.

ACHIEVEMENTS

Eleanor Dillon, Alabama, is a valuation analyst and advisor at Colliers International in Richmond, Va.

Donald Stumpp, Ball State (IN), is the CEO/CFO at Careage of Logansport, Inc. in Logansport, Ind.

Lisa Tran, Boston U., is a product manager at Dell EMC in Randolph, Mass.

Samantha Cruz, Central Florida, is a financial analyst at Amazon in Seattle.

Tiffany Meyer, Colorado-Colorado Springs, is in ballpark operations with the Pittsburgh Pirates in Pittsburgh.

David Kimball, Drake (IA), is a global sales coach, mentor and cohort advisor at IBM in Wheaton, Ill.

Phillip McLain, East Tennessee State, completed his fourth term serving as a member of the Board of Education for Washington County Tennessee in Jonesborough, Tenn.

Victoria Camilleri, Florida, is a market analyst at Norfolk Southern in Atlanta.

Thomas Knox, Indiana, is a meat sales consultant at UNFI in Urbana, Ill.

Alanson Tobias, Iowa, is an investment banking analyst at Bank of Montreal in Chicago.

Wayne Whitney, Kansas, retired as a financial advisor at Ameriprise Financial Services. He lives in Lawrence, Kan.

Eric Zupsansky, Kent State (OH), is in hospitality management at Oglebay Resorts in Wheeling, W.Va.

James Matousek, Loyola-Chicago, retired as director of taxes at Midas International Corp. He lives in Park Ridge, Ill.

Jack Black, Loyola-New Orleans, is owner and president at Analysts Express, Inc. in Cypress, Texas.

Alexis Moses, Maryland-College Park, is in marketing at IBM in Research Triangle, N.C.

Katherine Luechauer, Miami-Ohio, is the senior customer success manager at BrightEdge in Cleveland.

Doug Pontsler, Miami-Ohio, received the National Safety Council's Distinguished Service to Safety Award. Doug is the chairman and managing director of the Center of Visual Expertise in Toledo, Ohio.

Michael Brown, Midwestern State (TX), is an associate at AT&T in College Station, Texas.

Lacey Mueller, Missouri-Columbia, is a business skills rotational program member at The Boeing Company in Seattle.

James Lyons, Missouri State, is the chief financial officer at Caruthersville Gin, Inc. in Caruthersville, Mo.

Anne Kleefisch, Northern Arizona, is the owner of Cruise Planners in Phoenix.



Deltasig Honored as Distinguished Toastmaster

Former National Alumni Development Chair Linda Dorn, Winona State (MN), was recently honored with the Distinguished Toastmaster (DTM) award, the highest educational award Toastmasters International bestows. The DTM recognizes a superior level of achievement in both communication and leadership, and is awarded to less than one percent of all Toastmasters worldwide. Toastmasters International is a U.S. headquartered nonprofit educational organization that operates clubs worldwide for the purpose of promoting communication, public speaking and leadership. Professionally, Linda is a stewardship specialist at Carleton College in Northfield, Minnesota.

Daniel Helmchen, Northern Illinois, is chief operating officer at DNA Analytical Services, LLC in Las Vegas.

Mike Telford, Ohio, is a foreign military sales country support case manager at Air Force Security Assistance and Cooperation Directorate at Wright Patterson Air Force Base in Dayton, Ohio.

Katherine Harris, Oklahoma, is a software developer at ONEOK in Tulsa, Okla.

Victoria Hulsey, Oklahoma, is an accounting associate at Midfirst Banking in Oklahoma City, Okla.

Andro Loaiza, Oklahoma, is a business operations manager at Discount Copy in Houston.

Avinash Rajpal, Purdue-Fort Wayne, is the founder/partner at RAL Auto Tech in Mumbai, India.

Charles Silber, Rider (NJ), retired as a credit manager at Software Spectrum. He lives in Carrollton, Texas.

Richard Young, Rider (NJ), is a distinguished professor emeritus of supply chain management at The Pennsylvania State University in Lancaster, Pa.

Shahe Ju, San Francisco, is a senior associate at Deloitte China in Shanghai, China.

David Maislen, San Francisco State, is the general manager/owner at Maislen Enterprises, LLC in Arroyo Grande, Calif.

Christopher Leto, South Florida-Tampa, is the nondestructive testing level III manager at Tampa Brass and Aluminum in Tampa, Fla.

Heidi Lillie, St. Thomas (MN), is an account executive at Pep in Minneapolis.

Robert Fedor, Tampa (FL), retired as general adjuster at GAB Robins Inc. He lives in Valrico, Fla.

Anthony Murray, Tampa (FL), is the founder of Allennium Enterprises in Philadelphia.

Lydia Scheer, Tampa (FL), is a personal banker at KeyBank in Pittsburgh.

Richard Abatelli, Texas Christian, is the owner of Abatelli Real Estate Appraisals in Cutchogue, N.Y.

Amrit Jassar, Texas-Dallas, is an operations analyst at Fannie Mae in Richardson, Texas.

David Sims, Texas Tech, is a senior advertising consultant at Ad Pages in Plano, Texas.

Keir Jones, Truman State (MO), is the CEO at Keir Jones Agency State Farm Insurance in Long Beach, Calif.

Alexis Jackson, Washington-St. Louis, is a program manager at Gateway to the Great Outdoors in St. Louis.

Thomas Toel, Wayne State-Nebraska, is an associate project manager at Sabre Industries, Inc. in Sioux City, Iowa.

Laurie Mirus, Western Illinois, is a controller at Northwest Contractors, Inc. in Hampshire, Ill.

Geraldine Murrey, West Florida, is the human resources director at Valley Family Health Care in Boise, Idaho.

Robin Richardson, Winston-Salem State (NC), is the ruling elder/supply preacher at Dellabrook Presbyterian Church in Winston Salem, N.C.

MILESTONES

Did you recently tie the knot? Welcome a new bundle of joy? Do you know a brother who has passed away? If so, please tell us. Email your mergers, gains or losses to magazine@dsp.org.

Mergers

Kirstie Gill, Drake (IA), and Aaron Bennett on June 20. They live in Bloomington, Minn.

South Central PVP **Mark Wernette, Midwestern State (TX)**, and Tornado Alley RVP **Nicole Moeller, Missouri State**, on May 23. They live in Lawton, Okla.

Kyle Ritter, South Carolina, and Taylor Bates on June 20. They live in Columbia, S.C.

Gains

Noel Miller, Albion (MI), and **David** on January 25 - Jordan. They live in Verona, Wis.

Brittany and Evan Stall, Ball State (IN), on March 5 - Peyton. They live in Commerce Twp., Mich.

Dani, Bowling Green State (OH), and **David Feret, George Mason (VA)**, on July 8 - Wesley. They live in Chesapeake, Va.

Olivia and Zachary Stoffels, Wisconsin-La Crosse, on July 2 - Finnley. They live in Edgerton, Wis.

|| AWARDS ||



CRISTINA GAO CHEN, Chapman (CA), was presented with a Distinguished Alumni Service Award by Orange County. Since graduating, Cristina has gone above and beyond by serving as an alumni chapter officer, District Director and as the Western Provincial Community Service Committee Chair. She has also presented at several LEAD events, having attended seven LEAD events and two Grand Chapter Congresses. Pictured is Cristina Gao Chen and Orange County President Carley Haro.



SATHON PHOWBOROM, Loyola Marymount (CA), was presented with a Distinguished Alumni Service Award by Los Angeles for his hard work as chapter president over the last year. He helped organize over 30 events during the year, attended Grand Chapter Congress and attended multiple collegiate chapter events, including serving as a professional speaker for some of those chapters.

|| LOSSES ||

Americas (Mex)
Daniel Mahaney
(July 2)

Auburn (AL)
John Burney
(June 17)

Babson (MA)
W. Ronald Grolljahn
(June 25)

California-Berkeley
Prescott Ashe
(July 23)

Cincinnati
Peter Gehrke
(March 6)

Detroit (night)
Richard Gargulinski
(April 15)

Ferris State (MI)
Lawrence Gabel
(July 21)

Florida
Alfred Warrington
(May 20)

Florida Atlantic
Perry Buchalter
(April 7)

Houston
Richard Baragar
(May 23)

Howard (DC)
Zunoraine Holmes
(May 5)

Indiana
Donald Ross
(June 20)
Jack Swanson
(June 21)

Loyola-New Orleans
James Kenny
(April 17)
Allisa White
(March 11)

Marquette (WI)
John Degnan
(July 21)

Maryland-College Park
Joseph Warner
(September 3, 2019)

Miami-Florida
Thomas Pettit
(November 4, 2019)

Miami-Ohio
John Lawrence
(May 13)

Mississippi State
Ralph Farr (July 6)

Missouri State
Alan Banta
(March 28)

Nebraska-Lincoln
Ronald Hahn
(April 16)
Steven Clagg
(June 17)

New Mexico
Gina Mensay
(June 4)

Nicholls State (LA)
Robert Jakob
(May 4)

Northern Arizona
Eugene Rasmussen
(July 21)

North Texas
John Boldt (May 8)
Philip Kelley
(June 22)

Oklahoma
James Ward
(January 23)

Pennsylvania
Robert Hornibrook
(April 4)

Rider (NJ)
Fred Rooney
(December 23)

Sam Houston State
John Lockley
(March 2)

South Carolina
Robert Fitchett
(May 16)

Southeastern Louisiana
Terrell Ford (April 30)

Southern California
Donald Valentine
(January 4)

Texas A&M-College Station
Victoria Walker
(August 30)

Texas A&M-Commerce
Billy Strother
(October 21, 2019)

Virginia
Joseph Gibson
(August 17)

Virginia Tech
Michael Mills
(July 27)

Wayne State-Michigan
Stephen Baldridge
(May 17)

Brotherhood Network

Get involved by joining a local alumni chapter or starting one near you! Contact information is listed here for cities where alumni chapters are currently franchised as of December 9, 2019. If a city is listed without contact information, there are alumni members in those cities trying to start an alumni chapter or organizing groups to gather and network. For contact information on these organizing groups, or to start a group in an area not already listed, please email alumni@dsp.org, call (513) 523-1907, or check online at dsp.org.

KEY \ Chapters: City and contact information listed
 \ Organizing Groups: City only listed

Alabama
Birmingham-Magic City
 Michelle Cain
 205-821-9004
mjcain28@att.net

Livingston

Arizona
Phoenix-Thunderbird
 David Pratt
 480-258-7059
DesertMountainRVP@dsp.org

Tucson

California
Chico
 Kristin Minetti
 510-305-8991
Kristinbit@gmail.com

Fresno-CenCal
 Kay Zaw
 559-907-7766
kayzaw@mail.fresnostate.edu

Inland Empire
 Kelly Rupp
 909-261-5525
kelly.rupp@yahoo.com

Long Beach-Pier 9
 Vito Honey
 313-408-6914
blssing.honey836@gmail.com

Los Angeles
 Sathon Phowborom
 949-812-8423
sphowborom@gmail.com

North Hollywood
 Jami Ball
 818-445-9953
jamie.ball@disney.com

Orange County
 Carley Haro
 714-519-9492
carleyharo@gmail.com

Pomona Valley
 Sam Brenner
 909-919-6613
samantha.brenner@laverne.edu

Sacramento Valley
 Lauren Short
 408-806-7792
leshort@gmail.com

San Diego

San Francisco Bay Area
 Gordon Wan
 650-452-4734
gordon.wan41@gmail.com

Santa Barbara

Stockton/San Joaquin Valley

Colorado
Denver
 Tia Arnold
 720-254-2918
tia.arnold@colorado.edu

Grand Junction

Connecticut
Hartford
 Christopher Doto
 201-264-1742
ChristopherLDoto@gmail.com

Florida
Central Florida
 Daniel Botero
 321-945-7270
dbotero1@gmail.com

Gainesville
Jacksonville
 Trina Kirk
 904-228-7775
AtlanticCoastRVP@dsp.org

St Pete-Clearwipre
 Bogan Stitzel
 813-516-5867
h.b.stitzel@gmail.com

Georgia
Atlanta
 Beth Keith
 770-833-1244
mkeith20@bellsouth.net

Hawaii
Hawaii
 Clayton Chong
 808-937-2337
cechong@aol.com

Illinois
Chicago
 Lauren Finnegan
 773-272-2428
lauren.finnegan@gmail.com

Decatur/Central Illinois

Indiana
Evansville

Fort Wayne

Indianapolis

South Bend/Eikhart

Iowa
Des Moines-Central Iowa
 Jody Dierickx
 563-343-0891
GreatPlainsRVP@dsp.org

Kansas
Kansas City
 Emily Franchuk
 240-755-2322
franchukemily@gmail.com

Kentucky
Louisville
 Chloe Ewbank
 937-750-7044
chloe.ewbank@yahoo.com

Louisiana
Baton Rouge-Red Stick
 Angela Andrews
 405-623-4737
angela.andrews1218@gmail.com

Lake Charles-Lagniappe
 Sam Louque
 337-372-0817
samanthajhill@yahoo.com

New Orleans-Crescent City

Maryland
Baltimore

Frederick
 Monica Monroe
 240-626-6421
capitalrvp@dsp.org

Massachusetts
Boston
 Kristyn Wasikowski
 716-374-5828
krmwasikowski@gmail.com

Michigan
Detroit-Motown
 Raina Rawlings
 313-829-6685
raina1064@yahoo.com

Saginaw-Great Lakes Bay
 Kelsie Hutter
 989-316-5082
klhutter@svsu.edu

Minnesota
Farmington South Metro
 Linda Dorn
 612-889-8932
ljdorn16@gmail.com

Twin Cities
 Jillian Gartner
 515-401-8178
ProfessionalDevelopment@dsp.org

Winona-LaCrosse
 Maggie Fort
maggie.a.fort@gmail.com

Mississippi
Gulfport/Biloxi
Hattiesburg

Missouri
Jefferson City
Kansas City
 Emily Franchuk
 240-755-2322
franchukemily@gmail.com

St. Louis
 Jean Claire Safron
 314-322-6645
Jeansafron@gmail.com

Nebraska
Lincoln/Creater Nebraska
 Caleb John Salter
 402-536-9508
csalter739@gmail.com

Nevada
Las Vegas
Reno Sierra Nevada
 Eily Irwin
 775-224-7624
eilyi@nevada.unr.edu

New Jersey
Jersey City-New Jersey Area
 Charles Weening
 201-206-5820
EmpireRVP@dsp.org

New Mexico
Albuquerque Duke City
 Tuyet Nguyen
 505-307-6769
tuyet2008@gmail.com

Las Cruces

New York
Albany Upstate New York
 Travis Brodbeck
 845-863-6722
2018coy@dsp.org

New York City
 Chad White
 321-917-1839
chad.m.white@outlook.com

North Carolina
Charlotte

Greenville

Ohio
Cincinnati
 Gayle Gerhardt
 859-750-4859
ggerh624@fuse.net

Cleveland-Akron
 Ginnie Lowers
 216-410-2472
ginnielowers@gmail.com

Oklahoma
Lawton

Oklahoma City Tornado Alley
 Avery Moore
 405-824-2111
deltasig1907@gmail.com

Tulsa

Oregon
Portland

Pennsylvania
Harrisburg

Lancaster

Philadelphia

Pittsburgh

State College

South Carolina
Charleston

Columbia
 Darrick Williams
 803-237-0013
darrick.williams@gmail.com

Greenville/Upstate SC
 Weslie Higdon
 864-431-7999
weslie.clark@gmail.com

Myrtle Beach

South Dakota
Sioux Falls

Tennessee
Johnson City
Memphis
 Nolan Hickey
 815-751-2074
nolanh901@gmail.com

Nashville
 Vanessa V. Leithoff
 316-559-3783
danishgal34@gmail.com

Texas
Arlington Area Lone Star
 Omar Sandoval
 972-510-4491
omarsandovalmail@gmail.com

Austin
 William DeCamp
 757-814-7203
willedcamp14@gmail.com

Corpus Christi

Dallas Area
 Sarah Harris
 405-306-2205
sjh0526@yahoo.com

Fort Worth Cowtown
 Charlie Kenney
 817-320-6997
 SouthCentral.Alumni
 Development@dsp.org

Houston Space City
 Gilbert Landras
 713-677-3883
GulfWesternRVP@dsp.org

Kingsville
 Erik Gonzalez
 956-984-8431
erikschool@ymail.com

Lubbock

McAllen

San Angelo

San Antonio
 Mark Belmarez
 210-606-5918
markbelmarez@yahoo.com

Waco

Wichita Falls

Virginia
Richmond
 Lencia Marc
 407-923-6306
lenciakm@gmail.com

Sterling

Washington
Seattle-Pacific Northwest
 Lindsee Rodrigues
 714-478-9228
dsp.seattlepnw@gmail.com

Washington, D.C.
DC Metro
 Richard Schreiber
 210-843-5047
schreiberrichard@ymail.com

West Virginia
Huntington

Shepherdstown
 Chris Pitzer
 304-995-6362
christopher.c.pitzer22@gmail.com

Wisconsin
Madison

Milwaukee

Winona-LaCrosse
 Maggie Fort
maggie.a.fort@gmail.com

World
 Beirut, Lebanon
 France
 Germany
 Hong Kong
 India
 London
 Philippines
 Saudi Arabia
 Shanghai
 Singapore
 Taiwan



DELTA SIGMA PI

330 South Campus Avenue
Oxford, OH 45056
(513) 523-1907
www.dsp.org

CHANGE SERVICE REQUESTED



DIVERSITY, EQUITY & INCLUSION EDUCATION FUND

The DEI Education Fund supports the Fraternity's ongoing efforts and educational initiatives focused on diversity, equity and inclusion. Grants are made directly to the Fraternity to execute DEI programming that will better prepare our members to lead in today's workforce.

Visit [dsp.org/DEIFund](https://www.dsp.org/DEIFund) for more details.